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03/03/20

Cash Basis

## Profit & Loss

January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income	
Commission Income	359,211.06
Miscellaneous Inc	0.01
Refunds-Allowances	115.43
Total Income	359,326.50
Gross Profit	359,326.50
Expense	
Advertising	2,483.11
Bank Charges	
Deposit Returned	401.69
Bank Charges - Other	342.50
Total Bank Charges	744.19
Commissions & Fees	14,512.55
Dues & Subscriptions	675.00
Fees	1,799.85
Insurance - Liability	413.00
Interest Expense	
Federal	21.53
Total Interest Expense	21.53
Legal & Professional Fees	525.00
Marketing	9,619.18
Meals and Entertainment	94.22
Office Expenses	8,063.91
Office Furniture	4,908.09
Outside Services	3,086.14
Payroll	
401K Employee Contribution	6,190.00
Payroll Taxes	24,347.12
Salary	83,852.01
Total Payroll	114,389.13
Rent or Lease	13,820.00
Research	825.00
Telephone	2,913.87
Total Expense	178,893.77
Net Ordinary Income	180,432.73

**Profit & Loss**  
January through December 2019

	Jan - Dec 19
Other Income/Expense	
Other Income	
Interest Earned	89.84
Total Other Income	89.84
Net Other Income	89.84
Net Income	180,522.57

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04/09/19

Cash Basis

## Profit & Loss

January through December 2018

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	Jan - Dec 18
Ordinary Income/Expense	
Income	
Commission Income	335,833.50
Refunds-Allowances	-195.59
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Total Income	335,637.91
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Gross Profit	335,637.91
Expense	
Advertising	1,923.22
Bank Charges	321.00
Commissions & Fees	16,116.73
Dues & Subscriptions	675.00
Fees	3,413.11
Insurance - Liability	400.00
Interest Expense	
Federal	20.98
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Total Interest Expense	20.98
Legal & Professional Fees	1,125.00
Marketing	11,509.49
Meals and Entertainment	34.32
Office Expenses	7,015.52
Outside Services	3,128.67
Payroll	
401K Employee Contribution	6,720.00
Payroll Taxes	27,044.97
Salary	93,743.32
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Total Payroll	127,508.29
Referral Fees	2,150.67
Rent or Lease	8,308.00
Telephone	3,337.40
Uncategorized Expense	2,417.99
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Total Expense	189,405.39
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Net Ordinary Income	146,232.52

Profit & Loss

January through December 2018

	Jan - Dec 18
Other Income/Expense	
Other Income	
Interest Earned	87.64
Total Other Income	87.64
Net Other Income	87.64
Net Income	146,320.16

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

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**in**

**Case No(s). 14-0238-EL-AGG**

Summary: Amended Application C-3 Financial Statements electronically filed by Mr. Greg Scheffler on behalf of Nationwide New Energy Management Group, LLC