



# Public Utilities Commission

Original AGG Case Number	Version
10-1404-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 Power Brokers LLC  
 Address 11551 Forest Central Drive STE 226 Dallas, TX 75243  
 PUCO Certificate # and Date Certified 10-298E, 9/27/2010  
 Telephone # (469) 916-1313 Web site address (if any) www.powerbrokersusa.com

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

Legal Name Power Brokers LLC  
 Address 11551 Forest Central Drive STE 226 Dallas, TX 75243  
 Telephone # (469) 916-1313 Web site address (if any) www.powerbrokersusa.com

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

Power Brokers LLC  
PB2 Texas LLC

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

Name Garret Kent  
 Title Portfolio Manager  
 Business address 11551 Forest Central Drive STE 226 Dallas, TX 75243  
 Telephone # (469) 916-1313 Fax # (866) 829-6371  
 E-mail address legal@powerbrokersusa.com

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

Name Garret Kent  
Title Portfolio Manager  
Business address 11551 Forest Central Drive STE 226 Dallas, TX 75243  
Telephone # (469) 916-1313 Fax # (866) 829-6371  
E-mail address legal@powerbrokersusa.com

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

Customer Service address 11551 Forest Central Drive STE 226 Dallas, TX 75243  
Toll-free Telephone # (800) 747-7314 Fax # (866) 829-6371  
E-mail address legal@powerbrokersusa.com

**A-8 Applicant's federal employer identification number # 27-2839484**

**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.

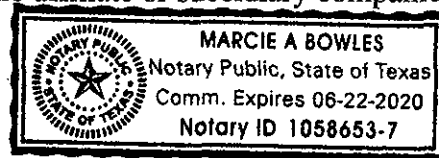
First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

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 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.
- 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.

 President  
Signature of Applicant & Title



Sworn and subscribed before me this 14 day of September, 2016  
Month Year

  
Signature of official administering oath

Marcie Bowles, Controller  
Print Name and Title

My commission expires on 6/22/2020

# **AFFIDAVIT**

State of Texas :

\_\_\_\_\_  
(Town) ss.

County of Dallas :

Steve Hardy, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Power Brokers LLC (Name of Applicant);

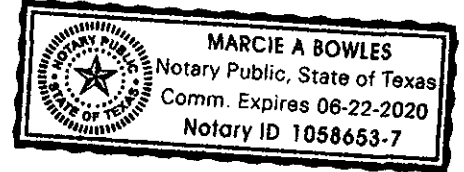
That he/she is authorized to and does make this affidavit for said Applicant,

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.

  
Signature of Affiant & Title President



Sworn and subscribed before me this 14 day of September, 2016  
Month Year

  
Signature of official administering oath

Marcie Bowles/Controller  
Print Name and Title

My commission expires on 6/22/2020

Exhibit A-9

Principal Officers, Directors, & Partners

GEORGE S. HARDY	PRESIDENT
TODD L. PLATT	EXECUTIVE VICE PRESIDENT
ROBERT T. VICENTE	EXECUTIVE VICE PRESIDENT
MARCIE BOWLES	SECRETARY AND TREASURER

Exhibit B-1  
Jurisdictions of Operation

Power Brokers, LLC has is licensed in the following states:

Delaware

Illinois

Massachusetts

Maryland

Ohio

Pennsylvania

Texas

Exhibit B-2  
Experience & Plans

Power Brokers, LLC's staff and management have extensive experience as an Aggregator/Broker/Consultant in deregulated energy markets under previous employers. Several employees and managers have been involved with the deregulated ERCOT market since 2001 on both the Retail Electric Provider and in the Indirect Sales Channel (Aggregator/Broker/Consultant) sides.

As Power Brokers, LLC has never operated beyond the Aggregator/Broker/Consultant business model, we do not enter into energy supply contracts with customers, or provide billing statements. Power Brokers does actively assist customers with resolving complaints and disputes, should they arise with Retail Electric Providers through our Customer Care department.

Exhibit B-3  
Disclosure of Liabilities and Investigations

None

Exhibit C-1  
Annual Reports

Power Brokers, LLC is not a public company and does not have Annual Reports.

Exhibit C-2  
SEC Filings

Power Brokers, LLC is not a public company and does not have any SEC reporting requirements.

Exhibit C-3  
Financial Statements

Attached

**Power Brokers, LLC**  
**Profit & Loss**  
January through December 2014

	<u>TOTAL</u>
<b>Income</b>	
<b>Revenue</b>	
EW Agent Commissions	6,588.90
Miscellaneous	25.00
Procurement	<u>2,247,859.46</u>
<b>Total Revenue</b>	<u>2,254,473.36</u>
 Total Income	 2,254,473.36
 <b>Cost of Goods Sold</b>	
<b>Cost of Goods Sold</b>	
Data Management	<u>1,222.50</u>
<b>Total Cost of Goods Sold</b>	<u>1,222.50</u>
 Total COGS	 <u>1,222.50</u>
 Gross Profit	 2,253,250.86
 <b>Expense</b>	
Charitable Contributions	2,500.00
<b>Computer and Internet</b>	
Computer Parts & Repairs	351.13
Hosting	2,440.20
Subscriptions	<u>45,844.51</u>
<b>Total Computer and Internet</b>	<u>48,635.84</u>
 Continuing Education	
Conferences	<u>1,610.00</u>
<b>Total Continuing Education</b>	<u>1,610.00</u>
 Depreciation	
Computer Equipment	5,952.78
Furniture & Fixtures	523.20
Leasehold Improvements	<u>2,029.68</u>
<b>Total Depreciation</b>	<u>8,505.66</u>
 Dues & Subscriptions	1,081.17
<b>Equipment Rental</b>	
Copier	<u>4,232.57</u>
<b>Total Equipment Rental</b>	<u>4,232.57</u>
 Fees	
Bank Service	1,410.61
Other	3,137.26

Power Brokers LLC  
11551 Forest Central Dr.  
STE 226  
Dallas, TX 75243

**Power Brokers, LLC**  
**Profit & Loss**  
January through December 2014

	<u>TOTAL</u>
Payroll	5,678.47
Total Fees	10,226.34
Gifts	4,740.42
Insurance Expense	
Commercial Liability	8,680.00
Group Health	53,895.85
Professional Liability	3,129.79
Worker's Compensation	1,863.00
Total Insurance Expense	67,568.64
Licenses and Permits	510.00
Maintenance	
Building Repair	1,723.35
Total Maintenance	1,723.35
Marketing	
Lead Generation	3,628.85
Total Marketing	3,628.85
Meals & Entertainment	
Client	1,720.62
Employees	2,689.40
Total Meals & Entertainment	4,410.02
Office Expense	
Office Supplies	8,240.55
Postage & Delivery	1,467.52
Printing and Reproduction	933.52
Storage Rent	1,833.50
Total Office Expense	12,475.09
Payroll Expenses	
Bonus	6,500.00
Commissions	98,270.17
Payroll Taxes	74,211.72
Regular Salary	871,344.39
Severance Pay	119,695.94
Unemployment Taxes	5,133.71
Total Payroll Expenses	1,175,155.93
Professional Fees	
Accounting	265.00
Contract Labor	9,812.39

Power Brokers LLC  
11551 Forest Central Dr.  
STE 226  
Dallas, TX 75243

**Power Brokers, LLC**  
**Profit & Loss**  
January through December 2014

	<u>TOTAL</u>
Hiring Services	530.89
IT Consulting	19,766.82
Legal	<u>2,103.28</u>
Total Professional Fees	32,478.38
Referral Fees - 3rd Party	203,485.90
Rent	31,465.42
Taxes	
Other	300.00
Property	2,426.76
State	<u>3,380.55</u>
Total Taxes	6,107.31
Telephone & Internet	14,683.87
Travel	
Airfare	1,312.02
Automobile	350.97
Car Rental	259.07
Lodging	954.77
Taxi	<u>119.40</u>
Total Travel	2,996.23
Utilities	<u>4,848.89</u>
Total Expense	<u>1,643,069.88</u>
Net Income	<u><u>610,180.98</u></u>

**Power Brokers, LLC**  
**Profit & Loss**  
January through December 2015

	<u>TOTAL</u>
<b>Income</b>	
<b>Revenue</b>	
EW Agent Commissions	1,875.56
Miscellaneous	3,201.67
Procurement	<u>2,578,925.56</u>
<b>Total Revenue</b>	<u>2,584,002.79</u>
<b>Total Income</b>	<u>2,584,002.79</u>
<b>Gross Profit</b>	2,584,002.79
<b>Expense</b>	
<b>Computer and Internet</b>	
Computer Parts & Repairs	3,795.16
Hosting	2,436.37
Subscriptions	<u>36,643.18</u>
<b>Total Computer and Internet</b>	42,874.71
<b>Continuing Education</b>	
Conferences	<u>3,131.00</u>
<b>Total Continuing Education</b>	3,131.00
<b>Depreciation</b>	
Computer Equipment	6,301.44
Furniture & Fixtures	523.20
Leasehold Improvements	<u>2,029.70</u>
<b>Total Depreciation</b>	8,854.34
<b>Dues &amp; Subscriptions</b>	5,870.19
<b>Equipment Rental</b>	
Copier	<u>3,953.70</u>
<b>Total Equipment Rental</b>	3,953.70
<b>Fees</b>	
Bank Service	1,160.78
Other	13,542.28
Payroll	<u>3,319.23</u>
<b>Total Fees</b>	18,022.29
<b>Gifts</b>	6,215.42
<b>Insurance Expense</b>	
Commercial Liability	7,789.15
DO Liability	2,854.32
Group Health	60,386.69
Professional Liability	3,568.71
Worker's Compensation	<u>1,799.40</u>
<b>Total Insurance Expense</b>	76,398.27
<b>Licenses and Permits</b>	310.00
<b>Maintenance</b>	
Building Repair	700.00

Power Brokers LLC  
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18

**Power Brokers, LLC**  
**Profit & Loss**  
January through December 2015

	<b>TOTAL</b>
Other Equipment Repair	0.00
Total Maintenance	700.00
Marketing	
Lead Generation	8,913.27
Website	2,474.50
Total Marketing	11,387.77
Meals & Entertainment	
Client	532.02
Employees	4,808.07
Total Meals & Entertainment	5,340.09
Office Expense	
Office Supplies	6,540.00
Postage & Delivery	1,181.29
Printing and Reproduction	686.60
Storage Rent	858.00
Total Office Expense	9,265.89
Payroll Expenses	
Bonus	111,140.00
Commissions	270,589.61
Payroll Taxes	72,871.94
Regular Salary	902,724.82
Severance Pay	3,181.82
Unemployment Taxes	7,988.45
Total Payroll Expenses	1,368,496.64
Professional Fees	
Accounting	265.00
Contract Labor	22,236.06
Hiring Services	69.82
IT Consulting	140,397.71
Legal	49,715.12
Total Professional Fees	212,683.71
Referral Fees - 3rd Party	255,931.63
Rent	37,933.50
Taxes	
Other	200.00
Property	-1,080.14
State	7,913.85
Total Taxes	7,033.71
Telephone & Internet	14,975.05
Travel	
Airfare	5,668.48
Automobile	505.82
Car Rental	1,023.74

Power Brokers LLC  
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4:04 PM  
03/08/16  
Accrual Basis

**Power Brokers, LLC**  
**Profit & Loss**  
January through December 2015

	<u>TOTAL</u>
Lodging	1,636.83
Taxi	334.21
Total Travel	<u>9,169.08</u>
Total Expense	<u>2,098,546.99</u>
Net Income	<u><u>485,455.80</u></u>

**Power Brokers, LLC**  
**Balance Sheet**  
**As of December 31, 2014**

	<u>Dec 31, 14</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Cash - Bank of America	193,850.24
<b>Total Checking/Savings</b>	<u>193,850.24</u>
<b>Other Current Assets</b>	
Accounts Receivable - Suppliers	5,227,476.87
<b>Prepaid Expenses</b>	
Prepaid-Other	617.02
Prepaid 3rd Party Referral Fees	336,250.14
Prepaid Group Insurance	6,520.14
Prepaid Liability Insurance/WC	8,157.64
Prepaid Rent	2,893.00
Prepaid Software Subscription	12,054.35
<b>Total Prepaid Expenses</b>	<u>366,492.29</u>
Security Deposits	2,893.00
<b>Total Other Current Assets</b>	<u>5,596,862.16</u>
<b>Total Current Assets</b>	5,790,712.40
<b>Fixed Assets</b>	
<b>Accumulated Depreciation</b>	
Acc Depr- Computer Equipment	-11,998.89
Acc Depr- Equipment	-59,370.75
Acc Depr- Furniture/Fixtures	-1,046.34
Acc Depr- Leasehold Improvement	-35,716.71
<b>Total Accumulated Depreciation</b>	<u>-108,132.69</u>
<b>Fixed Assets</b>	
Computer Equipment	30,558.71
Equipment	59,370.75
Furniture/Fixtures	3,662.04
Leasehold Improvements	37,746.41
<b>Total Fixed Assets</b>	<u>131,337.91</u>
<b>Total Fixed Assets</b>	<u>23,205.22</u>
<b>TOTAL ASSETS</b>	<u><u>5,813,917.62</u></u>

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

Power Brokers LLC  
11551 Forest Central Dr.  
STE 226  
Dallas, TX 75243

21

**Power Brokers, LLC**  
**Balance Sheet**  
As of December 31, 2014

	<u>Dec 31, 14</u>
<b>Accounts Payable</b>	
Accounts Payable	26,142.80
<b>Total Accounts Payable</b>	<u>26,142.80</u>
<b>Credit Cards</b>	
American Express	651.67
Bank of America Visa	1,123.27
<b>Total Credit Cards</b>	<u>1,774.94</u>
<b>Other Current Liabilities</b>	
Deferred Revenue	
Deferred Revenue - Suppliers	5,227,476.87
<b>Total Deferred Revenue</b>	<u>5,227,476.87</u>
Due to HWSHapp	664.42
Due to Suppliers	2,759.72
Payroll Liabilities	
Accrued Payroll	10,440.59
<b>Total Payroll Liabilities</b>	<u>10,440.59</u>
Property Tax Payable	3,250.00
S/T Liability - Referral Fees	336,250.14
S/T Liability -The Hartford	4,951.67
<b>Total Other Current Liabilities</b>	<u>5,585,793.41</u>
<b>Total Current Liabilities</b>	<u>5,613,711.15</u>
<b>Total Liabilities</b>	5,613,711.15
<b>Equity</b>	
Equity	
HW SHAPP Capital Distribution	-3,447,013.00
HW SHAPP LP LLC Equity	7,082,834.58
<b>Total Equity</b>	<u>3,635,821.58</u>
Retained Earnings	-4,045,796.09
Net Income	610,180.98
<b>Total Equity</b>	<u>200,206.47</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,813,917.62</u></u>

Power Brokers LLC  
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Dallas, TX 75243

22

**Power Brokers, LLC**  
**Balance Sheet**  
**As of December 31, 2015**  
**Dec 31, 15**

**ASSETS**

**Current Assets**

**Checking/Savings**

Cash - Bank of America 603,582.09

**Total Checking/Savings** 603,582.09

**Other Current Assets**

Accounts Receivable - Suppliers 5,886,946.07

**Prepaid Expenses**

Prepaid-Other 4,567.42

Prepaid 3rd Party Referral Fees 426,407.31

Prepaid Group Insurance 7,679.42

Prepaid Liability Insurance/WC 12,577.09

Prepaid Rent 3,620.45

Prepaid Software Subscription 18,548.67

**Total Prepaid Expenses** 473,400.36

Security Deposits 2,893.00

**Total Other Current Assets** 6,363,239.43

**Total Current Assets** 6,966,821.52

**Fixed Assets**

**Accumulated Depreciation**

Acc Depr- Computer Equipment -18,300.33

Acc Depr- Equipment -59,370.75

Acc Depr- Furniture/Fixtures -1,569.54

Acc Depr- Leasehold Improvement -37,746.41

**Total Accumulated Depreciation** -116,987.03

**Fixed Assets**

Computer Equipment 30,558.71

Equipment 59,370.75

Furniture/Fixtures 3,662.04

Leasehold Improvements 37,746.41

**Total Fixed Assets** 131,337.91

**Total Fixed Assets** 14,350.88

**Other Assets**

**Investment in Subsidiaries**

**Inv Sub-Interco-Consolidated**

Inv Sub-Interco-Distribution 195,112.85

Inv Sub-Interco-Equity Inc/Loss -105,163.13

**Total Inv Sub-Interco-Consolidated** 89,949.72

**Total Investment in Subsidiaries** 89,949.72

**Total Other Assets** 89,949.72

**TOTAL ASSETS** 7,071,122.12

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

Accounts Payable

Power Brokers LLC  
11551 Forest Central Dr.  
STE 226  
Dallas, TX 75243

23

**Power Brokers, LLC**  
**Balance Sheet**  
**As of December 31, 2015**

	<u>Dec 31, 15</u>
Accounts Payable	<u>40,827.23</u>
Total Accounts Payable	40,827.23
Other Current Liabilities	
Deferred Revenue	
Deferred Revenue - Suppliers	<u>5,886,946.07</u>
Total Deferred Revenue	5,886,946.07
Due to HWSHAPP	35.13
Due to Suppliers	2,759.72
Payroll Liabilities	
Accrued Payroll	<u>104,726.17</u>
Total Payroll Liabilities	104,726.17
S/T Liability - Referral Fees	426,407.31
S/T Liability -The Hartford	<u>3,808.50</u>
Total Other Current Liabilities	<u>6,424,682.90</u>
Total Current Liabilities	<u>6,465,510.13</u>
Total Liabilities	6,465,510.13
Equity	
Equity	
HW SHAPP Capital Contribution	7,131,411.26
HW SHAPP Capital Distribution	-3,417,013.00
Intercompany Settlements	<u>126,606.45</u>
Total Equity	3,841,004.71
Retained Earnings	-3,720,848.52
Net Income	<u>485,455.80</u>
Total Equity	<u>605,611.99</u>
TOTAL LIABILITIES & EQUITY	<u><u>7,071,122.12</u></u>

Exhibit C-4  
Financial Arrangements

Not Applicable. Power Brokers, LLC is not a CRES provider

Power Brokers LLC  
11551 Forest Central Dr  
STE 226  
Dallas, TX 75243

Exhibit C-5  
Forecasted Financial Statements

	2016	2017
TCV	\$2,878,625	\$3,166,488
COGS	\$1,018,129	\$1,097,303
Gross Margin	\$1,860,496	\$2,069,185
Total Expenses	\$1,293,751	\$1,235,459
EBITDA	\$566,745	\$833,726

Marcie Bowles  
Controller  
Power Brokers LLC  
11551 Forest Central Drive  
STE 226  
Dallas, TX 75243  
469-916-1313

Power Brokers LLC  
11551 Forest Central Drive  
Suite 226  
Dallas, TX 75243

Exhibit C-6  
Credit Rating

Not Applicable.

Exhibit C-7  
Credit Report

Organization does not have a credit report.

Exhibit C-8  
Bankruptcy Information

None.

Exhibit C-9  
Merger Information

None.

Exhibit C-10  
Corporate Structure

