

ENERGY COOPERATIVE OF OHIO

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September 24, 2018

VIA ELECTRONIC FILING

Public Utilities Commission of Ohio
Docketing Division
180 E. Broad Street
Columbus, Ohio 43215

Re: In the matter of Energy Cooperative of Ohio's
Renewal Certification Application
Case No. 02-1891-GA-CRS

Dear Sirs:

On September 17, 2018, I filed the Renewal Certification Application Competitive Retail Natural Gas Suppliers in the above matter. Exhibits C-5 and C-7 were filed incorrectly.

Please see the attached Amended Exhibits C-5 and C-7 of the Renewal to be filed in the above matter.

Very truly yours,

ENERGY COOPERATIVE OF OHIO

/s/ John L. Einstein, IV, Esq.

John L. Einstein, IV, Esq.

**AMENDED
EXHIBIT C-5**

Forecasted Financial Statements

(See Attached)

Energy Cooperative of Ohio
Forecast 2019
Income Statement

	<u>TOTAL</u>
Income	
COH Choice	1,350,000
COH Traditional	28,000
DEO Choice	4,200,000
DEO Full Requirements	38,500
Pooling Fee	850
Total Income	<u>5,617,350</u>
Cost of Goods Sold	
Commissions	8,500
DEO - Pooling Fee	15,700
Gas Mmnt. Fee - VESI, Inc.	48,600
Gas Supply - VESI, Inc.	4,890,000
Inventory Adjustment	25,500
Total COGS	<u>4,988,300</u>
Gross Profit	<u>629,050</u>
Expense	
Accounting Services	6,500
Bank Service Charge	2,000
Board Member Stipends	16,500
Depreciation Expense	5,000
Health / Life Insurance	46,500
Internet Access	4,200
Govt Assessments	5,800
Maintenance / Repair	1,040
Miscellaneous	4,500
Office Supplies	750
Payroll Expense	42,500
Promotion	10,000
Rent / Utilities	18,000
Surety Bonds	2,500
Telephone	4,800
Travel & Entertainment	1,000
Wages - Staff	207,460
Total Expense	<u>379,050</u>
Net Income	<u><u>250,000</u></u>

Energy Cooperative of Ohio
Forecast 2020
Income Statement

	<u>TOTAL</u>
Income	
COH Choice	1,450,000
COH Traditional	25,500
DEO Choice	4,350,000
DEO Full Requirements	33,350
Pooling Fee	<u>900</u>
Total Income	<u>5,860,600</u>
Cost of Goods Sold	
Commissions	9,500
DEO - Pooling Fee	16,200
Gas Mmnt. Fee - VESI, Inc.	52,000
Gas Supply - VESI, Inc.	5,065,000
Inventory Adjustment	<u>25,500</u>
Total COGS	<u>5,168,200</u>
Gross Profit	692,400
Expense	
Accounting Services	6,500
Bank Service Charge	2,000
Board Member Stipends	16,500
Depreciation Expense	5,500
Health / Life Insurance	47,800
Internet Access	4,500
Govt Assessments	6,200
Maintenance / Repair	1,050
Miscellaneous	3,500
Office Supplies	750
Payroll Expense	43,800
Promotion	10,000
Rent / Utilities	18,000
Surety Bonds	2,500
Telephone	5,000
Travel & Entertainment	1,000
Wages - Staff	<u>217,800</u>
Total Expense	<u>392,400</u>
Net Income	<u><u>300,000</u></u>

**AMENDED
EXHIBIT C-7**

Credit Report

(See Attached)

Summary

Order Reference: mrunk@volunteereenergy.com | Report as of: 09-20-2018

using Currency as USD

ENERGY COOPERATIVE OF OHIO

Tradestyle(s): ECO

CAUTION

SINGLE LOCATION

Address: 790 Windmill Dr. Moved From: 800 Cross Pointe Rd Ste U, Columbus, Oh, Pickerington, OH, 43147, UNITED STATES**Phone:** (614) 759-9039**D-U-N-S:** 12-403-0631**In Portfolio:** No

Dun & Bradstreet is unable to confirm active operations at a specific location due to the business showing limited to no business activity and multiple signs of inactivity (e.g. disconnected phone, vacant address, no longer in a telephone directory etc.)

Company Profile

D-U-N-S

12-403-0631

Legal Form

Corporation (US)

History Record

Incomplete

Date Incorporated

07-14-1998

State of Incorporation

Ohio

Ownership

Not publicly traded

Mailing Address

United States

Telephone

(614) 759-9039

Annual Sales

US\$ 3,798,486

Employees

2

Age (Year Started)

20 years (1998)

Named Principal

Kevin A. Smith, GEN MGR

Line of Business

Natural gas distribution

D&B GUIDANCE

Overall Business Risk

Dun & Bradstreet Thinks...

Dun & Bradstreet is unable to confirm active operations at a specific location due to the business showing limited to no business activity and multiple signs of inactivity (e.g. disconnected phone, vacant address, no longer in a telephone directory etc.)

Risk Assessment

Payment Behavior



Low Risk (100)

Company's risk level is: **LOW**

Pays On Time

Based on a D&B PAYDEX® of 80

According to the D&B PAYDEX® Score, this company paid its vendors on time

Past 24 Months

High Risk (0)



D&B Rating

Current Rating as of 12-19-2003

Special Rating

— : Undetermined

PEER COMPARISON

Range : 100 miles

Peer comparison with similar companies based on industry and proximity.

	This Company	Local Peers
Total Revenue	US\$ 3,798,486	US\$ 21,221,198
Number of Employees	2 *	64
Age of Business	20 years	27 years
Cash Flow Risk	No Data available for this company	Local Peers Low/Moderate A horizontal scale from 0 to 100. A yellow box is positioned at the 25 mark, indicating the local peers' risk level. Low Risk High Risk
Risk of Debt Write-off	No Data available for this company	No Data available for local peers
Average Days Beyond Terms	This Company 0 days A horizontal scale from 0 to 90 days. A green box is positioned at the 0 mark, indicating the company's average days beyond terms. 0 days 90 days	Local Peers 25 days A horizontal scale from 0 to 90 days. A yellow box is positioned at the 25 mark, indicating the local peers' average days beyond terms. 0 days 90 days

INQUIRIES

The number of individual product(s) purchased by a customer(s) on this Dun & Bradstreet D-U-N-S® Number in each time frame.

View by Summary

3 Months

0

12 Months

1

View by Industry 12 Month

Finance, Insurance and Rea...

1

Legal Events

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	3	10-24-2016

Trade Payments

Highest Past Due

US\$ 0

Highest Now Owning
US\$ 0Total Trade Experiences
3Largest High Credit
US\$ 250Average High Credit
US\$ 50

Ownership

This company is a **Single Location**

Financial Overview

This company does not have a Financial Summary.

Country Insight

United States



Risk Category

LOW

Low Risk

High Risk

Second-quarter real GDP grows faster than originally estimated.

Rating Outlook

Stable

Risk Assessment

D&B GUIDANCE

Overall Business Risk

Dun & Bradstreet Thinks...

Dun & Bradstreet is unable to confirm active operations at a specific location due to the business showing limited to no business activity and multiple signs of inactivity (e.g. disconnected phone, vacant address, no longer in a telephone directory etc.)

Payment Behavior

Based on 24 months of data

0

Low Risk

Based on a D&B PAYDEX® of 80

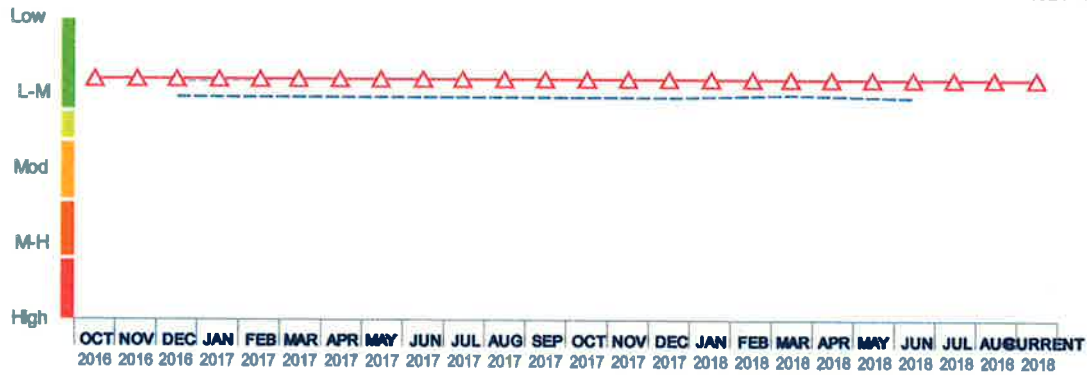
High Risk

Risk of Slow Pay
Low

Payment Behavior
Pays on time

Business and Industry Trends

4924 - Natural gas distribution



PAYDEX®



D&B Rating

Current Rating as of 12-19-2003

Special Rating

-- : Undetermined

Trade Payments

Trade Payments Summary

Overall Payment Behavior

0

Days Beyond Terms

% of Trade Within Terms

100%

Highest Past Due

US\$ 0

Highest Now Owning:

US\$ 0

Total Trade Experiences:

3

Largest High Credit:
US\$ 250

Average High Credit:
US\$ 50

Total Unfavorable Comments :

0

Largest High Credit:
US\$ 0

Total Placed in Collections:

0

Largest High Credit:
US\$ 0

Trade Payments By Credit Extended

Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value
100,000 & over	0	US\$ 0
50,000 - 99,999	0	US\$ 0
15,000 - 49,999	0	US\$ 0
5,000 - 14,999	0	US\$ 0
1,000 - 4,999	0	US\$ 0
Less than 1,000	1	US\$ 50

Trade Payments By Industry

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
49 - Electric, Gas and Sanitary Services	1	50					
4911 - Electric services	1	50	100	0	0	0	0

Trade Lines

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
01/17	-	Cash account	50	-	-	1
09/16	Pays Promptly	-	50	0	0	Between 6 and 12 Months
09/16	-	Cash account	250	-	-	1

Legal Events

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.

Judgements

0

Latest Filing: -

Liens

0

Latest Filing: -

Suits

0

Latest Filing: -

UCC Filings

3

Latest Filing: 10-24-2016

Events

UCC Filing - Original

Filing Date	10-24-2016
Filing Number	OH00205255096
Received Date	11-01-2016
Collateral	Inventory - Account(s) - Assets
Secured Party	DOMINION EAST OHIO, CLEVELAND, OH
Debtors	ENERGY COOPERATIVE OF OHIO
Filing Office	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

UCC Filing - Continuation

Filing Date	11-20-2014
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Received Date	11-24-2014
Original Filing Date	12-02-2009
Original Filing Number	OH00138777707
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH
Debtors	ENERGY COOPERATIVE OF OHIO
Filing Office	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

UCC Filing - Original

Filing Date	12-02-2009
Filing Number	OH00138777707
Received Date	12-22-2009
Collateral	RIGHT, TITLE AND INTEREST and proceeds
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH
Debtors	ENERGY COOPERATIVE OF OHIO
Filing Office	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

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There may be additional UCC Filings in D&B's file on this company available by contacting 1-800-234-3867.

Special Events

03-17-2013

Source(s) indicate the address shown above may no longer be used by this business.

01-02-2008

Business address has changed from 800 Cross Pointe Rd Ste U, Columbus, OH, 43230 to 790 Windmill Dr, Pickerington, OH, 43147.

Company Profile

Company Overview

D-U-N-S

12-403-0631

Legal Form

Corporation (US)

History Record

Incomplete

Date Incorporated

07-11-1998

State of Incorporation

OH

Ownership

Not publicly traded

Mailing Address

United States

Telephone

(614) 759-9039

Annual Sales

US\$ 3,758,436

Employees

2

Age (Year Started)

20 years (1998)

Named Principal

Kevin A. Smith, GEN MGR

Line of Business

Natural gas distributor

Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of:

This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name	ENERGY COOPERATIVE OF OHIO
Corporation Type	Corporation (US)
Business Commenced On	1998
State of Incorporation	OHIO
Date Incorporated	07-14-1998
Registration Status	ACTIVE
Filing Date	07-14-1998
Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION

Principals

Officers

KEVIN A SMITH, GEN MGR

Directors

DIRECTOR(S): THE OFFICER(S)

Company Events

The following information was reported on: 01-02-2008

Ohio corporate charter #1013277.

Business started 1998.

KEVIN A SMITH. Work history unknown.

Business address has changed from 800 Cross Pointe Rd Ste U, Columbus, OH, 43230 to 790 Windmill Dr, Pickerington, OH, 43147.

Business Activities And Employees

The following information was reported on: 01-02-2008

Business Information

Trade Names ECO; ENERGY CO OP OF OHIO

Description Gas Power Broker.

Territory : Regional.

Employees 2 which includes officer(s).

Financing Status Unsecured

Financial Condition Fair

Facilities Occupies premises in building.

SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
4924	Natural gas distribution	-
49240100	Gas power broker	-

NAICS Codes	NAICS Description
221210	Natural Gas Distribution

Government Activity

Activity Summary

Borrower(Dlr/Guar)	No
Administrative Debt	No
Contractor	No
Grantee	No
Party excluded from federal program(s)	No

Possible candidate for socio-economic program consideration

8(A) Firm	Yes
Labor Surplus Area	Yes
Small Business	Yes

Peer Comparison

Range : 100 miles

Peer comparison with similar companies based on industry and proximity.

Profile Information

	This Company	Local Peers
Age of Business	20 years	27 years
Number of Locations	No Data available for this company	No Data available for local peers
Number of Employees	2 *	64

Risk Assessment

	This Company	Local Peers
Cash Flow Risk	This Company Undetermined	Local Peers 53 weeks
Average Days Beyond Terms	This Company 0 days	Local Peers 0 days

Risk of Debt Write-off	This Company Undetermined	No Data available for local peers
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Low	High Risk
Risk	

Average High Credit	USD\$ 50	USD\$ 13,672
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Largest High Credit	USD\$ 250	USD\$ 217,075
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Amount Past Due	No Data available for this company	No Data available for local peers
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Highest Past Due	No Data available for this company	No Data available for local peers
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Financial Assessment

	This Company	Local Peers
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Net Worth	USD\$ 1,091,232	USD\$ 95,960,879
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Sales Revenue	USD\$ 3,798,486	USD\$ 21,221,198
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Gross Profit	No Data available for this company	USD\$ 80,544,650
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Net Profit	No Data available for this company	USD\$ 11,704,214
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Working Capital	No Data available for this company	USD\$ -40,078,749
Quick Ratio	No Data available for this company	0.27%
Assets To Sales Ratio	No Data available for this company	57.73%
Accounts Payable to Sales Ratio	No Data available for this company	No Data available for local peers
Total Liabilities To Net Worth	No Data available for this company	79%
Current Liabilities to Net Worth	No Data available for this company	41.82%
Fixed Assets to Net Worth	No Data available for this company	45.91%
Return on Assets	No Data available for this company	3.09%
Return on Sales	No Data available for this company	2.18%

Financials

Source: D&B | Currency: All figures shown in USD unless otherwise stated

Latest Financial Statement

Balance Sheet Fiscal 12-31-2016 In Single Units

Assets

Current Assets

Accounts Receivable	1,423,897
Cash	29,245
Prepaid Expenses & Deferred Charges	1,500
Inventory	427,394

Total Current Assets

-

Long Term Assets

Property, Plant, Fixtures & Equipment	10,513
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Total Assets

1,892,549

Liabilities

Total Current Liabilities

Accounts Payable	801,317
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Total Current Liabilities

-

Long Term Liabilities

Retained Earnings	1,091,232
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Total Liabilities & Net Worth

1,892,549

Key Business Ratios

Statement date

12-31-2016

	Ratio for the business	Industry Median	Industry Quartile
Profitability			
Short Term Solvency			
Efficiency			
Utilization			

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in

Case No(s). 02-1891-GA-CRS

Summary: Amended Application Exhibits C-5 and C-7 amended in the Renewal Certification Competitive Retail Natural Gas Supplier electronically filed by Mr. John L Einstein IV, Esq. on behalf of Energy Cooperative of Ohio