

Ohio

Public Utilities  
Commission

PUCO

Original AGG Case Number	Version
12-2351-EL-AGG	May 2016

**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 C-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 intends to be certified as: (check all that apply)**

☐ Power Broker ☐ Aggregator

**A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address**

Legal Name Energy Advisory Service, LLC

Address 5151 Headquarters Drive Suite 145, Plano, TX 75024

PUCO Certificate # and Date Certified 12-278G (2) September 24, 2012

Telephone # (972) 791-8357 Web site address (if any) www.energyeas.com

**A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio**

Legal Name Energy Advisory Service

Address 5151 Headquarters Drive Suite 145, Plano, TX 75024

Telephone # (972) 791-8357 Web site address (if any) www.energyeas.com

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

Energy Advisory Service

**A-5 Contact person for regulatory or emergency matters**

Name Rhonda Kreitz

Title CEO

Business address 5151 Headquarters Drive Suite 145, Plano, TX 75024

Telephone # (972) 791-8357

Fax # \_\_\_\_\_

E-mail address \_\_\_\_\_

Rkreitz@energyeas.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.  
Technician RN Date Processed SEP 14 2016

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

Name Rhonda Kreitz  
Title CEO  
Business address 5151 Headquarters Drive, Suite 145, Plano, TX 75024  
Telephone # (972) 791-8357 Fax # \_\_\_\_\_  
E-mail address Rkreitz@energyeas.com

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

Customer Service address 5151 Headquarters Drive Suite 145, Plano, TX 75024  
Toll-free Telephone # (866) 219-2450 Fax # (972) 695-4024  
E-mail address rkreitz@energyeas.com

**A-8 Applicant's federal employer identification number # 74-3123918**

**A-9 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 _____                                |

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

**A-10 Exhibit A -10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.**

**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. (This is generally only applicable to publicly traded companies who publish annual reports.)

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).
- 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.).

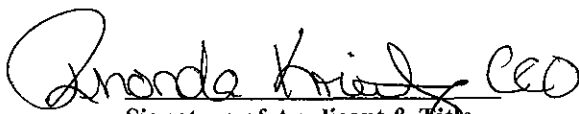
Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- 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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 two most recent years preceding the application.
- C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

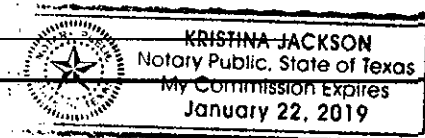
  
Signature of Applicant & Title

Sworn and subscribed before me this 9th day of September 2016  
Month Year

  
Signature of official administering oath

Kristy Jackson, Director  
Print Name and Title

My commission expires on \_\_\_\_\_



# **AFFIDAVIT**

State of Texas :

Plano ss.  
(Town)

County of Collin :

Rhonda Kreitz, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the CEO (Office of Affiant) of Energy Advisory Service (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.

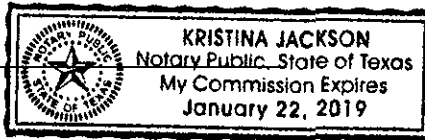
Rhonda K. [Signature] CEO  
Signature of Affiant & Title

Sworn and subscribed before me this 9th day of September 2016  
Month Year

[Signature]  
Signature of official administering oath

Kristy Jackson, Director  
Print Name and Title

My commission expires on \_\_\_\_\_



**Exhibit A-10**

**Principal Officers, Directors and Partners**

Rhonda Kreitz

CEO

5151 Headquarters Drive Suite 145

Plano, TX 75024

(972) 791-8357

Kristy Jackson

Director of Client Relations

5151 Headquarters Drive, Suite 145

Plano, TX 75024

(972) 791-8356



## **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.

Pennsylvania – Licensed as of September 1, 2016 through the Public Utility Commission as a “Licensee for Electric Generation Supplier as a Broker/Marketer” License A-2016-2552191

District of Columbia - Licensed as Competitive Electricity Supplier since August 2009 License Number EA-09-1-10

Maryland – Licensed to supply electricity or electric generation services since July 2009. License Number IR-1486

Illinois - Granted the certificate of service authority to operate as an agent, broker, or consultant since August 2010

Massachusetts - Licensed as an Electricity Broker as of June 2011. License number EB-193

## **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.

Energy Advisory Service is an Energy management partner for the multifamily industry since 2003. We assist our clients with finding the best electricity supplier for their specific needs. We accomplish this by working with our clients to understand their risk tolerance, plans for their sites, and contract terms that are important to them, then the work begins. We create a request for proposal that is sent out to the electricity suppliers so they may bid. When all bids are returned, EAS runs them through our pricing model which removes all the noise, and delivers a clear picture of the pricing in an apples to apples comparison so that our owners can make an informed decision on the right supplier.

EAS is not a supplier so we do not provide electricity, take ownership of electricity or bill for electricity. We guide our clients and educate them on selecting the right supplier that does that. Our fees are then paid by the supplier to EAS. Once the contract is executed between the supplier and the client, EAS does stay out here working with the client in the event there are any issues with the supplier. We become the advocate in working with the supplier to resolve our client's issues.

**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.

EAS has had no judgements, contingent liabilities, revocation of authority, regulatory investigations or any other matter that adversely impact EAS's financial or operational status or ability to provide our services.

**Exhibit 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

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.

**Exhibit B5**

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

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

### **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. (This is generally only applicable to publicly traded companies who publish annual reports.)

Exhibit C -1 is not applicable as EAS is not a public traded company

### **Exhibit C-2**

"SEC Filings," provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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.

Energy Advisory Service is not required to file with the SEC as we are not an Electricity Supplier, we do not take sell electricity nor do we ever take possession of electricity.

### **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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

See Attached

# Management Report

E Services Inc. - Energy Advisory Service LLC  
For the period ended December 31,2015

Exhibit C-3



Prepared on  
September 9,2016

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# Profit and Loss

January - December 2015

	Total
<b>INCOME</b>	
CA Revenue	
CA Gas	
410600 CA Gas - CA (deleted)	32,651.77
410700 CA Revenue CA - Gas (deleted)	-92.40
<b>Total CA Gas</b>	<b>32,559.37</b>
<b>Total CA Revenue</b>	<b>32,559.37</b>
DC Revenue	
DC Electric	
422200 DC Elec - CA (deleted)	9,406.83
<b>Total DC Electric</b>	<b>9,406.83</b>
DC Gas	
422600 DC Gas - CA (deleted)	1,958.80
<b>Total DC Gas</b>	<b>1,958.80</b>
<b>Total DC Revenue</b>	<b>11,365.63</b>
DE Revenue	
DE Gas	
412200 DE Gas - CA (deleted)	2,662.00
<b>Total DE Gas</b>	<b>2,662.00</b>
<b>Total DE Revenue</b>	<b>2,662.00</b>
FL Revenue	
FL Gas	
412800 FL Gas - CA (deleted)	138.28
<b>Total FL Gas</b>	<b>138.28</b>
<b>Total FL Revenue</b>	<b>138.28</b>
GA Revenue	
GA CSA	4,705.19
GA Gas	6,776.59
413600 GA Gas - CA (deleted)	6,235.42
<b>Total GA Gas</b>	<b>13,012.01</b>
GA RSA (Door Fees)	136,568.21
<b>Total GA Revenue</b>	<b>154,285.41</b>
IL Revenue	
IL Electric	
414200 IL - Elec - CA (deleted)	5,103.74
<b>Total IL Electric</b>	<b>5,103.74</b>
IL Gas	
414600 IL Gas - CA (deleted)	14,244.26
<b>Total IL Gas</b>	<b>14,244.26</b>
<b>Total IL Revenue</b>	<b>19,348.00</b>
IN Revenue	
IN Gas	
414860 IN - Gas CA (deleted)	850.43

	Total
<b>Total IN Gas</b>	<b>850.43</b>
<b>Total IN Revenue</b>	<b>850.43</b>
KY Revenue	
KY Gas	
414945 KY - Gas CA (deleted)	138.02
<b>Total KY Gas</b>	<b>138.02</b>
<b>Total KY Revenue</b>	<b>138.02</b>
MA Revenue	
MA Electric	
415720 MA Elec - CA (deleted)	7,927.31
<b>Total MA Electric</b>	<b>7,927.31</b>
MA Gas	
415760 MA - Gas CA (deleted)	1,534.16
<b>Total MA Gas</b>	<b>1,534.16</b>
<b>Total MA Revenue</b>	<b>9,461.47</b>
MD Revenue	
MD Electric	
415200 MD Elec - CA (deleted)	62,300.44
<b>Total MD Electric</b>	<b>62,300.44</b>
MD Gas	
415600 MD Gas - CA (deleted)	19,915.29
<b>Total MD Gas</b>	<b>19,915.29</b>
<b>Total MD Revenue</b>	<b>82,215.73</b>
ME Revenue	
ME Electric	134.92
<b>Total ME Revenue</b>	<b>134.92</b>
MI Revenue	
MI Gas	121.00
<b>Total MI Revenue</b>	<b>121.00</b>
Misc Revenue	0.00
Sales Tax Audit Revenue ONLY	3,678.47
<b>Total Misc Revenue</b>	<b>3,678.47</b>
NJ Revenue	
NJ Electric	578.23
416200 NJ Elec - CA (deleted)	1,479.56
<b>Total NJ Electric</b>	<b>2,057.79</b>
NJ Gas	
416600 NJ Gas - CA (deleted)	10,508.40
<b>Total NJ Gas</b>	<b>10,508.40</b>
<b>Total NJ Revenue</b>	<b>12,566.19</b>
NY Revenue	
NY Gas	3,708.93
NY New York City Electric	12,157.60
<b>Total NY Revenue</b>	<b>15,866.53</b>
OH Revenue	

	Total
418900 OH GAS - CML (deleted)	15.26
OH Electric	
418200 OH Elec CA (deleted)	9,302.91
<b>Total OH Electric</b>	<b>9,302.91</b>
OH Gas	
418600 OH Gas - CA (deleted)	16,127.97
<b>Total OH Gas</b>	<b>16,127.97</b>
<b>Total OH Revenue</b>	<b>25,446.14</b>
OK Revenue	
OK Gas	
417900 OK Gas - CA (deleted)	817.20
<b>Total OK Gas</b>	<b>817.20</b>
<b>Total OK Revenue</b>	<b>817.20</b>
PA Revenue	
PA Electric	
419200 PA Elec - CA (deleted)	14,917.31
<b>Total PA Electric</b>	<b>14,917.31</b>
PA Gas	
419600 PA Gas - CA (deleted)	1,423.40
<b>Total PA Gas</b>	<b>1,423.40</b>
<b>Total PA Revenue</b>	<b>16,340.71</b>
TX Revenue	
TX CSA	226,822.18
TX Electric	1,927.98
420300 TX Elec - CA (deleted)	598,863.04
<b>Total TX Electric</b>	<b>600,791.02</b>
TX Gas	
420700 TX Gas - CA (deleted)	44,945.69
<b>Total TX Gas</b>	<b>44,945.69</b>
TX RSA (Door Fees)	248,122.52
<b>Total TX Revenue</b>	<b>1,120,681.41</b>
VA Revenue	
VA Gas	
421600 VA Gas - CA (deleted)	4,983.35
<b>Total VA Gas</b>	<b>4,983.35</b>
<b>Total VA Revenue</b>	<b>4,983.35</b>
<b>Total Income</b>	<b>1,513,660.26</b>
<b>GROSS PROFIT</b>	<b>1,513,660.26</b>
<b>EXPENSES</b>	
5700 State Sales Tax Audit Expense (deleted)	3,459.85
6061 Client Training, Gift Cards, et (deleted)	93.87
Amortization Expense	12,846.09
Client Relations	1,579.18
Client Gifts	506.37
Conference	1,400.00



	<b>Total</b>
Meals & Entertainment 50%	4,065.55
Rebates-Riverstone	17,342.99
<b>Total Client Relations</b>	<b>24,894.09</b>
Conferences (deleted)	895.00
6152 Industry Conference (deleted)	3,090.00
6153 Multi Family (deleted)	13,545.00
6154 Student (deleted)	262.68
6155 Commercial (deleted)	3,966.95
6157 Senior/Assisted Conference (deleted)	6,963.66
Travel (deleted)	
6781 Airfare (deleted)	25,714.65
6783 Hotels (deleted)	14,145.09
6785 Car Rental, Parking, Fuel (deleted)	5,631.34
<b>Total Travel (deleted)</b>	<b>45,491.08</b>
<b>Total Conferences (deleted)</b>	<b>74,214.37</b>
Depreciation Expense	8,878.40
EAS Moving Expense (deleted)	13,151.18
Employees	
Employee Base Salary	284,872.66
Employee Cell Phone Allow	3,700.00
Employee Commissions	22,212.17
Employee Dental, Vision Ins	445.32
Employee Mileage	1,450.00
Employee Pre Tax Health	18.92
Employee Training	113.84
Employee Work Comp	656.94
Employer 401K Match	2,156.22
Fringe Benefits	
Officer Cell Phone	2,495.71
<b>Total Fringe Benefits</b>	<b>2,495.71</b>
FUTA	617.55
Hiring Expenses	1,155.00
Officer 401K Match	12,930.81
Officer Base Salaries	369,455.19
Officer Life Ins Premium	178.68
Officer Pre Tax Health	23,247.70
Officer Work Comp	1,194.86
Officers Life & Disability Ins	3,130.14
Paychex Processing Fees (deleted)	11,862.84
Soc Sec/Medicare	46,227.30
SUTA	9,519.18
<b>Total Employees</b>	<b>797,641.03</b>
Interest/Bank Fees (deleted)	6,469.38
Internet Hosting (deleted)	
CTC Constant (deleted)	1,170.00



	<b>Total</b>
Jumpline.com (deleted)	35.00
Outlook-Rackspace (deleted)	1,691.00
Shutterstock (deleted)	498.00
WebEx (deleted)	98.00
Website Hosting (deleted)	295.00
<b>Total Internet Hosting (deleted)</b>	<b>3,787.00</b>
Marketing/Advertising	106.01
6013 Contest Prizes (deleted)	734.92
6014 Conference Shipping/Set Up/Misc (deleted)	2,803.12
6015 APT Sales (deleted)	894.00
6016 Networking Events (deleted)	771.10
6017 Linkedin (deleted)	805.74
6018 Constant Contact (deleted)	975.00
Conferences	7,149.21
Dues & Subscriptions	1,397.94
6221 MF, NAA, MFE, Dues & Oth (deleted)	-540.00
6222 Apartment Associations (deleted)	2,375.00
6223 Misc Subscriptions (deleted)	1,004.25
6224 ALN Apt Data (deleted)	1,192.00
<b>Total Dues &amp; Subscriptions</b>	<b>5,429.19</b>
Marketing Materials	3,501.80
Meals & Entertainment 50%	5,495.14
Website	11,990.27
<b>Total Marketing/Advertising</b>	<b>40,655.50</b>
Office Expense	433.77
6100 Computer Supplies (deleted)	12,375.79
6500 Office Misc (deleted)	325.00
6525 Auto Gas, Tolls, Parking, Local (deleted)	1,014.86
6634 QuickBooks License Fee (deleted)	340.69
6645 Reference Materials (deleted)	27.37
Bank Service Charge	
6041 Wells Fargo Bank Charges (deleted)	1,583.85
6044 Credit Card Late Fees (deleted)	39.00
<b>Total Bank Service Charge</b>	<b>1,622.85</b>
Charitable Contributions	3,914.88
Gifts - Misc (not Client)	286.13
Insurance	
Bonds (deleted)	250.00
Liability Insurance (deleted)	1,223.00
<b>Total Insurance</b>	<b>1,473.00</b>
Licenses and Permits	
Business License	1,600.46
Corporate Compliance (deleted)	109.00
PUC Certificates	1,174.18
<b>Total Licenses and Permits</b>	<b>2,883.64</b>

	<b>Total</b>
Miscellaneous	146.14
Office Supplies	11,715.56
Postage, FedEx, Shipping	1,799.41
Professional Fees	
6635 Other Pro Fees Member Dues (deleted)	5,629.61
Accounting Fees	16,103.00
Legal Fees	18,410.00
Registered Agent Fees	2,786.67
<b>Total Professional Fees</b>	<b>42,929.28</b>
Rent includes CAM	75,421.53
Software Licenses	1,313.38
6532 Sales Force Programming (deleted)	7,209.37
Sales Force Licenses (deleted)	12,625.35
<b>Total Software Licenses</b>	<b>21,148.10</b>
Staff Meals & Entertainment 50%	5,192.65
Staff Meals 100%	1,165.50
Taxes	
6701 Business (deleted)	10.00
6703 Franchise (deleted)	3,978.13
Property Taxes	623.32
State/City Taxes	4,416.53
<b>Total Taxes</b>	<b>9,027.98</b>
Telephone & ISP	
6751 Cell Phone (deleted)	2,285.93
6753 Conference Calls (deleted)	257.39
6755 Telephone VOIP-Marlin Lease (deleted)	12,270.32
6756 Data ISP-Time Warner (deleted)	7,051.41
Internet ISP	1,611.60
<b>Total Telephone &amp; ISP</b>	<b>23,476.65</b>
<b>Total Office Expense</b>	<b>216,720.78</b>
Professional Development (deleted)	472.50
<b>Total Expenses</b>	<b>1,203,284.04</b>
<b>NET OPERATING INCOME</b>	<b>310,376.22</b>
<b>OTHER EXPENSES</b>	
Outside Sales Commissions	11,077.54
<b>Total Other Expenses</b>	<b>11,077.54</b>
<b>NET OTHER INCOME</b>	<b>-11,077.54</b>
<b>NET INCOME</b>	<b>\$299,298.68</b>

# Balance Sheet

As of December 31, 2015

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
Petty Cash	1,000.00
Wells Fargo EAS Operations 4335	15,185.68
Wells Fargo EServices Inc 4285	60,000.00
WF Payroll EServices 5960	43,015.32
<b>Total Bank Accounts</b>	<b>119,201.00</b>
<b>Total Current Assets</b>	<b>119,201.00</b>
<b>Fixed Assets</b>	
Fixed Assets	
Accumulated Depreciation	-64,183.38
Computer Equipment	30,171.68
Furniture and Equipment	32,075.79
Office Equipment	2,024.77
<b>Total Fixed Assets</b>	<b>88.86</b>
<b>Total Fixed Assets</b>	<b>88.86</b>
<b>Other Assets</b>	
Accumulated Amortization of Other Assets	-12,846.09
Deposits Office Lease	5,672.33
Non-Compete -S.G.	289,037.03
<b>Total Other Assets</b>	<b>281,863.27</b>
<b>TOTAL ASSETS</b>	<b>\$401,153.13</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Long-Term Liabilities</b>	
Notes Payable-S. Gunther	670,758.33
<b>Total Long-Term Liabilities</b>	<b>670,758.33</b>
<b>Total Liabilities</b>	<b>670,758.33</b>
<b>Equity</b>	
3401 Treasury Stock-Steve Gunther	-481,728.38
Additonal Paid In Capital	107,820.03
Retained Earnings	724,523.72
Shareholder Distributions	
Gunther, Stephen	-11,700.00
Hovind, Nancy	-58,700.00
Kreitz, Rhonda	-53,600.00
<b>Total Shareholder Distributions</b>	<b>-124,000.00</b>
Treasury Stock - R. Woodward	-795,519.25
Net Income	299,298.68
<b>Total Equity</b>	<b>-269,605.20</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$401,153.13</b>

## E Services Inc. - Energy Advisory Service LLC

## BALANCE SHEET

As of December 31, 2014

	TOTAL
<b>ASSETS</b>	
<b>Current Assets</b>	
Bank Accounts	
Petty Cash	904.60
Wells Fargo EAS Operations 4335	41,622.14
Wells Fargo EServices Inc 4285	488.00
WF Payroll EServices 5960	3,500.00
Total Bank Accounts	\$46,514.74
Other current assets	
Undeposited Funds	0.00
Total Other current assets	\$0.00
Total Current Assets	\$46,514.74
<b>Fixed Assets</b>	
Fixed Assets	
Accumulated Depreciation	-86,246.92
Computer Equipment	36,065.54
Computer Software	11,452.42
Furniture and Equipment	37,162.91
Leasehold Improvements	0.00
Office Equipment	2,024.77
Total Fixed Assets	458.72
Total Fixed Assets	\$458.72
<b>Other Assets</b>	
Deposits Office Lease	5,672.33
Total Other Assets	\$5,672.33
<b>TOTAL ASSETS</b>	<b>\$52,645.79</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Credit Cards	
Wells Fargo CCards (deleted)	14,851.15
Total Credit Cards	\$14,851.15
Other Current Liabilities	
Other Payables	970.14
Total Other Current Liabilities	\$970.14
Total Current Liabilities	\$15,821.29
Total Liabilities	\$15,821.29
<b>Equity</b>	
Additional Paid In Capital	107,820.03
Opening Balance Equity	0.00
Retained Earnings	473,344.89

<b>Shareholder Distributions</b>	
Gunther, Stephen	0.00
Hovind, Nancy	0.00
Kreitz, Rhonda	0.00
<b>Total Shareholder Distributions</b>	<b>0.00</b>
Treasury Stock - R. Woodward	-795,519.25
Net Income	251,178.83
<b>Total Equity</b>	<b>\$36,824.50</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$52,645.79</b>

*Friday, Sep 09, 2016 02:46:11 PM PDT GMT-5 - Cash Basis*

## E Services Inc. - Energy Advisory Service LLC

## PROFIT AND LOSS

January - December 2014

	TOTAL
<b>Income</b>	
CA Revenue	
CA Gas	
410600 CA Gas - CA (deleted)	60,368.26
Total CA Gas	60,368.26
Total CA Revenue	60,368.26
DC Revenue	
DC Electric	
422200 DC Elec - CA (deleted)	8,623.77
Total DC Electric	8,623.77
DC Gas	
422600 DC Gas - CA (deleted)	2,729.28
Total DC Gas	2,729.28
Total DC Revenue	11,353.05
DE Revenue	
DE Gas	
412200 DE Gas - CA (deleted)	2,188.80
Total DE Gas	2,188.80
Total DE Revenue	2,188.80
FL Revenue	
FL Gas	
412800 FL Gas - CA (deleted)	0.00
Total FL Gas	0.00
Total FL Revenue	0.00
GA Revenue	
GA CSA	3,994.97
GA Gas	
413600 GA Gas - CA (deleted)	46,514.03
Total GA Gas	46,514.03
GA RSA (Door Fees)	111,451.38
Total GA Revenue	161,960.38
IL Revenue	
IL Electric	
414200 IL - Elec - CA (deleted)	2,268.31
Total IL Electric	2,268.31
IL Gas	141.67
414600 IL Gas - CA (deleted)	18,217.37
Total IL Gas	18,359.04
Total IL Revenue	20,627.35
MD Revenue	



<b>MD Electric</b>	
415200 MD Elec - CA (deleted)	52,287.31
<b>Total MD Electric</b>	<b>52,287.31</b>
<b>MD Gas</b>	
415600 MD Gas - CA (deleted)	25,190.43
<b>Total MD Gas</b>	<b>25,190.43</b>
<b>Total MD Revenue</b>	<b>77,477.74</b>
<b>Misc Revenue</b>	0.00
455000 Sales Tax Revenue (deleted)	5,529.84
<b>Total Misc Revenue</b>	<b>5,529.84</b>
<b>NJ Revenue</b>	
<b>NJ Electric</b>	
416200 NJ Elec - CA (deleted)	1,501.96
<b>Total NJ Electric</b>	<b>1,501.96</b>
<b>NJ Gas</b>	
416600 NJ Gas - CA (deleted)	9,215.20
<b>Total NJ Gas</b>	<b>9,215.20</b>
<b>Total NJ Revenue</b>	<b>10,717.16</b>
<b>NY Revenue</b>	
<b>NY Gas</b>	348.80
<b>NY New York City Electric</b>	40,676.00
<b>Total NY Revenue</b>	<b>41,024.80</b>
<b>OH Revenue</b>	
<b>OH Electric</b>	442.66
418200 OH Elec CA (deleted)	5,244.22
<b>Total OH Electric</b>	<b>5,686.88</b>
<b>OH Gas</b>	
418600 OH Gas - CA (deleted)	10,466.12
<b>Total OH Gas</b>	<b>10,466.12</b>
<b>Total OH Revenue</b>	<b>16,153.00</b>
<b>OK Revenue</b>	
<b>OK Gas</b>	
417900 OK Gas - CA (deleted)	0.00
<b>Total OK Gas</b>	<b>0.00</b>
<b>Total OK Revenue</b>	<b>0.00</b>
<b>PA Revenue</b>	
<b>PA Electric</b>	
419200 PA Elec - CA (deleted)	16,044.77
<b>Total PA Electric</b>	<b>16,044.77</b>
<b>PA Gas</b>	
419600 PA Gas - CA (deleted)	3,316.63
<b>Total PA Gas</b>	<b>3,316.63</b>
<b>Total PA Revenue</b>	<b>19,361.40</b>
<b>TX Revenue</b>	
<b>TX CSA</b>	293,300.59

TX Electric	
420300 TX Elec - CA (deleted)	678,439.71
<b>Total TX Electric</b>	<b>678,439.71</b>
TX Gas	
420700 TX Gas - CA (deleted)	58,640.19
<b>Total TX Gas</b>	<b>58,640.19</b>
TX RSA (Door Fees)	188,678.75
<b>Total TX Revenue</b>	<b>1,219,059.24</b>
Unapplied Cash Payment Income	0.00
VA Revenue	
VA Gas	
421600 VA Gas - CA (deleted)	8,628.78
<b>Total VA Gas</b>	<b>8,628.78</b>
<b>Total VA Revenue</b>	<b>8,628.78</b>
<b>Total Income</b>	<b>\$1,654,449.80</b>
<b>Gross Profit</b>	<b>\$1,654,449.80</b>
<b>Expenses</b>	
5700 State Sales Tax Audit Expense (deleted)	6,600.67
6025 Automobile Expense (deleted)	627.62
6045 Books Education (deleted)	34.87
6061 Client Training, Gift Cards, et (deleted)	216.97
6470 Merchant Fees (deleted)	117.00
6620 Printing & Reproduction (deleted)	114.46
Client Relations	1,688.68
Conference	1,000.00
Meals & Entertainment 50%	5,286.18
Rebates-Riverstone	47,806.41
<b>Total Client Relations</b>	<b>55,781.27</b>
Conferences (deleted)	
6152 Industry Conference (deleted)	6,163.04
6153 Multi Family (deleted)	14,025.47
6155 Commercial (deleted)	6,294.49
6157 Senior/Assisted Conference (deleted)	5,984.56
Travel (deleted)	
6781 Airfare (deleted)	50,068.88
6783 Hotels (deleted)	23,074.72
6785 Car Rental, Parking, Fuel (deleted)	7,379.65
<b>Total Travel (deleted)</b>	<b>80,523.25</b>
<b>Total Conferences (deleted)</b>	<b>112,990.81</b>
Depreciation Expense	24,363.00
EAS Moving Expense (deleted)	7,440.20
Employees	
Contract Labor	9,922.63
Employee Base Salary	273,672.30
Employee Cell Phone Allow	2,900.00
Employee Commissions	37,962.90
Employee Mileage	2,442.43
Employee Training	298.00

Employer 401K Match	874.79
FUTA	686.51
Hiring Expenses	7,013.77
Officer 401K Match	16,193.67
Officer Base Salaries	466,104.00
Officer Life Ins Premium	268.38
Officer Pre Tax Health	31,023.94
Paychex Processing Fees (deleted)	12,264.98
Soc Sec/Medicare	52,126.71
SUTA	10,086.92
Workers Comp	2,373.18
<b>Total Employees</b>	<b>926,215.11</b>
Internet Hosting (deleted)	
CTC Constant (deleted)	2,340.00
Jumpline.com (deleted)	35.00
Outlook-Rackspace (deleted)	2,238.20
Shutterstock (deleted)	1,841.00
WebEx (deleted)	538.89
Website Hosting (deleted)	295.00
<b>Total Internet Hosting (deleted)</b>	<b>7,288.09</b>
Marketing/Advertising	2,323.40
6013 Contest Prizes (deleted)	1,058.34
6015 APT Sales (deleted)	2,384.00
6016 Networking Events (deleted)	20.00
6017 LinkedIn (deleted)	2,788.77
Conferences	9,130.93
Dues & Subscriptions	1,898.00
6221 MF, NAA, MFE, Dues & Oth (deleted)	14,642.29
6222 Apartment Associations (deleted)	1,439.14
6223 Misc Subscriptions (deleted)	1,792.00
<b>Total Dues &amp; Subscriptions</b>	<b>19,771.43</b>
Marketing Materials	11,933.86
Meals & Entertainment 50%	7,051.54
Website	150.00
<b>Total Marketing/Advertising</b>	<b>56,612.27</b>
Office Expense	187.76
6100 Computer Supplies (deleted)	6,335.80
6500 Office Misc (deleted)	350.00
6525 Auto Gas, Tolls, Parking, Local (deleted)	3,641.64
6634 QuickBooks License Fee (deleted)	271.66
6645 Reference Materials (deleted)	50.00
Bank Service Charge	162.01
6041 Wells Fargo Bank Charges (deleted)	356.99
6042 BofA Service Charges (deleted)	29.95
6044 Credit Card Late Fees (deleted)	147.88
<b>Total Bank Service Charge</b>	<b>696.83</b>
Charitable Contributions	6,922.49
Gifts - Misc (not Client)	40.52
Insurance	

Bonds (deleted)	400.00
Liability Insurance (deleted)	941.00
<b>Total Insurance</b>	<b>1,341.00</b>
Licenses and Permits	50.00
Business License	1,917.75
Corporate Compliance (deleted)	2,876.75
PUC Certificates	3,960.01
<b>Total Licenses and Permits</b>	<b>8,804.51</b>
Office Supplies	20,816.11
Postage, FedEx, Shipping	3,929.41
Professional Fees	
Accounting Fees	13,087.25
Consulting Fees	3,625.00
Registered Agent Fees	120.00
<b>Total Professional Fees</b>	<b>16,832.25</b>
Rent includes CAM	68,125.52
Software Licenses	
Sales Force Licenses (deleted)	12,725.13
<b>Total Software Licenses</b>	<b>12,725.13</b>
Staff Meals & Entertainment 50%	5,337.41
Taxes	
6701 Business (deleted)	10.00
6702 City/County (deleted)	3,278.60
Property Taxes	753.11
State/City Taxes	18,872.17
<b>Total Taxes</b>	<b>22,913.88</b>
Telephone & ISP	
6751 Cell Phone (deleted)	3,599.99
6752 Comcast ISP (deleted)	3,946.45
6753 Conference Calls (deleted)	1,173.68
6755 Telephone VOIP-Marlin Lease (deleted)	5,905.68
6756 Data ISP-Time Warner (deleted)	5,555.12
Internet ISP	59.91
<b>Total Telephone &amp; ISP</b>	<b>20,240.83</b>
Utilities	
6801 Gas and Electric (deleted)	2,726.88
<b>Total Utilities</b>	<b>2,726.88</b>
<b>Total Office Expense</b>	<b>202,289.63</b>
Professional Development (deleted)	2,579.00
Unapplied Cash Bill Payment Expense	0.00
<b>Total Expenses</b>	<b>\$1,403,270.97</b>
<b>Net Operating Income</b>	<b>\$251,178.83</b>
Other Expenses	
Owners Disbursements	
Energy Advisors	0.00
Gunther	0.00
Kreitz	0.00

<b>Total Owners Disbursements</b>	<b>0.00</b>
<b>Suspense</b>	<b>0.00</b>
<b>Total Other Expenses</b>	<b>\$0.00</b>
<b>Net Other Income</b>	<b>\$0.00</b>
<b>Net Income</b>	<b>\$251,178.83</b>

*Friday, Sep 09, 2016 02:47:34 PM PDT GMT-5 - Cash Basis*

#### **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.). Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods: 1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies. 2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s). 3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option. 4. Posting a Letter of Credit with the LDU(s) as the beneficiary. If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response

N/A

#### **Exhibit C-5**

"Forecasted Financial Statements," provide two years of forecasted income statements for the applicant's ELECTRIC related business activities in the state of Ohio Only, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

Energy Advisory Service is not actively prosuing clients in Ohio. Our clients are typically national in scope with sites in Ohio that we assist with. Because of this we only forecast contracts that we currently have in place. For the year 2017 and 2018 we have forecasted \$6,000 a year in electricity revenue for Ohio.

#### **Exhibit C-6**

"Credit Rating," provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.

N/A

**Exhibit C-7**

"Credit Report," provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

**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.

N/A

**Exhibit C-9**

"Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.

N/A

**Exhibit C – 10**

"Corporate Structure," provide a description of the applicant's corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

Energy Advisory Service is a stand alone entity with no affiliate or subsidiary companies.

Exhibit C-7



# DNBi Risk Management

Printed By: Lester Schwarz  
Date Printed: April 19, 2016

## Live Report : ENERGY ADVISORY SERVICE, LLC

D-U-N-S® Number: 00-809-5711

Trade Names: EAS - E SERVICES

Endorsement/Billing Reference: Schwarzl@dnb.com

### D&B Address

**Address** 5151 Headquarters Dr Ste  
145  
Plano, TX, US - 75024  
  
**Phone** 866 219-2450  
**Fax** 770-419-9403

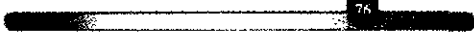
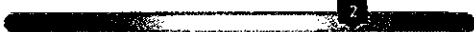

**Location Type** Single Location  
**Web** www.energyeas.com

**Endorsement :** Schwarzl@dnb.com

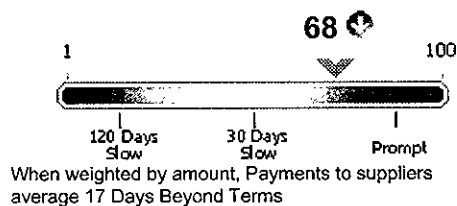
## Company Summary

Currency: Shown in USD unless otherwise indicated

### Score Bar

Credit Limit - D&B Conservative	2,500.00	Based on profiles of other similar companies.
Credit Limit - D&B Aggressive	10,000.00	Based on profiles of other similar companies.
PAYDEX®	 76	Paying 6 days past due
Commercial Credit Score Class	 2	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score Class	 3	Moderate Risk of severe financial stress.

### D&B 3-month PAYDEX®



### D&B Company Overview

This is a single location

<b>Manager</b>	RHONDA KREITZ, PRES
<b>Year Started</b>	2003
<b>Management Control</b>	2009
<b>Employees</b>	9
<b>SIC</b>	7389
<b>Line of business</b>	Business services
<b>NAICS</b>	541990

### 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	0	-



Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	0	-

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

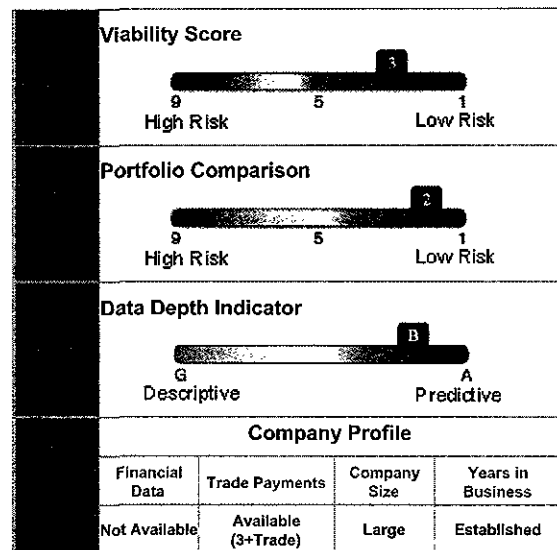
#### FirstRain Company News



This Company is not currently tracked for Company News

Powered by FirstRain

#### D&B Viability Rating



#### Financial Overview



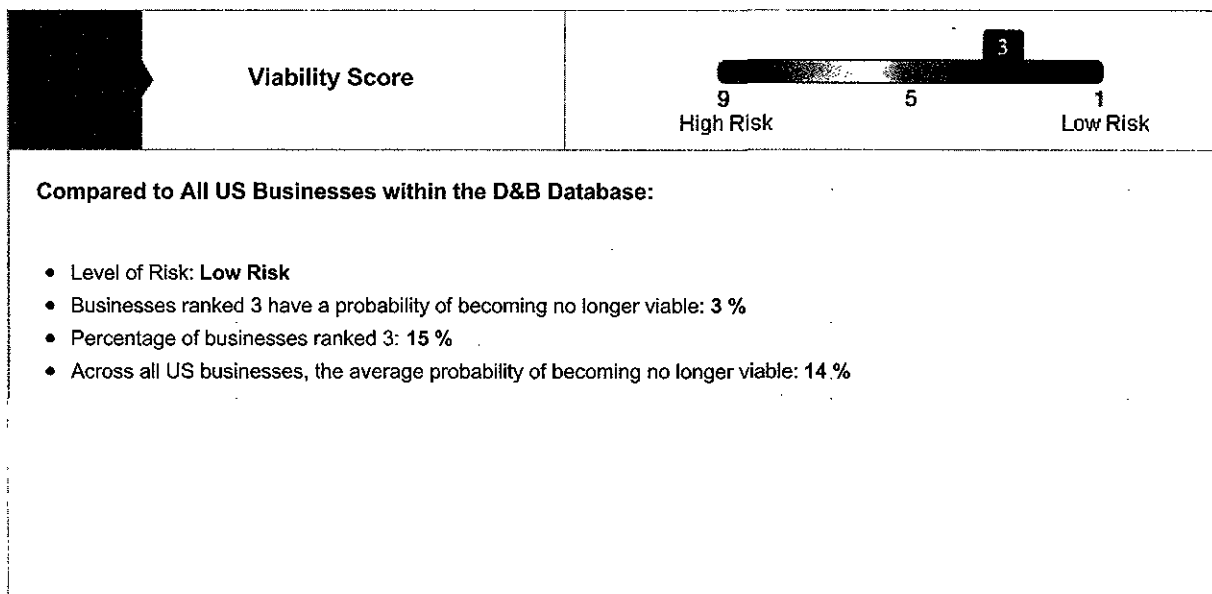
Based on your financial statement preference setting and the availability of financial data from the sources, no financial statements are available.

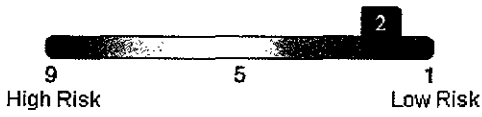

## Predictive Scores

Currency: Shown in USD unless otherwise indicated

#### D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:



<b>Portfolio Comparison</b>									
<b>Compared to All US Businesses within the same MODEL SEGMENT:</b> <ul style="list-style-type: none"> <li>Model Segment : <b>Established Trade Payments</b></li> <li>Level of Risk: <b>Low Risk</b></li> <li>Businesses ranked 2 within this model segment have a probability of becoming no longer viable: <b>3 %</b></li> <li>Percentage of businesses ranked 2 with this model segment: <b>16 %</b></li> <li>Within this model segment, the average probability of becoming no longer viable: <b>5 %</b></li> </ul>									
<b>Data Depth Indicator</b>									
<b>Data Depth Indicator:</b> <ul style="list-style-type: none"> <li>✓ Rich Firmographics</li> <li>✓ Extensive Commercial Trading Activity</li> <li>✓ Basic Financial Attributes</li> </ul> <p>Greater data depth can increase the precision of the D&amp;B Viability Rating assessment.</p>									
<b>Company Profile</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;">Financial Data</td> <td style="width: 25%;">Trade Payments</td> <td style="width: 25%;">Company Size</td> <td style="width: 25%;">Years in Business</td> </tr> <tr> <td style="text-align: center;">Not Available</td> <td style="text-align: center;">Available (3+ Trade)</td> <td style="text-align: center;">Large</td> <td style="text-align: center;">Established</td> </tr> </table>	Financial Data	Trade Payments	Company Size	Years in Business	Not Available	Available (3+ Trade)	Large	Established
Financial Data	Trade Payments	Company Size	Years in Business						
Not Available	Available (3+ Trade)	Large	Established						
<b>Company Profile Details:</b> <ul style="list-style-type: none"> <li>Financial Data: <b>Not Available</b></li> <li>Trade Payments: <b>Available (3+ Trade)</b></li> <li>Company Size: <b>Large</b> (Employees: 50+ or Sales: \$500K+)</li> <li>Years in Business: <b>Established (5+)</b></li> </ul>									

### Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

**D&B Rating : DS**

The DS rating indicates that the information available does not permit D&B to classify the company within our rating key.

Sales:	1,430,651.00
Number of Employees Total:	9

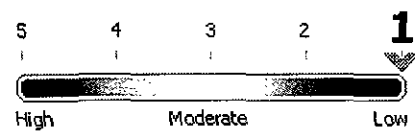
Payment Activity:	(based on 11 experiences)
Average High Credit:	492
Highest Credit:	1,000
Total Highest Credit:	4,200

## D&B Credit Limit Recommendation

Conservative credit Limit 2,500  
Aggressive credit Limit: 10,000

Risk category for this business :

**LOW**



The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

## Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

Financial Stress Class :



Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

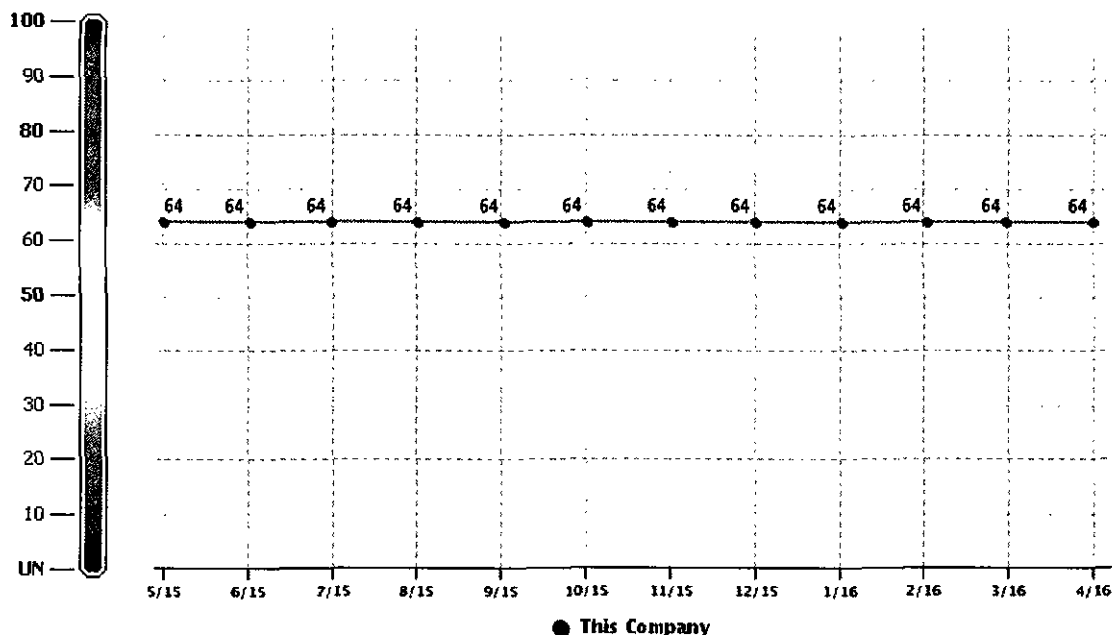
**Probability of Failure:**

Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)  
Financial Stress National Percentile : **64** (Highest Risk: 1; Lowest Risk: 100)  
Financial Stress Score : **1502** (Highest Risk: 1,001; Lowest Risk: 1,875)  
Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

**The Financial Stress Class of this business is based on the following factors:**

Higher risk industry based on failure rates by industry.  
Higher risk state based on failure rates by state.

# Financial Stress Percentile Trend:



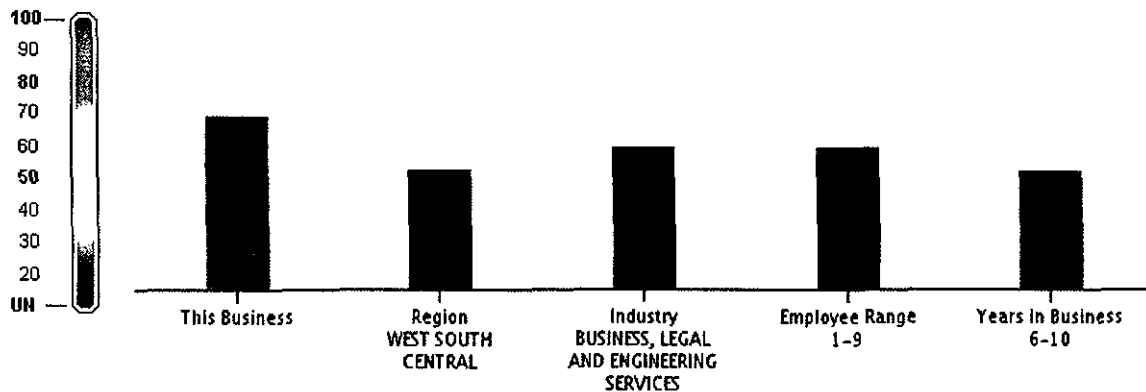
## Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.

The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.

The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.

The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



## Norms

This Business

Region: WEST SOUTH CENTRAL

Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES

Employee range: 1-9

Years in Business: 6-10

National %

64

44

52

52

43

This Business has a Financial Stress Percentile that shows:

Lower risk than other companies in the same region.

Lower risk than other companies in the same industry.

Lower risk than other companies in the same employee size range.

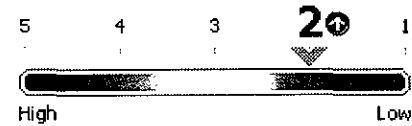
Lower risk than other companies with a comparable number of years in business.

### Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

#### Credit Score Class :



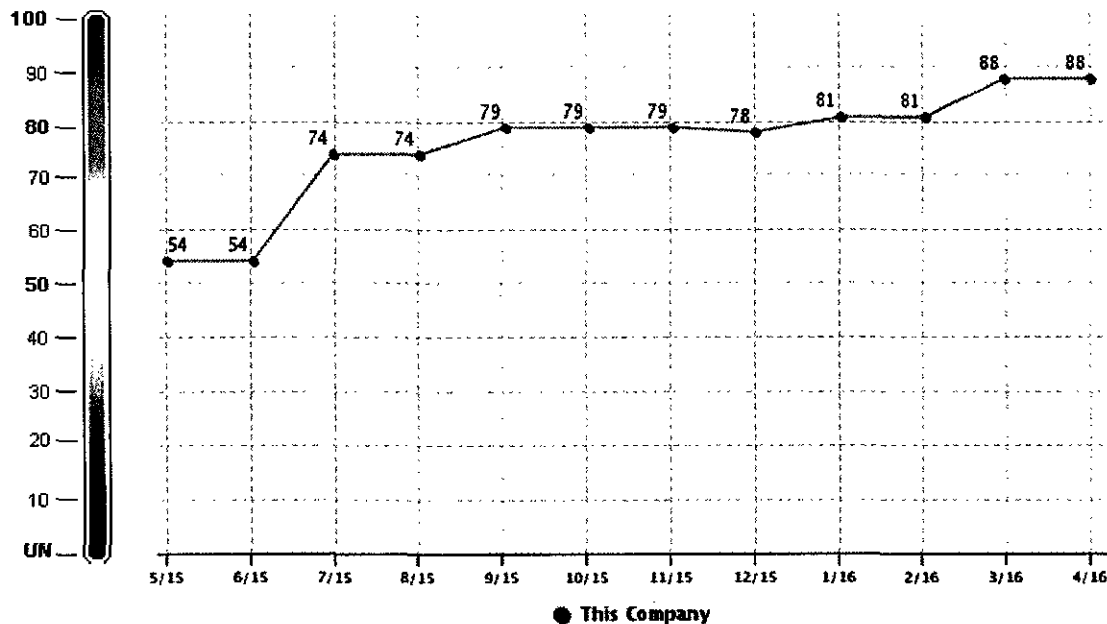
#### Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**  
Average compared to businesses in D&B's database: **10.20 %**  
Credit Score Percentile : **88** (Highest Risk: 1; Lowest Risk: 100)  
Credit Score : **572** (Highest Risk: 101; Lowest Risk: 670)

#### The Credit Score Class of this business is based on the following factors:

Limited time under present management control  
Higher risk industry based on delinquency rates for this industry

#### Credit Score Class Percentile Trend:



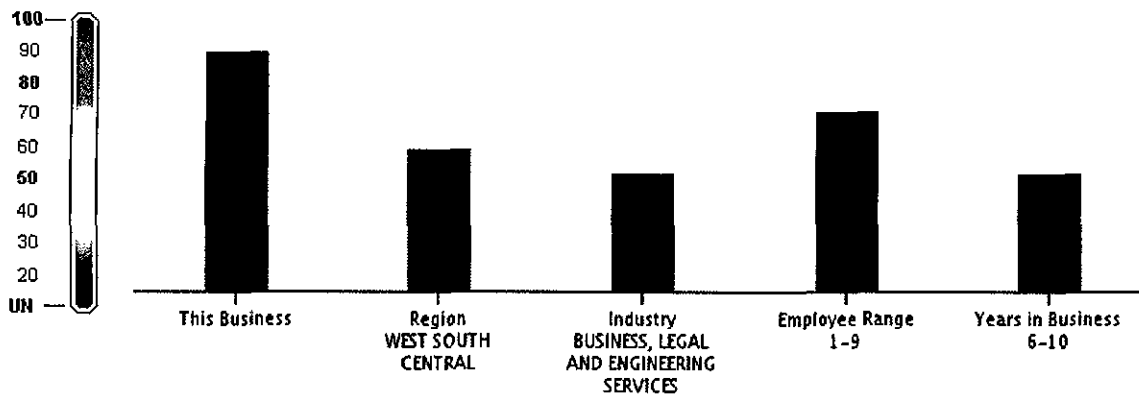
#### Notes:

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.

The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.

The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.

The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	88
Region: WEST SOUTH CENTRAL	52
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	43
Employee range: 1-9	66
Years in Business: 6-10	43

This business has a Credit Score Percentile that shows:


Lower risk than other companies in the same region.

Lower risk than other companies in the same industry.

Lower risk than other companies in the same employee size range.

Lower risk than other companies with a comparable number of years in business.


## Trade Payments

Currency: Shown in USD unless otherwise indicated 

### D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

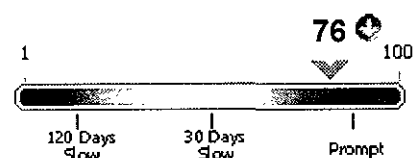
Timeliness of historical payments for this company.

Current PAYDEX is	76	Equal to 6 days beyond terms ( Pays more slowly than the average for its industry of generally within terms )
Industry Median is	80	Equal to generally within terms
Payment Trend currently is		Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ)	11
Payments Within Terms (not weighted)	93 %
Trade Experiences with Slow or Negative Payments(%)	9.09%
Total Placed For Collection	0
High Credit Average	492
Largest High Credit	1,000
Highest Now Owning	1,000

## D&amp;B PAYDEX



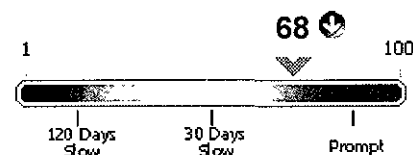
■ High risk of late payment (Average 30 to 120 days beyond terms)

▨ Medium risk of late payment (Average 30 days or less beyond terms)

■ Low risk of late payment (Average prompt to 30+ days sooner)

When weighted by amount, payments to suppliers average 6 days beyond terms

## 3-Month D&amp;B PAYDEX



■ High risk of late payment (Average 30 to 120 days beyond terms)

▨ Medium risk of late payment (Average 30 days or less beyond terms)

■ Low risk of late payment (Average prompt to 30+ days sooner)

Based on payments collected over last 3 months.

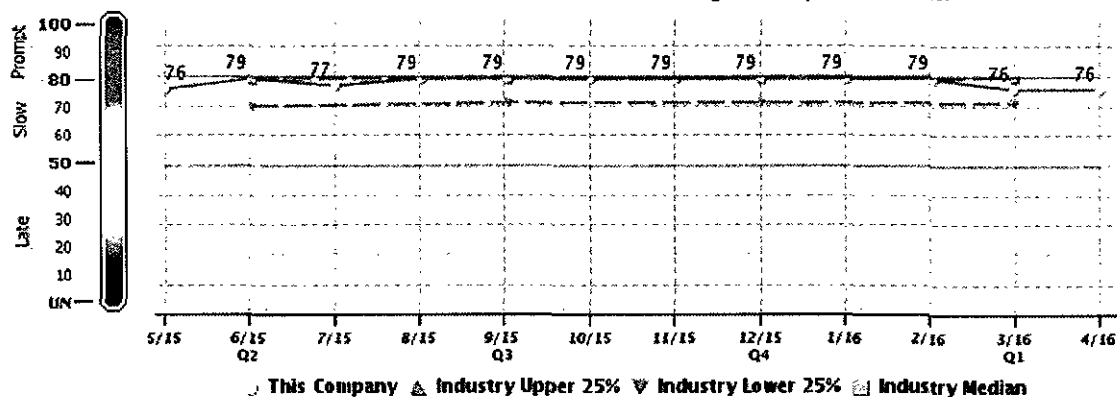
When weighted by amount, payments to suppliers average 17 days beyond terms

## D&amp;B PAYDEX® Comparison

## Current Year

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business services, based on SIC code 7389.

Shows the trend in D&B PAYDEX scoring over the past 12 months.



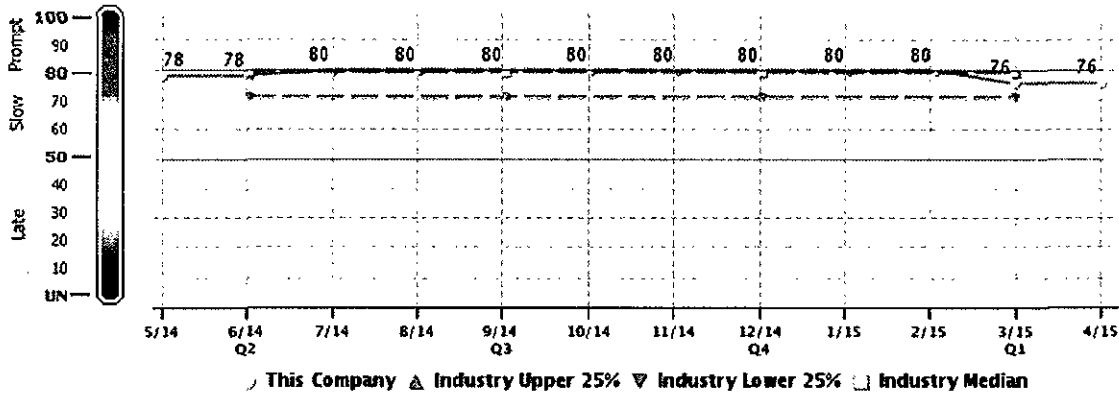
	5/15	6/15	7/15	8/15	9/15	10/15	11/15	12/15	1/16	2/16	3/16	4/16
This Business	76	79	77	79	79	79	79	79	79	79	76	76
Industry Quartiles												
Upper		80			80			80			80	
Median		79			79			79			80	
Lower		70			71			71			71	

Current PAYDEX for this Business is 76, or equal to 6 days beyond terms

The 12-month high is 79 , or equal to 2 DAYS BEYOND terms  
The 12-month low is 76 , or equal to 6 DAYS BEYOND terms

#### Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business services , based on SIC code 7389 .



Previous Year	06/14 Q2'14	09/14 Q3'14	12/14 Q4'14	03/15 Q1'15
This Business	78	80	80	76
Industry Quartiles				
Upper	80	80	80	80
Median	79	79	79	79
Lower	71	71	71	71

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 76 , or equal to 6 days beyond terms  
The present industry median Score is 80 , or equal to generally within terms  
Industry upper quartile represents the performance of the payers in the 75th percentile  
Industry lower quartile represents the performance of the payers in the 25th percentile

#### Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	0	0	0%
50,000-100,000	0	0	0%
15,000-49,999	0	0	0%
5,000-14,999	0	0	0%
1,000-4,999	3	3,000	83%
Under 1,000	4	450	100%

0% 50% 100%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

#### Payment Summary



There are 11 payment experience(s) in D&Bs file for the most recent 24 months, with 4 experience(s) reported during the last three month period.

The highest Now Owes on file is 1,000 . The highest Past Due on file is 0

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Rev'd (#)	Total Amts	Largest High Credit Within Terms (%)	Days Slow <31 31-60 61-90 90> (%) (%) (%) (%)				
Top Industries								
Short-tn busn credit	2	2,000	1,000	75	25	0	0	0
Telephone communictns	1	1,000	1,000	100	0	0	0	0
Misc equipment rental	1	250	250	100	0	0	0	0
Misc business credit	1	100	100	100	0	0	0	0
Nonclassified	1	50	50	100	0	0	0	0
Lithographic printing	1	50	50	100	0	0	0	0
Other payment categories								
Cash experiences	3	650	500					
Payment record unknown	1	100	100					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
Total in D&B's file	11	4,200	1,000					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

#### Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
03/16	Ppt	250	0	0		4-5 mos
	Ppt-Slow 30	1,000	1,000	0		1 mo
	(003)	100	100	0		1 mo
02/16	(004)	100			Cash account	1 mo
09/15	(005) Cash own option	500			Cash account	1 mo
06/15	Ppt	50				1 mo
04/15	(007)	50			Cash account	1 mo
12/14	Ppt	1,000	500	0		1 mo
10/14	Ppt	100	0	0		6-12 mos
08/14	Ppt	50	0	0		6-12 mos
04/14	Ppt	1,000	1,000	0		1 mo

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.


## Summary

A check of D&B's public records database indicates that no filings were found for ENERGY ADVISORY SERVICE, LLC at 5151 Headquarters Dr Ste 145 , Plano TX .

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

## Special Events


Currency: Shown in USD unless otherwise indicated 

### Special Events

04/18/2016

The Chief Executive Officer is now Rhonda Kreitz, Pres.

## History & Operations

Currency: Shown in USD unless otherwise indicated 

### Company Overview

<b>Company Name:</b>	ENERGY ADVISORY SERVICE, LLC
<b>Doing Business As :</b>	EAS , E SERVICES
<b>Street Address:</b>	5151 Headquarters Dr Ste 145 Plano , TX 75024
<b>Phone:</b>	866 219-2450
<b>Fax:</b>	770-419-9403
<b>URL:</b>	<a href="http://www.energyeas.com">http://www.energyeas.com</a>
<b>Present management control</b>	7 years
<b>Annual Sales</b>	1,430,651

### History

The following information was reported: 04/18/2016

**Officer(s):** RHONDA KREITZ, PRES

Business started 2003.

RHONDA KREITZ. Antecedents are undetermined.

Business address has changed from 1301 Shiloh Rd Nw Ste 1050, Kennesaw, GA, 30144 to 5151 Headquarters Dr Ste 145, Plano, TX, 75024.

### Operations

04/18/2016

**Description:** Operates business services, specializing in commodities sampling.

**Employees:** 9.  
**Facilities:** Rents premises in BUILDING.

## SIC & NAICS

### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

7389 0204 Commodities sampling

### NAICS:

541990 All Other Professional, Scientific, and Technical Services

## Financials

### Company Financials: D&B

### Additional Financial Data

Accountant: James L Beddow PC, Kennesaw, Georgia.

### Request Financial Statements

#### Request Financial Statements

Requested financials are provided by ENERGY ADVISORY SERVICE, LLC and are not DUNSRight certified.

### Key Business Ratios

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

#### Based on this Number of Establishments

82

	Industry Norms Based On 82 Establishments		
	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales %	UN	2.5	UN
Return on Net Worth %	UN	7.4	UN
<b>Short-Term Solvency</b>			
Current Ratio	UN	1.9	UN
Quick Ratio	UN	1.3	UN
<b>Efficiency</b>			
Assets to Sales %	UN	64.6	UN
Sales / Net Working Capital	UN	5.5	UN
<b>Utilization</b>			

UN = Unavailable

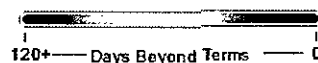
## Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

### Days Beyond Terms - Past 3 & 12 Months

There is not sufficient reported trading activity to generate 3 month Days Beyond Terms (a minimum of 3 trade experiences from at least 2 companies).

12 months from May 15 to Apr 16

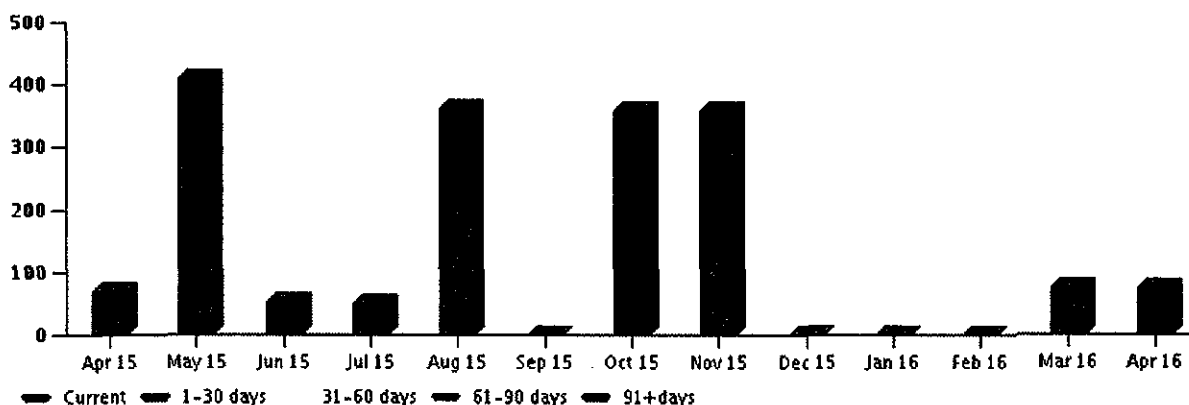


Dollar-weighted average of 3 payment experiences reported from 3 companies

### Derogatory Events Last 13 Months from Apr 15 to Apr 16

No Derogatory trade Event has been reported on this company for the past 13 Months

### Total Amount Current and Past Due - 13 month trend from Apr 15 to Apr 16



Status	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16
Total	70	410	52	50	361	0	360	360	0	0	0	74	74
Current	70	410	52	50	361	-	360	360	-	-	-	74	74
1-30 Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-
31-60 Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-
61-90 Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-
90+ Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-

