

FILE



CONSUMER ENERGY SOLUTIONS, INC.

1255 Cleveland Street, Clearwater, Florida, 33755

727-724-5811

52
2017 MAY -8 AM 11:09
PUCO

May 4, 2017

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus OH 43215-3793

REDACTED VERSION ATTACHED

**RE: CONSUMER ENERGY SOLUTIONS, INC. RENEWAL APPLICATION AS AGGREGATOR/POWER BROKER.
CERTIFICATE # 11-355E – AGG Pursuant to case number – 11-2321-EL –Redacted Version for Financials
Submitted Under Seal.**

Dear Sir or Madame,

Enclosed, please find the completed REDACTED VERSION of the application for the above captioned entity to become a recertified Power Broker in the electric market with the PUCO, in the state of Ohio.

Consumer Energy Solutions' existing Certificate # 11-355E, Case Number 11-2321-EL-AGG, was initially issued May 10th 2011.

Thank you in advance for your time and attention to this matter. Should you have any questions or concerns regarding the foregoing, please do not hesitate to contact me at your convenience at 727-724-5811 Extension 2020 or via email at ceslegal@cesstaff.com.

Best Regards,

Tina Silagyi
Regulatory Director
Consumer Energy Solutions
1255 Cleveland Street, Suite 400
Clearwater, FL 33755

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 SW Date Processed MAY 08 2017

REDACTED



Public Utilities
Commission

Original AGG Case Number	Version
11-2321 -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 Consumer Energy Solutions, Inc.

Address 1255 Cleveland Street, Suite 400, Clearwater FL 33755

PUCO Certificate # and Date Certified 11-355E May 10, 2011

Telephone # (727) 724-5811 Web site address (if any) http://www.consumerenergysolutions.com/

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

Legal Name Consumer Energy Solutions, Inc.

Address 1255 Cleveland Street, Suite 400, Clearwater FL 33755

Telephone # (727) 724-5811 Web site address (if any) http://www.consumerenergysolutions.com/

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

Consumer Energy Solutions, Inc.

A-5 Contact person for regulatory or emergency matters

Name Tina Silagyi

Title Legal & Regulatory Director

Business address 1255 Cleveland Street, Suite 400, Clearwater FL 33755

Telephone # (727) 724-5811 Fax # (727) 216-6444

E-mail address ceslegal@cesstaff.com

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

Name Tina Silagyi
Title Legal & Regulatory Director
Business address 1255 Cleveland Street, Suite 400, Clearwater FL 33755
Telephone # (727) 724-5811 Fax # (727) 216-6444
E-mail address ceslegal@cesstaff.com

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

Customer Service address 1255 Cleveland Street, Suite 400, Clearwater FL 33755
Toll-free Telephone # (866) 263-7808 Fax # (727) 216-6444
E-mail address ceslegal@cesstaff.com

A-8 Applicant's federal employer identification number # 593600276

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 type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-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. Please see attached

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.
Please see attached
- 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.
Please see attached

- 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.

Please see attached

- 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.)

Please see attached

- 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.

Please see attached

- 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).

Please see attached

- 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.

Please see attached

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.

Please see attached

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.

Please see attached

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.

Please see attached

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.

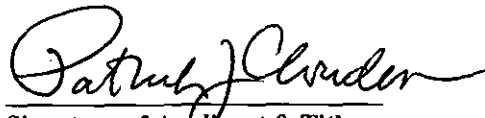
Please see attached

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.

Please see attached

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.

Please see attached



Signature of Applicant & Title

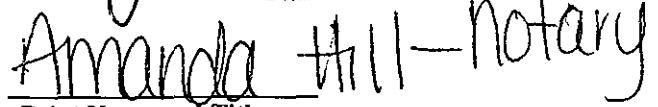
Sworn and subscribed before me this 4th day of May, 2017

Month

Year



Signature of official administering oath



Print Name and Title

My commission expires on _____



AFFIDAVIT

State of Florida :

Clearwater ss.
(Town)

County of Pinellas :

Patrick J. Clouden, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the CEO (Office of Affiant) of Consumer Energy Solutions, Inc (Name of Applicant);

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

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

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

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

Patricia Clenden
Signature of Affiant & Title

Sworn and subscribed before me this 4th day of May, 2017
Month Year

Amanda Hill
Signature of official administering oath

Amanda Hill - Notary
Print Name and Title

My commission expires on _____



A-10 Exhibit A-9 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

Patrick Clouden, CEO
1255 Cleveland Street
Suite 400
Clearwater, FL 33755
727-724-5811

Consumer Energy Solutions
PO Box 2454
Clearwater, FL 33757

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.

**Consumer Energy Solutions, Inc. has an existing Certificate in Ohio as a Competitive Retail Electric Service Provider – Certificate # 11-355E
(See Attached)**

Additionally, Consumer Energy Solutions, Inc. has an 13 year proven track record in the electric and natural gas industry as a broker/marketer licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts and Connecticut.



**Public Utilities
Commission**

John Kasich, Governor
Andre T. Porter, Chairman

Commissioners

Asim Z. Haque
Lynn Slaby
M. Beth Trombold
Thomas W. Johnson

PUBLIC UTILITIES COMMISSION OF OHIO

Certified as a Competitive Retail Electric Service Provider

RENEWAL

Certificate Number:

11-355E (3)

Issued Pursuant to Case Number(s):

11-2321-EL-AGG

A certificate as a Competitive Retail Electric Service Provider is hereby granted to **Consumer Energy Solutions, Inc.** whose office or principal place of business is located at **1255 Cleveland Street, Ste. 400, Clearwater, FL 33755** to provide **aggregation and power broker** services within the State of Ohio **effective June 07, 2015.**

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: **June 9, 2015**

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO

Barry F. McNeal, Secretary

Tanowa M. Troupe, Acting Secretary

Felecia D. Burdett, Acting Secretary

Certificate Expires: June 07, 2017

Consumer Energy Solutions
PO Box 2454
Clearwater, FL 33757

180 East Broad Street
Columbus, Ohio 43215-3793

(614) 466-3016
www.PUCO.ohio.gov

10

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.

Please see the attached "Full Summary of the Consumer Energy Solutions Capabilities" statement.



CONSUMER ENERGY SOLUTIONS, INC.

Please visit us at: <http://www.consumerenergysolutions.com/>

Our Mission

Our mission is to be the most effective Brokering agent available to the energy marketing industry and to help the consumer manage their energy costs through effective energy purchasing strategies in small retail, commercial into, and including industrial, large commercial and renewable energy resources as they come available.

To support that mission, the owners bring over 30 years of sales experience to our clients and customers, with 15 years directly related to the Energy Markets in both Gas and Electric. By employing well-trained representatives, stringent policies related to the industry rules, effective management, and sales techniques, CES guarantees a degree of excellence in the field which supports our efforts in successfully attaining our mission goals.

Overview

Consumer Energy Solutions was founded in 1999 and has enrolled over 2 million residential and 200,000 commercial customers across the United States and Canada.

We represent some of the largest energy suppliers in North America and have serviced many Fortune 500 companies.

We accomplish our goals by continuous research into the energy markets around the country. CES has built over the last 11 years a successful team of Sales Managers and Sales Consultants who are well educated in the Energy Supplier services industry. CES is proud to serve the industry and its customers in maintaining and ensuring a degree of excellence and competence by training all those who work within CES on the important issues in the Energy Supplier Industry to provide the best services possible.

Our Executives



Patrick Clouden, President & CEO

Patrick founded CES nearly ten years ago. Patrick uses his extensive sales and business experience to guide the company. Pat was hands on in the development of the procedures and policies for CES as a Marketing Broker services company at the time of the emerging deregulation in the Energy Markets and brings 11 years of experience to the firm in the Gas and Electric fields.

Before CES, he was partner and co-founder of Least Cost Routing, Inc., which was sold to Primus Telecommunications, a publicly traded company. Patrick works daily within the company to ensure its expansion with the key note of professionalism, to guarantee exemplary service to its customers and clients.



George Clouden, Vice President

George started at CES in outside sales, more than 9 years ago. He moved from Dallas, Texas for an opportunity in management at CES and has since become the Director of Sales.

Prior to CES, George worked in the equipment leasing business for 9 years with GE Capital in addition to being an Independent Broker.

George as the Vice President , and Patty Clouden VP of Operations work together as an effective team ensuring the sales teams are active, ethical and succeeding as employees' of CES, and as Managers, coordinating with Mr. Clouden and other executives to ensure the companies ultimate success in the Gas and Electric markets it serves.

QUALIFYING FACTORS CREATING CES AS A LEADER IN ITS INDUSTRY

1. Consumer Energy Solutions Inc has a proven 15 year track record in the industry as broker/marketers licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts, and Connecticut.
2. Neither CES nor any of its affiliated interests have been denied approval by a State Commission to sell electricity to Retail Electric Consumers or has had its authority revoked in the Gas and Electric markets it serves.
3. Consumer Energy Solutions follows certain protocols and sets company policy to both monitor and control the quality of its outreach and to fulfill its duty as a Broker. First, any and all employees who will have contact with the public are trained in the Energy Industry basics and then, are trained specific to each program it offers to the consumer with the program patterns and guidelines. There is a specific 5 tier training program for all new employees and those wishing to advance to managerial positions in the sales areas must accomplish all the Mandatory Training and show proven skill in the sales area before attaining final Manager Status. Company disciplinary procedures and implementation of those procedures are also keyed to the industry and designed from the view of complete professionalism on the part of every company employee.
4. Consumer Energy Solutions records all calls, and through routine and daily call monitoring from its Quality Control Department, takes a proactive approach in maintaining an assurance of industry standards in its marketing activities.
5. Consumer Energy Solutions, Inc. maintains a Customer Service department dedicated to quickly resolve any customer questions or complaints that may occur with its own dedicated call lines.
6. In addition to the above, Consumer Energy Solutions uses a third party verification company to verify all its offers and acceptances of offers from the consumers who wish to take advantage of the energy programs they are informed of. The verification service employs recorded verification procedures which are then provided to CES for its obligations in record keeping management of all marketing calls.
7. CES maintains an advanced IT Department to enable it to effectively reach, monitor and maintain its internal record keeping obligations, as well as custom designed programs to monitor and track all aspects of the business life cycle involved.
8. CES retains a dedicated Corporate Regulatory Assistant, who in liaison with the company attorneys, monitors, tracks, and keeps its licensing and other obligations as an industry supplier

current in each of the states it operates in, as well as assists in the internal procedures to track and ensure correct handling of marketing related regulations and rules as applicable to such items as , Do Not Call lists, Slamming prohibitions, and any other items related to regulations,as the various individual program offers from suppliers are implemented and presented to the consumer.

CES has taken the time and the interest to create a company that effectively serves the Energy Industry in the current retail and commercial markets and has created a model for future markets in industrial, large commercial, and the markets for the existing and emerging resources in renewable energy and biotechnologies.

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.

Consumer Energy Solutions, Inc has no 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.

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED :

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

C-1 Exhibit C-1 is not applicable to Consumer Energy Solutions, Inc.

Consumer Energy Solutions, Inc operates as a Broker/Marketer for the suppliers in the Energy Markets and does not contract with consumers for Electric Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Broker/Marketer operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice and therefore respectfully submits that providing on financial reports is not pertinent to its application process.

Consumer Energy Solutions, Inc has provided Bank Credit Rating Letter and current Duns Report under C-6 "Credit Rating" and C-7 "Credit Report" of this application.

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

As a privately held Corporation, applicant is not obligated to file with the Securities and Exchange Commission.

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-3 Exhibit is not applicable to Consumer Energy Solutions, Inc.

Consumer Energy Solutions, Inc operates as a Broker/Marketer for the suppliers in the Energy Markets and does not contract with consumers for Electric Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Broker/Marketer operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice, which precludes its financial status as pertinent to the application process for the purposes it seeks such as licensure as an applicant in the energy market.

C-4 Exhibit C-4 "Financial Arrangements," provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

C-4 Exhibit is not applicable to Consumer Energy Solutions, Inc.

Consumer Energy Solutions, Inc operates as a Broker/Marketer for the suppliers in the Energy Markets and does not contract with consumers for Electric Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Broker/Marketer operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice, which precludes its financial status as pertinent to the application process for the purposes it seeks such as licensure as an applicant in the energy market.

C-5 Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted financial statements for the applicant's CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

Please see attached. Unredacted documents filed under seal.

Consumer Energy Solutions
PO Box 2454
Clearwater, FL 33757

Filed Under Seal

21

REDACTED COPY

5:19 PM

01/16/17

Cash Basis

Consumer Energy Solutions, Inc.

Profit & Loss

November 2015 through October 2016

Nov '15 - Oct 16

Ordinary Income/Expense

Income

Contra

Sales

0.00

Consumer Energy Solutions

PO Box 2454

Clearwater, FL 33757

Total Sales

Total Income

Expense

Advertising

Automobile Expense

Bank Service Charges

Mercant Fees

Bank Service Charges - Other

Filed Under
Seal

22

REDACTED COPY

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01/16/17

Cash Basis

Consumer Energy Solutions, Inc.

Profit & Loss

November 2015 through October 2016

Nov '15 - Oct 16

Total Bank Service Charges

Cogs

Led

Total Cogs

Consultant

ATS

Total Consultant

Contributions

Depreciation Expense

Dues and Subscriptions

Education

Equipment - Copier Lease

Equipment - Purchase

Equipment Lease

Gifts

Insurance

Interest Expense

Loan Interest

Loan Interest #2

Loan Interest Cadence 134

Loan Interest Cadence 142

Interest Expense - Other

Total Interest Expense

Leads

Licenses and Permits

Membership Fees

Office Supplies & Expenses

Computer Supplies

Equipment

Office Supplies & Expenses - Other

Total Office Supplies & Expenses

Postage and Delivery

Professional Fees

Accounting

Computer

Consultants

Legal Fees

Loan Administration

Management Fees

Management Fees CMG

Website

Total Professional Fees

Refund

Rent

Repairs

Computer Repairs

Maintenance

Total Repairs

Sales Tax

Security

Staff Benefits

Storage

Taxes

Property

State

Total Taxes

Telephone

Travel & Ent

Consumer Energy Solutions

PO Box 2454

Clearwater, FL 33757

Filed Under
Seal

23

REDACTED COPY

5:19 PM

01/16/17

Cash Basis

Consumer Energy Solutions, Inc.

Profit & Loss

November 2015 through October 2016

	Nov '15 - Oct 16
Entertainment	
Meals	
Parking	
Travel	
Total Travel & Ent	3
Utilities	
Internet	
Utilities - Other	2.00
Total Utilities	
Verification Cost	
Total Expense	
Net Ordinary Income	
Other Income/Expense	
Other Income	
Interest Income	
Tax Refund	1,000.00
Total Other Income	
Other Expense	
Officer salary	
Total Other Expense	
Net Other Income	
Net Income	

Consumer Energy Solutions
PO Box 2454
Clearwater, FL 33757

Filed Under Seal

24

RE DACTED COPY

5:21 PM

01/16/17

Cash Basis

Consumer Energy Solutions, Inc.

Balance Sheet

As of October 31, 2016

Oct 31, 16

ASSETS

Current Assets

Checking/Savings

Cadence Bank

Cadence CES MM

CES Regions

Petty Cash

Total Checking/Savings

Accounts Receivable

Accounts Receivable

Loan Receivable DNC

Total Accounts Receivable

Total Accounts Receivable

Other Current Assets

Owner Loans

Rent Deposit

Total Other Current Assets

Total Current Assets

Fixed Assets

Accumulated Depreciation

Computers & Equipment

Original Cost

Computers & Equipment - Other

Total Computers & Equipment

Furniture & Fixtures

Original Cost

Total Furniture & Fixtures

Imp

Improvements

Total Imp

Software -Original Cost

Total Fixed Assets

Other Assets

Note receivable - CMG

Total Other Assets

TOTAL ASSETS

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Aspen Private Capital #2

Cadence Comm Loan#3

Cadence LOC 134

Commercial Loan Cadence

Deferred revenue-Direct Energy

Deferred revenue-Liberty

Total Other Current Liabilities

Total Current Liabilities

Total Liabilities

Equity

Capital Stock

Retained Earnings

1,000.00

-729,485.82

Consumer Energy Solutions

PO Box 2454
Clearwater, FL 33757

Filed Under
Seal

25

REDACTED COPY

5:21 PM
01/16/17
Cash Basis

Consumer Energy Solutions, Inc.
Balance Sheet
As of October 31, 2016

	Oct 31, 16
Net Income	
Total Equity	
TOTAL LIABILITIES & EQUITY	

Consumer Energy Solutions
PO Box 2454
Clearwater, FL 33757

Filed Under Seal

RED ACTED COPY

CONSUMER ENERGY SOLUTIONS, INC.

C-5 Forecasted Financial Statements

Ohio Electric Sales

	2018	2019
Total Revenues		
Operating Expenses		
Net Income		

Should you have any questions or comments, please contact me at the number below.

Prepared by:
Stephen Henson, CPA
Henson & Company, CPA's

2045 Huntington Drive, Suite B
South Pasadena, CA 91030
(626) 403.4410

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 & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.

See attached Bank Credit Rating Letter and Current Duns Report

29



January 17, 2017

Re: Consumer Energy Solutions, Inc.

To Whom It May Concern:

Please be advised that Consumer Energy Solutions, Inc. has maintained a depository account relationship in good standing with Cadence Bank since 2013. Average deposit balances are in the six figures. Please contact Joell Pollio at (727) 580-1961 if any further information is needed.

Sincerely,

Shelley H. Crockett

Shelley H. Crockett, AVP
Assistant Relationship Manager
Business Banking

Consumer Energy Solutions
PO Box 2454
Clearwater, FL 33757

30

CONSUMER ENERGY SOLUTIONS, INC.

D-U-N-S® 86-813-8780 Single.
 Mailing PO BOX 2454 1255 Cleveland St Suite 400,
 Address Clearwater, FL 33757 Clearwater, FL 33755
 Website:
 www.consumerenergysolutions.com
 Phone 727 724-5811
 Fax 727-712-0225

Business Information Report

Purchase Date: 05/04/2017
 Last Update Date: 01/31/2017
 Attention: customer order

Executive Summary

Company Info

Year Started 1999
 Control Year 1999

CEO PATRICK CLOUDEN, CEO
 Employees 70

D&B Rating

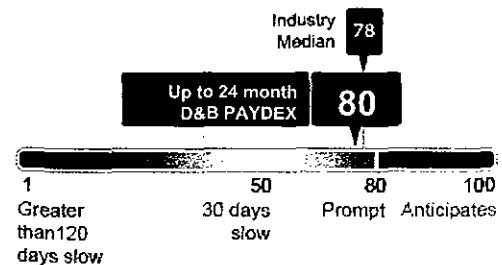
D&B Rating

1R3

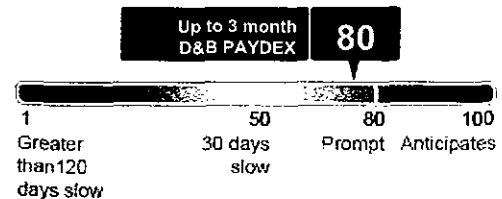
D&B PAYDEX®

Up to 24 month D&B PAYDEX

Composite Credit Appraisal



Up to 3 month D&B PAYDEX

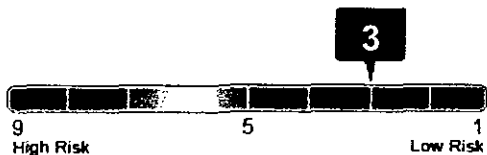


D&B Viability Rating

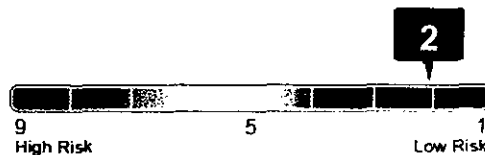
D&B Viability Rating



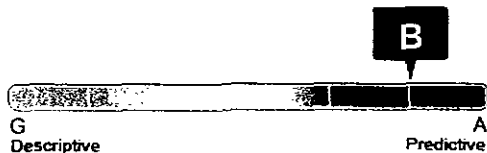
Viability Score



Portfolio Comparison



Data Depth Indicator



Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Business Information

Business Summary

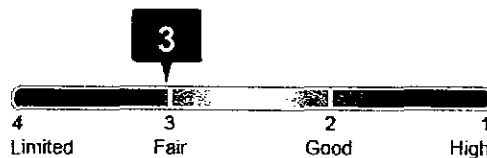
Financing	SECURED
SIC	7389 Business services
NAICS	711410 Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures
History Status	CLEAR

Credit Capacity Summary

D&B Rating

1R3

Composite Credit Appraisal



Prior D&B Rating 1R3

Rating Date 06/25/2015

Payment Activity (based on 15 experiences) USD

Average High Credit \$1,944

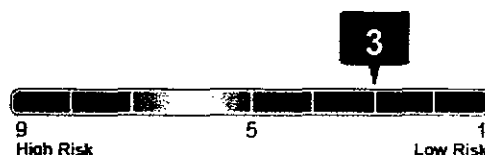
Highest Credit 15,000

Total Highest Credit 18,100

D&B Viability Rating

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 no longer be in business within the next 12 months.

Viability Score

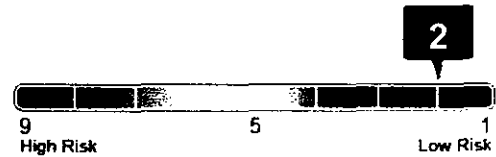


Compared to All US Businesses within D&B Database:

- Level of risk: Low Risk
- Businesses ranked 3 have a probability of becoming no longer viable: 3%
- Percentage of businesses ranked 3: 15%
- Across all US businesses, the average probability of becoming no longer viable: 14%

Portfolio Comparison

Portfolio Comparison

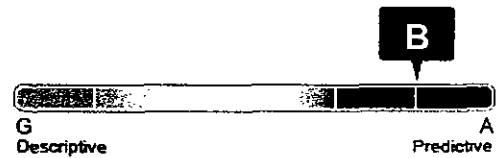


Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: Established Trade Payments

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at <https://iupdate.dnb.com/iupdate/>

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers PATRICK CLOUDEN, CEO;
JIM MATHERS, PRES;
FUMEI MATHERS, CFO;
BEVERLY HEPNER, CFO

Directors THE OFFICER(S)

As of 01/31/2017

The Florida Secretary of State's business registrations file showed that Consumer Energy Solutions, Inc. was registered as a corporation on August 20, 1999, under the file registration number P99000075979.

Business started 1999. 100% of capital stock is owned by the officers.

PATRICK CLOUDEN. 1999-present active here.

JIM MATHERS. 1999-present active here.

FUMEI MATHERS. Antecedents are unknown.

BEVERLY HEPNER. Antecedents not available.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Apr 14 2017:

Registered Name	CONSUMER ENERGY SOLUTIONS, INC.	Registration ID	P99000075979	Principals	
		Status	ACTIVE		
		Where Filed		Name	Title
Business Type	DOMESTIC CORPORATION	STATE DEPARTMENT/CORPORATION DIVISION ,		PATRICK J CLOUDEN	Pres
Corporation Type	PROFIT	TALLAHASSEE ,		1255 Cleveland Street, Clearwater, 337550000, FL	
Incorporated Date	08/20/1999	FL			
State of Incorporation	FLORIDA	Registered Agent	R. CARLTON WARD		
Filing Date	08/20/1999		1253 PARK ST., CLEARWATER, FL 337560000		

Government Activity Summary

Activity Summary	Possible candidate for socioeconomic program consideration		
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	YES (2017)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

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

Operations Data

As of 01/31/2017

Description: Operates a playwright's broker (100%).
Terms are undetermined. Sells to undetermined. Territory : Local.
Employees: 70 which includes officer(s).
Facilities: Occupies premises in a building.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
73890105	Playwrights' brokers	711410	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures

Financial Statements

Key Business Ratios (Based on 80 establishments)

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.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	5.2	UN
Return on Net Worth	UN	12.9	UN
Short Term Solvency			
Current Ratio	UN	1.9	UN
Quick Ratio	UN	1.5	UN
Efficiency			
Assets Sales	UN	80.1	UN
Sales / Net Working Capital	UN	5.8	UN
Utilization			
Total Liabs / Net Worth	UN	76.0	UN

Most Recent Financial Statement

As of 01/31/2017

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

Indicators

Public Filings Summary

Public Filings

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

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	1	10/11/2013
UCC	11	01/18/2017



Bankruptcy Judgment Lien Suit UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Suits

Status	Pending	Latest Info Received	10/29/2013
Where Filed	PINELLAS COUNTY/CIRCUIT COURT, CLEARWATER, FL	CASE NO.	2013CI 9645
Plaintiff	KEITH, ERNEST P	Status Attained	10/11/2013
Defendant	CONSUMER ENERGY SOLUTIONS INC	Date Filed	10/11/2013

UCC Filings

Collateral	All Assets including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Equipment including proceeds and products - and OTHERS	Latest Info Received	09/26/2014
Filing No.	201402187481	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/16/2014
Secured Party	ASPEN PRIVATE CAPITAL, LLC, ASPEN, CO		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Filing No.	201608392269	Latest Info Received	08/08/2016
Original UCC Filed Date	09/16/2014	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/05/2016
Secured Party	ASPEN PRIVATE CAPITAL, LLC, ASPEN, CO	Original Filing No.	201402187481
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	All Inventory - All Account(s) - All General intangibles(s) - All Equipment - All Chattel paper	Latest Info Received	09/26/2014
Filing No.	201402169157	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/10/2014
Secured Party	CADENCE BANK, N.A., BIRMINGHAM, AL		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - Chattel paper including proceeds and products - and OTHERS	Latest Info Received	08/20/2015
Filing No.	201504618392	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/05/2015
Secured Party	ASPEN PRIVATE CAPITAL CES #2, LLC, A COLORADO LIMITED		

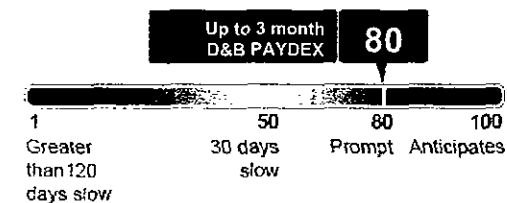
Debtor	CONSUMER ENERGY SOLUTIONS, INC., A FLORIDA CORPORATION		
Filing No.	201700013236	Latest Info Received	01/19/2017
Original UCC Filed Date	08/05/2015	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	01/18/2017
Secured Party	ASPEN PRIVATE CAPITAL CES #2, LLC, A COLORADO LIMITED LIABILITY COMPANY, ASPEN, CO	Original Filing No.	201504618392
Debtor	CONSUMER ENERGY SOLUTIONS, INC., A FLORIDA CORPORATION		
Collateral	Business machinery/equipment and proceeds	Latest Info Received	10/24/2014
Filing No.	201402283863	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/29/2014
Secured Party	U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Business machinery/equipment and proceeds	Latest Info Received	08/29/2014
Filing No.	201401999415	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/13/2014
Secured Party	U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Computer equipment	Latest Info Received	06/04/2010
Filing No.	201002621079	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	06/03/2010
Secured Party	US BANCORP, MARSHALL, MN		
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Filing No.	20150316875X	Latest Info Received	03/04/2015
Original UCC Filed Date	06/03/2010	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	02/27/2015
Secured Party	US BANCORP, MARSHALL, MN	Original Filing No.	201002621079
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Collateral	Computer equipment	Latest Info Received	02/18/2010
Filing No.	201001973044	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	02/08/2010
Secured Party	US BANCORP, MARSHALL, MN		
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Collateral	Leased Computer equipment and proceeds	Latest Info Received	07/16/2009
Filing No.	200900822293	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	07/07/2009
Secured Party	DELL FINANCIAL SERVICES L.L.C., AUSTIN, TX		
Debtor	CONSUMER ENERGY SOLUTIONS, INC		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

D&B PAYDEX®

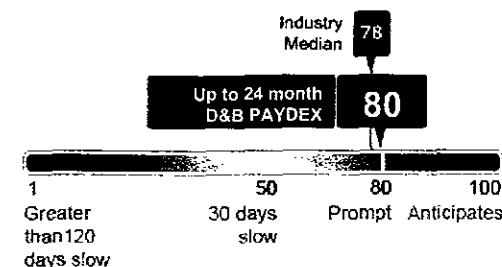
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 3 DAYS BEYOND terms.

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)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	15	Highest Now Owning	\$15,000
Payments Within Terms	100%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$1,944	Largest High Credit	\$15,000		

* compared to payments three months ago

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 15 payment experiences in D&B's file, with 4 experiences reported during the last three month period. The highest Now Owes on file is \$15,000. The highest Past Due on file is \$0.

Top 10 Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Security broker/deal	2	\$550	\$500	100	0	0	0	0
Short-trm busn credit	1	15,000	15,000	100	0	0	0	0
Radiotelephone commun	1	500	500	100	0	0	0	0
Telephone communictns	1	500	500	100	0	0	0	0
Nonclassified	1	500	500	100	0	0	0	0
Misc business service	1	250	250	100	0	0	0	0
Lithographic printing	1	100	100	100	0	0	0	0
Nondeposit trust	1	100	100	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash Experiences	6	\$600	\$100
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

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Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
March 2017	Ppt	\$15,000	\$15,000	\$0	N/A	1
	Ppt	500	500	0	N30	1
	Ppt	50	50	0	N30	1
	(004)	100	0	0	Cash account	1
January 2017	Ppt	100	0	0	N/A	1
December 2016	Ppt	500	0	0	N/A	6-12
September 2016	(007)Cash own option	100	0	0	Cash account	1
	(008)	100	0	0	Cash account	6-12
July 2016	(009)	100	0	0	Cash account	1
June 2016	(010)	100	0	0	Cash account	1
May 2016	Ppt	500	0	0	N/A	6-12
December 2015	(012)	100	0	0	Cash account	1
November 2015	Ppt	500	0	0	N/A	6-12
October 2015	Ppt	250	0	0	N/A	6-12
July 2015	Ppt	100	0	0	N/A	6-12

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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.

See attached Credit Report.

CONSUMER ENERGY SOLUTIONS, INC.

D-U-N-S® 86-813-8780 Single
 Mailing PO BOX 2454 1255 Cleveland St Suite 400,
 Address Clearwater, FL 33755
 FL 33757 Website:
 www.consumerenergysolutions.com
 Phone 727 724-5811
 Fax 727-712-0225

Business Information Report

Purchase Date: 05/04/2017
 Last Update Date: 01/31/2017
 Attention: customer order

Executive Summary

Company Info

Year Started 1999
 Control Year 1999

CEO PATRICK CLOUDEN, CEO
 Employees 70

D&B Rating

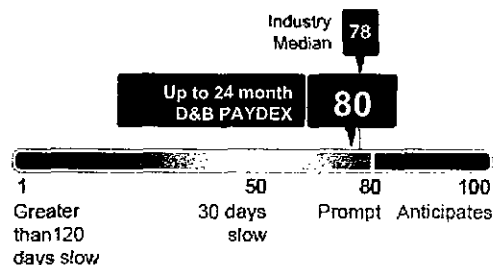
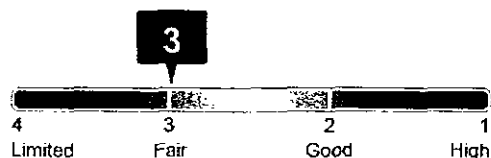
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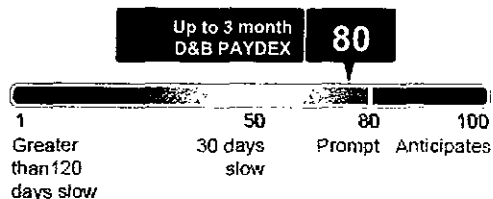
D&B PAYDEX®

Up to 24 month D&B PAYDEX

Composite Credit Appraisal



Up to 3 month D&B PAYDEX

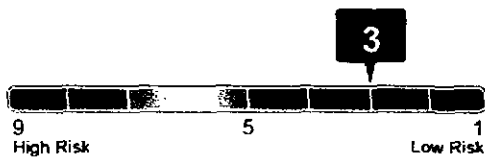


D&B Viability Rating

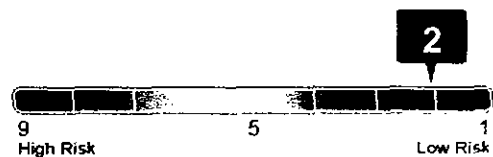
D&B Viability Rating



Viability Score



Portfolio Comparison



Data Depth Indicator



Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Business Information

Business Summary

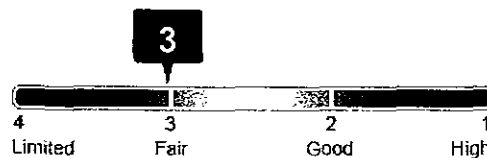
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NAICS	711410 Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures
History Status	CLEAR

Credit Capacity Summary

D&B Rating

1R3

Composite Credit Appraisal



Prior D&B Rating 1R3

Rating Date 06/25/2015

Payment Activity (based on 15 experiences) USD

Average High Credit \$1,944

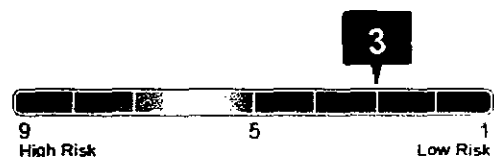
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Total Highest Credit 18,100

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Viability Score

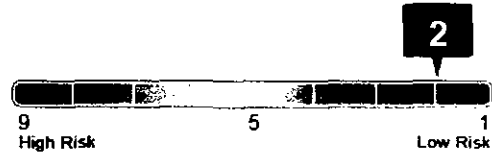


Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
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Portfolio Comparison

Portfolio Comparison

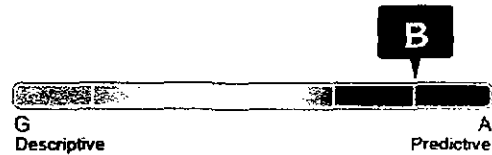


Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

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<https://iupdate.dnb.com/iUpdate/>

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers PATRICK CLOUDEN, CEO;
JIM MATHERS, PRES;
FUMEI MATHERS, CFO;
BEVERLY HEPNER, CFO

Directors THE OFFICER(S)

As of 01/31/2017

The Florida Secretary of State's business registrations file showed that Consumer Energy Solutions, Inc. was registered as a corporation on August 20, 1999, under the file registration number P99000075979.

Business started 1999. 100% of capital stock is owned by the officers.

PATRICK CLOUDEN. 1999-present active here.

JIM MATHERS. 1999-present active here.

FUMEI MATHERS. Antecedents are unknown.

BEVERLY HEPNER. Antecedents not available.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Apr 14 2017:

Registered Name	CONSUMER ENERGY SOLUTIONS, INC.	Registration ID	P99000075979	Principals	
		Status	ACTIVE		
		Where Filed		Name	Title
Business Type	DOMESTIC CORPORATION	STATE DEPARTMENT/CORPORATION DIVISION ,		PATRICK J CLOUDEN	Pres
Corporation Type	PROFIT	TALLAHASSEE ,		1255 Cleveland Street, Clearwater, 337550000, FL	
Incorporated Date	08/20/1999	FL			
State of Incorporation	FLORIDA	Registered Agent	R. CARLTON WARD		
Filing Date	08/20/1999		1253 PARK ST., CLEARWATER, FL 337560000		

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	YES (2017)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

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

Operations Data

As of 01/31/2017

Description: Operates a playwright's broker (100%).

Terms are undetermined. Sells to undetermined. Territory : Local.

Employees: 70 which includes officer(s).

Facilities: Occupies premises in a building.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
73890105	Playwrights' brokers	711410	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures

Financial Statements

Key Business Ratios (Based on 80 establishments)

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.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	5.2	UN
Return on Net Worth	UN	12.9	UN
Short Term Solvency			
Current Ratio	UN	1.9	UN
Quick Ratio	UN	1.5	UN
Efficiency			
Assets Sales	UN	80.1	UN
Sales / Net Working Capital	UN	5.8	UN
Utilization			
Total Liabs / Net Worth	UN	76.0	UN

Most Recent Financial Statement

As of 01/31/2017

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

Indicators**Public Filings Summary****Public Filings**

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

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	1	10/11/2013
UCC	11	01/18/2017



Bankruptcy Judgment Lien Suit UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings**Suits**

Status	Pending	Latest Info Received	10/29/2013
Where Filed	PINELLAS COUNTY/CIRCUIT COURT, CLEARWATER, FL	CASE NO.	2013CI 9645
Plaintiff	KEITH, ERNEST P	Status Attained	10/11/2013
Defendant	CONSUMER ENERGY SOLUTIONS INC	Date Filed	10/11/2013

UCC Filings

Collateral	All Assets including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Equipment including proceeds and products - and OTHERS	Latest Info Received	09/26/2014
Filing No.	201402187481	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/16/2014
Secured Party	ASPEN PRIVATE CAPITAL, LLC, ASPEN, CO		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Filing No.	201608392269	Latest Info Received	08/08/2016
Original UCC Filed Date	09/16/2014	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/05/2016
Secured Party	ASPEN PRIVATE CAPITAL, LLC, ASPEN, CO	Original Filing No.	201402187481
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	All Inventory - All Account(s) - All General intangibles(s) - All Equipment - All Chattel paper	Latest Info Received	09/26/2014
Filing No.	201402169157	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/10/2014
Secured Party	CADENCE BANK, N.A., BIRMINGHAM, AL		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - Chattel paper including proceeds and products - and OTHERS	Latest Info Received	08/20/2015
Filing No.	201504618392	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/05/2015
Secured Party	ASPEN PRIVATE CAPITAL CES #2, LLC, A COLORADO LIMITED		

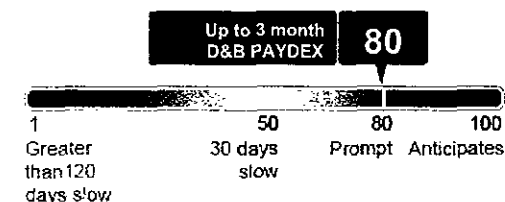
Debtor	CONSUMER ENERGY SOLUTIONS, INC., A FLORIDA CORPORATION		
Filing No.	201700013236	Latest Info Received	01/19/2017
Original UCC Filed Date	08/05/2015	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	01/18/2017
Secured Party	ASPEN PRIVATE CAPITAL CES #2, LLC, A COLORADO LIMITED LIABILITY COMPANY, ASPEN, CO	Original Filing No.	201504618392
Debtor	CONSUMER ENERGY SOLUTIONS, INC., A FLORIDA CORPORATION		
Collateral	Business machinery/equipment and proceeds		
Filing No.	201402283863	Latest Info Received	10/24/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN	Date Filed	09/29/2014
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Business machinery/equipment and proceeds		
Filing No.	201401999415	Latest Info Received	08/29/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN	Date Filed	08/13/2014
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Computer equipment		
Filing No.	201002621079	Latest Info Received	06/04/2010
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	US BANCORP, MARSHALL, MN	Date Filed	06/03/2010
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Filing No.	20150316875X	Latest Info Received	03/04/2015
Original UCC Filed Date	06/03/2010	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	02/27/2015
Secured Party	US BANCORP, MARSHALL, MN	Original Filing No.	201002621079
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Collateral	Computer equipment		
Filing No.	201001973044	Latest Info Received	02/18/2010
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	US BANCORP, MARSHALL, MN	Date Filed	02/08/2010
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Collateral	Leased Computer equipment and proceeds		
Filing No.	200900822293	Latest Info Received	07/16/2009
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	DELL FINANCIAL SERVICES L.L.C., AUSTIN, TX	Date Filed	07/07/2009
Debtor	CONSUMER ENERGY SOLUTIONS, INC		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

D&B PAYDEX®

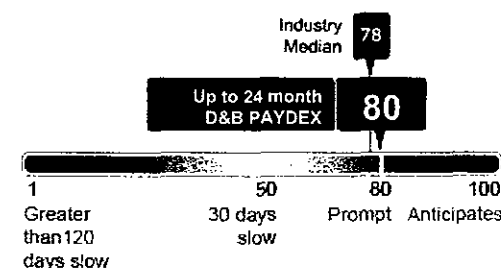
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 3 DAYS BEYOND terms.

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)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	15	Highest Now Owing	\$15,000
Payments Within Terms	100%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$1,944	Largest High Credit	\$15,000		

* compared to payments three months ago

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 15 payment experiences in D&B's file, with 4 experiences reported during the last three month period. The highest Now Owes on file is \$15,000. The highest Past Due on file is \$0.

Top 10 Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Security broker/deal	2	\$550	\$500	100	0	0	0	0
Short-trm busn credit	1	15,000	15,000	100	0	0	0	0
Radiotelephone commun	1	500	500	100	0	0	0	0
Telephone communictns	1	500	500	100	0	0	0	0
Nonclassified	1	500	500	100	0	0	0	0
Misc business service	1	250	250	100	0	0	0	0
Lithographic printing	1	100	100	100	0	0	0	0
Nondeposit trust	1	100	100	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash Experiences	6	\$600	\$100
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

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Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
March 2017	Ppt	\$15,000	\$15,000	\$0	N/A	1
	Ppt	500	500	0	N30	1
	Ppt	50	50	0	N30	1
	(004)	100	0	0	Cash account	1
January 2017	Ppt	100	0	0	N/A	1
December 2016	Ppt	500	0	0	N/A	6-12
September 2016	(007)Cash own option	100	0	0	Cash account	1
	(008)	100	0	0	Cash account	6-12
July 2016	(009)	100	0	0	Cash account	1
June 2016	(010)	100	0	0	Cash account	1
May 2016	Ppt	500	0	0	N/A	6-12
December 2015	(012)	100	0	0	Cash account	1
November 2015	Ppt	500	0	0	N/A	6-12
October 2015	Ppt	250	0	0	N/A	6-12
July 2015	Ppt	100	0	0	N/A	6-12

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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.

Consumer Energy Solutions, Inc. has had no actions pertaining to bankruptcy in the current or within the two most recent years preceding the application.

C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Consumer Energy Solutions, Inc. has not had any dissolution or merger or acquisition within the five 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.

Consumer Energy Solutions, Inc. is a stand-alone entity with no affiliate or subsidiary companies.