

Ohio

Public Utilities Commission

18-451-EL-AGG

Original AGG Case Number	Version
18-451-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 Cost Control Associates, Inc.
 Address 310 Bay Road Queensbury, NY 12804
 PUCO Certificate # and Date Certified 0004116 4/16/18
 Telephone # (518) 798-4437 Web site address (if any) www.costcontrolassociates.com

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

Legal Name Cost Control Associates, Inc.
 Address 310 Bay Road Queensbury, NY 12804
 Telephone # (518) 798-4437 Web site address (if any) www.costcontrolassociates.com

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

Cost Control Associates, Inc.

A-5 Contact person for regulatory or emergency matters

Name Keith Laake
 Title President
 Business address 310 Bay Road Queensbury, NY 12804
 Telephone # (518) 798-4437 Fax # (518) 797-1735
 E-mail address keith.laake@costcontrolassociates.

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 WOW Date Processed 5/5/20

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

Name Allison Levin
Title VP
Business address 310 Bay Road Queensbury, NY 12804
Telephone # (518) 797-4437 Fax # (518) 798-1735
E-mail address allison.levin@costcontrolassociate

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

Customer Service address 310 Bay Road Queensbury, NY 12804
Toll-free Telephone # _____ Fax # (518) 798-1735
E-mail address allison.levin@costcontrolassociate

A-8 Applicant's federal employer identification number # 161597018

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.

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. None

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.)

N/A

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.

[Signature], President
Signature of Applicant & Title

Sworn and subscribed before me this 1 day of May, 2020
Month Year

[Signature]
Signature of official administering oath

Dana Sastre, Notary Public
Print Name and Title

AFFIDAVIT

State of New York:

Queensburyss.
(Town)

County of Warren :

Keith Laake, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Cost Control Associates, 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.

M. M., President
Signature of Affiant & Title

Sworn and subscribed before me this 1 day of May, 2020
Month Year

Dana Sastre
Signature of official administering oath

Dana Sastre, Notary Public
Print Name and Title

DANA SASTRE
NOTARY PUBLIC-STATE OF NEW YORK
No. 01SA6375138
Qualified in Warren County
My Commission Expires 05-14-~~2022~~

My commission expires on 5/14/22

COST CONTROL ASSOCIATES

EXHIBIT A-10 – OFFICERS AND DIRECTORS

Keith Laake, President/ Director	310 Bay Rd., Queensbury, NY 12804	518-798-4437
Sharon Laake/ Treasurer/Director	310 Bay Rd., Queensbury, NY 12804	518-798-4437
Judith Eberius, Director	310 Bay Rd., Queensbury, NY 12804	518-798-4437
Allison Levin, VP/ Secretary/ Director	310 Bay Road, Queensbury, NY 12804	518-798-4437

COST CONTROL ASSOCIATES, INC.

Exhibit B-2, Experience & Plans

As a certified broker, CCA relies on certified/licensed suppliers for supply services, contracting, *billing, customer service, and other obligations related to the supply of energy.*

Cost Control Associates addresses issues via an Oversight Committee. The sole purpose of this Committee is to monitor and measure the business relationship between the parties, establish direction and priorities for the relationship, and act as a final decision board for any escalated problems or disputes which require a forum for resolution.

Exhibit B-3

None

Exhibit C-1

Cost Control Associates is a privately held company so it does not have to publish an annual report.

COST CONTROL ASSOCIATES, INC.

Exhibit C-2, SEC Filings

Cost Control Associates is a privately held company and therefore not required to file with the SEC.

Cost Control Associates, Inc.

Exhibit C-3, Financial Stmts

Profit & Loss

January 2018 through December 2019

	<u>Jan - Dec 18</u>	<u>Jan - Dec 19</u>
Ordinary Income/Expense		
Income		
Net Fee Revenue		
Fee Income	2,519,686.54	1,907,709.23
Fees Rec'd - Energy Procurement	2,865.81	1,819.04
Fees Received from Others	64,054.58	57,192.64
Pmts for Bill Processing/Other	-1,162,729.86	-597,859.87
Total Net Fee Revenue	<u>1,423,877.07</u>	<u>1,368,861.04</u>
Rental Income	<u>19,920.00</u>	<u>19,920.00</u>
Total Income	<u>1,443,797.07</u>	<u>1,388,781.04</u>
Gross Profit	<u>1,443,797.07</u>	<u>1,388,781.04</u>
Expense		
HUMAN RESOURCES		
AFLAC Benefits	362.58	-386.56
Dental-Vision Insurance	9.90	68.67
Disability Insurance-NY	189.44	134.47
Education	6,562.02	523.78
FICA Tax	56,457.76	50,447.97
FSA Account	0.00	400.00
Gross Payroll	789,265.82	712,532.20
Gross Payroll - Purch Vacation	-4,757.63	-7,441.90
Health Insurance-Employee Part	-8.54	56.41
Health Insurance-Employer Part	40,858.90	42,661.35
Life Insurance	637.72	735.31
NYS PFL	316.23	104.75
Retirement Plan	20,685.58	19,065.92
Sales Commissions-Agents	17,694.13	8,948.59
Unemployment Tax-Federal	588.00	661.11
Unemployment Tax-IL	0.00	0.00
Unemployment Tax-NY	4,972.79	7,675.70
Workers Comp	<u>3,872.00</u>	<u>2,451.00</u>
Total HUMAN RESOURCES	<u>937,706.70</u>	<u>838,638.77</u>
Marketing		
Advertising & Sponsorship	20,966.21	9,741.13
Outside Services-Marketing	14,247.07	16,417.29
Print Materials & Supplies-Mrkt	2,000.00	2,967.10
Trade Shows & Conferences	<u>10,046.28</u>	<u>25,889.29</u>
Total Marketing	<u>47,259.56</u>	<u>55,014.81</u>
OCCUPANCY		
Property Taxes	9,878.16	9,829.15
Rent	39,600.00	39,600.00
Utilities	<u>8,555.07</u>	<u>7,023.07</u>
Total OCCUPANCY	<u>58,033.23</u>	<u>56,452.22</u>
OFFICE EXPENSE		
Office Supplies	17,918.64	11,468.29

Cost Control Associates, Inc.

Profit & Loss

January 2018 through December 2019

	Jan - Dec 18	Jan - Dec 19
Postage & Freight	4,501.13	1,944.44
Repairs & Maintenance	25,048.73	20,477.46
Telephone	11,346.40	10,144.96
Total OFFICE EXPENSE	58,814.90	44,035.15
OTHER OPERATING EXPENSES		
Donations	250.00	1,975.00
Dues	2,109.00	1,854.00
Insurance	15,331.42	14,834.05
Legal & Professional	31,497.59	21,880.51
Outside Services	71,740.40	45,544.58
Publications & Information	4,636.61	4,679.45
State Income Tax Payments	1,025.00	5,826.50
Total OTHER OPERATING EXPENSES	126,590.02	96,594.09
TRAVEL EXPENSE		
Meals & Entertainment-50% Limit	9,333.42	7,653.31
Travel-Other	53,936.15	48,177.14
Total TRAVEL EXPENSE	63,269.57	55,830.45
Total Expense	1,291,673.98	1,146,565.49
Net Ordinary Income	152,123.09	242,215.55
Other Income/Expense		
Other Income		
Interest Income	55.58	83.85
Total Other Income	55.58	83.85
Other Expense		
Depreciation Expense	9,211.73	52,811.37
Interest Expense	18.97	40.28
Total Other Expense	9,230.70	52,851.65
Net Other Income	-9,175.12	-52,767.80
Net Income	142,947.97	189,447.75

05/01/20

Cost Control Associates, Inc.
Balance Sheet--Tax (Cash) Basis
 As of December 31, 2019

	Dec 31, 18	Dec 31, 19
ASSETS		
Current Assets		
Checking/Savings		
Checking - NBT Bank	18,630.29	84,428.94
Checking Account - Dyson	0.00	384,161.61
Savings - NBT Bank	152,120.03	229,630.48
xCash Reserved for Customers	0.00	-384,161.61
Total Checking/Savings	170,750.32	314,059.42
Other Current Assets		
Accounts Rec-Employees	0.00	358.22
Petty Cash Fund	45.00	45.00
Total Other Current Assets	45.00	403.22
Total Current Assets	170,795.32	314,462.64
Fixed Assets		
Computers	66,918.09	70,382.68
Furniture and Equipment	67,493.44	67,312.61
Land Improvements	29,200.00	29,200.00
Leasehold Improvements	16,077.53	17,944.56
Software	163,237.73	180,853.21
xAccumulated Depreciation	-329,120.80	-354,586.18
Total Fixed Assets	13,805.99	11,106.88
Other Assets		
Deposits	32.00	32.00
Total Other Assets	32.00	32.00
TOTAL ASSETS	184,633.31	325,601.52
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Credit Cards		
AMEX - Keith - #2005	1,918.68	0.00
VISA-MBNA-Allison #8294	56.31	38.50
VISA-MBNA-Janis # 5345	0.00	38.50
VISA-MBNA-Jason #8377	0.00	70.00
VISA-MBNA-Lisa # 3766	0.00	5.88
VISA-MBNA-Sharon #1276	472.11	133.75
VISA-MBNA-Valerie #7683	215.98	1,516.91
Total Credit Cards	2,663.08	1,803.54
Other Current Liabilities		
Accrued Retirement Plan Contrib	20,500.00	19,000.00
Tenant Security Deposit	1,375.00	1,375.00
Total Other Current Liabilities	21,875.00	20,375.00
Total Current Liabilities	24,538.08	22,178.54
Total Liabilities	24,538.08	22,178.54
Equity		
Capital Stock	500.00	500.00
Capital Stock Add'l Paid In	26,270.05	26,270.05
Retained Earnings	23,477.21	133,325.18
Shareholder Distributions	-33,100.00	-46,120.00
Net Income	142,947.97	189,447.75
Total Equity	160,095.23	303,422.98
TOTAL LIABILITIES & EQUITY	184,633.31	325,601.52

Exhibit C-4

N/A

COST CONTROL ASSOCIATES, INC.

Exhibit C-5, Forecasted Financial Statements

	<u>2020</u>	<u>2021</u>
Income:		
Commissions from Suppliers	45,000	60,000
Expenses:		
Wages & Fringe Benefits	6,500	8,500
Other Expenses	<u>2,500</u>	<u>3,000</u>
Total Expenses	9,000	11,500
Operating Income - OH	<u>36,000</u>	<u>48,500</u>

Exhibit C-6 Credit Rating

We are a privately held company. We do not have a credit rating.

3/9/18

Cost Control Associates, Inc. DUNS: 79-332-2470

Quick View Report

Company Information

310 Bay Rd
Queensbury, NY 12804

This is a single location location.

Website www.costcontrolassociates.com

Telephone (518) 798-4437

Chief Executive: DIRECTOR(S): THE OFFICER(S)

Stock Symbol: NA

Year Started 1991

Employees 12

Financial Statement

Date: 12/31/2015

Sales \$1,525,469

Net Worth \$638,503.00

History: NA

Financial Condition: profitable

Financing: SECURED

SIC: 8742

Line of Business: Management consulting services

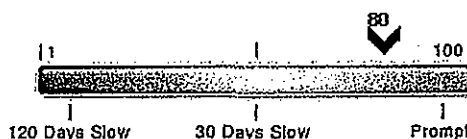
Corporate Family:

This business is a single location of the corporate family.

Scores

PAYDEX®

80
ON TERMS



Based on up to 24 months of trade.

D&B PAYDEX® Key



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)

Credit Limit Recommendation

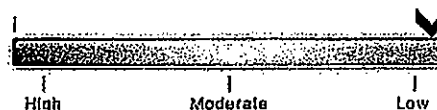
Risk Category
Low

Conservative Credit Limit

\$15k

Aggressive Credit Limit

\$30k



D&B Rating ®

Rating
1R2

Number of employees: 1R indicates 10 or more employees
Composite Credit Appraisal: 2 is good

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 07/24/2004

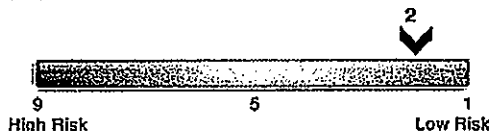
D&B Rating	Date Applied
1R2	2017-10-16
1A2	2016-08-04
2A1	2015-07-17
1A1	2014-12-23
1A2	2014-12-05
1R3	2014-08-27
1R2	2008-01-18
1R3	2007-12-04
3A1	2006-05-02
1R2	2004-07-24

The Summary Analysis section reflects information in D&B's file as of March 8, 2018

D&B Viability Rating

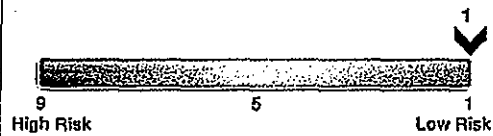
2

Viability Score



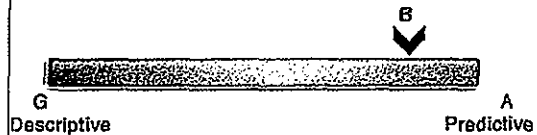
Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 2 have a probability of becoming no longer viable: 2%
- Percentage of businesses ranked 2: 4%
- Across all US businesses, the average probability of becoming no longer viable: 14%

1**Portfolio Comparison**

Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: **2%**
- Percentage of businesses ranked 1 within this model segment: **11%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B**Data Depth Indicator****Data Depth Indicator:**

Rich Firmographics
Extensive Commercial Trading Activity
Basic Financial Attributes

G**Company Profile**

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

Compared to ALL US Businesses within the D&B Database:

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

History & Operations**History**

The following information was reported: 10/25/2016

Officer(s):

KEITH LAAKE, PRES
DAVE SADLOCHA, V PRES-SEC

DIRECTOR(S):

THE OFFICER(S)

The New York Secretary of State's business registrations file showed that Cost Control Associates, Inc. was registered as a Corporation on December 06, 2000.

Business started 1991 by Keith Laake. 100% of capital stock is owned by officers.

KEITH LAAKE born 1956. 1991-present active here. Prior to Cost Control Associates, Inc. Keith was CFO for Economy Dry Goods and he was Senior Manager in Ernst & Young. He earned his B.B.A from Wisconsin University.

DAVE SADLOCHA born 1947. 1995-present active here. 1990-1995 employed by Brooks Fashions, New York, NY. Dave earned his B.S in Accounting Accounting from the State University of New York at Binghamton.

• Operations

10/25/2016

Description:

Provides management consulting services, specializing in public utilities (100%).

ADDITIONAL TELEPHONE NUMBER(S): Facsimile (Fax) 518 798-1735. Toll-Free 800 836-3787.

Has 100 account(s). Terms are Net 10 days. Sells to manufacturers, wholesale, non profit organizations, retail, commercial concerns and government. Territory : USCAN.

Nonseasonal.

Employees: 12 which includes officer(s) and 1 part-time.

Facilities: Owns 6,000 sq. ft. in a multi story frame building.

Location: Central business section on well traveled street.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

8742 0405 Public utilities consultant

NAICS:

541611 Administrative Management and General Management Consulting Services

Payments

PAYDEX®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 8 payment experiences as reported to D&B by trade references.

3 Month PAYDEX®

80 ▲

When weighted by dollar amount,
payments to suppliers average ON TERMS terms.

Based on payments collected over the last 3 months

24 Month PAYDEX®

80 ▲

When weighted by dollar amount,
payments to suppliers average ON TERMS terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then
approximately 100 of the company's payments are within
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)

Payments Summary

Total (Last 24 Months): 8

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
					31	30-80	81-90	90
Top Industries								
Electric services	2	\$750.00	\$500.00	100%	0	0	0	0
Misc business credit	2	\$750.00	\$250.00	100%	0	0	0	0
Telephone communictns	1	\$0.00	\$0.00	0%	0	0	0	0
Other Categories								
Cash experiences	3	\$150	\$50	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
Total in D&B's file	8	\$1,650	\$500	--	--	--	--	--

The highest Now Owes on file is \$500


The highest Past Due on file is \$0

There are 8 payment experience(s) in D&B's file for the most recent 24 months, with 3 experience(s) reported during the last three month period.

Payments Details

Total (Last 24 Months): 8

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/ (Mo.)
02/2018	(001)	\$50	\$0	\$0	Cash account	1 mo
01/2018	Ppt	--	\$500	\$0	--	1 mo
01/2018	Ppt	\$250	\$0	\$0	--	1 mo
10/2017	(004)	\$50	--	--	Cash account	1 mo
04/2017	(005)	\$50	--	--	Cash account	4-5 mos
03/2017	Ppt	\$500	\$500	\$0	--	1 mo
03/2017	Ppt	\$250	\$100	\$0	--	1 mo
01/2017	Ppt	--	\$0	\$0	--	6-12 mos

Payments Detail Key:  30 or more days beyond terms

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

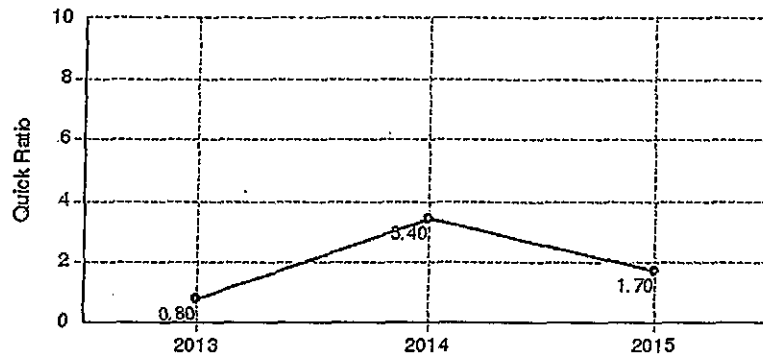
Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

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

Banking and Finance

Statement Update

Key Business Ratios from D&B



• This Company

Key Financial Comparisons

	2013(S)	2014(S)	2015(S)
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This Company's Operating Results Year Over Year

NETSALES	1,059,045.00	1,171,348.00	1,525,469.00
GROSSPROFIT	1,059,045.00	1,171,348.00	898,862.00
NETPROFITAFTERTAX	13,844.00	198,423.00	898,862.00
DIVIDENDS/WITHDRAWALS	NA	NA	NA
WORKINGCAPITAL	562,615.00	684,111.00	540,925.00

This Company's Assets Year Over Year

CASH	167,705.00	71,945.00	1,349.00
ACCOUNTSRECEIVABLE	NA	901,047.00	928,558.00
NOTESRECEIVABLE	NA	NA	NA
INVENTORY	NA	NA	NA
OTHERCURRENTASSETS	600,635.00	NA	143,500.00
TOTALCURRENTASSETS	768,340.00	972,992.00	1,073,407.00
FIXEDASSETS	NA	121,550.00	97,578.00
OTHERNON-CURRENTASSETS	205,725.00	139,968.00	NA
TOTALASSETS	974,065.00	1,234,510.00	1,170,985.00

This Company's Liabilities Year Over Year

ACCOUNTSPAYABLE	NA	53,234.00	84,277.00
BANKLOAN	NA	NA	NA
NOTESPAYABLE	NA	NA	NA
OTHERCURRENTLIABILITIES	205,725.00	235,647.00	448,205.00
TOTALCURRENTLIABILITIES	205,725.00	288,881.00	532,482.00
OTHERLONGTERMLIABILITIES	24,565.00	53,431.00	NA
DEFERREDCREDIT	NA	NA	NA
NETWORTH	743,775.00	892,198.00	638,503.00
TOTALOFLIABILITIESANDNETWORTH	974,065.00	1,234,510.00	1,170,985.00

Assets (\$)		Liabilities (\$)	
Cash	1349	Accts Pay	84277
Accts Rec	928558	Bank Loan	20296
Other Curr Assets	143500	Accruals	426147
		Other Curr Liabs	1762
		Current Liabs	532,482.00
Current Assets	1,073,407.00	CAPITAL STOCK	500
Fixt & Equip	97578	ADDIT. PD.-IN CAP	512722
		RETAINED EARNINGS	125281
		Total Liabilities	1,170,985.00
Total Assets	1,170,985.00		

From JAN 01 2015 to DEC 31 2015 annual sales \$1,525,469; cost of goods sold \$626,607. Gross profit \$898,862. Operating income \$898,862. Net income \$898,862.

Prepared from books without audit.

Explanations.

Key Business Ratios

FISCAL 2015-12-31

(Industry Median is based on this number of firms: 17.)

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	1.7	1.6	2
Current Ratio	2.0	2.2	3
Current Liabilities to Net Worth	83.4	47.1	1
Current Liabilities to Inventory	NA	999.9	NA
Total Current	83.4	51.1	1
Fixed Assets to Net Worth	15.3	4.5	1
Efficiency			
Collection Period	222.2	53.1	1
Inventory Turn Over	NA	999.9	NA
Sales to NWC	2.8	10.6	4
Acct Pay to Sales	5.5	4.2	1
Profitability			
Return on Sales	58.9	2.0	1
Return on Assets	76.8	7.2	1
Return on NetWorth	140.8	16.8	1

Public Filings

Summary

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

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	6	01/11/17

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.

Judgments

We currently don't have enough data to display this section

Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

Collateral: All Assets and proceeds - All Account(s) and proceeds - All General
 Intangibles(s) and proceeds
Type: Original
Sec.Party: NBT BANK, NATIONAL ASSOCIATION, NORWICH, NY
Debtor: COST CONTROL ASSOCIATES, INC.
Filing No.: 1204045386799
Filed With: SECRETARY, OF STATE/UCC DIVISION, ALBANY, NY
Date Filed: 04/04/12
Latest Info Received: 04/12/12

Type: Continuation
Sec.Party: NBT BANK, NATIONAL ASSOCIATION, NORWICH, NY
Debtor: COST CONTROL ASSOCIATES, INC.
Filing No.: 1701115042853
Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
Date Filed: 01/11/17
Latest Info Received: 02/10/17
Original Filing No.: 1204045386799
Original UCC Filed Date: 04/04/12

Type: Continuation
Sec.Party: GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS
 FALLS, NY
Debtor: LAAKE, KEITH D.
Filing No.: 0812036292127
Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
Date Filed: 12/03/08
Latest Info Received: 12/15/08

Original Filing No.: 99095967

Original UCC Filed Date: 05/13/99

Type: Continuation
Sec.Party: GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS
FALLS, NY
Debtor: COST CONTROL ASSOCIATES, INC.
Filing No.: 0703235314341
Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
Date Filed: 03/23/07
Latest Info Received: 04/09/07
Original Filing No.: 02213476
Original UCC Filed Date: 09/18/02

Type: Continuation
Sec.Party: GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS
FALLS, NY
Debtor: COST CONTROL ASSOCIATES, INC.
Filing No.: 0605155469216
Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
Date Filed: 05/15/06
Latest Info Received: 06/01/06
Original Filing No.: 01211282
Original UCC Filed Date: 10/31/01

Type: Original
Sec.Party: GLENS FALLS NATIONAL BANK AND TRUST COMPANY, GLENS
FALLS, NY
Debtor: COST CONTROL ASSOCIATES, INC.
Filing No.: 0602215169849
Filed With: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
Date Filed: 02/21/06
Latest Info Received: 03/21/06

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

Government Activity

Summary

Borrower (Dir/Guar): NO
Administrative Debt: NO
Contractor: NO
Grantee: NO
Party excluded
from federal program(s): NO
Possible Candidate:
Labor Surplus Area: N/A
Small Business: YES (2016)
8(A) Firm: N/A

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

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Special Events

10/16/2017

A Rating change has occurred on this company.

Corporate Linkage

Parent

Company Name

DUNS

City/State

COST CONTROL ASSOCIATES, INC.

79-332-2470

QUEENSBURY, NEW YORK

Exhibit C-8 Bankruptcy Information

None

Exhibit C-9 Merger Information

None

Exhibit C-10 Corporate Structure

Cost Control Associates, Inc. is a stand alone entity with no affiliate or subsidiary companies.