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To the PUCO Docketing Division,

Please include these exhibits as amendments to our application for Case # 20-1188-EL-AGG.  
Thank you.

Sincerely,  
Jim Mumm

2020 JUL 15 PM 1:20  
PUCO

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 DR Date Processed 7-15-20

**Exhibit C-5 "Forecasted Financial Statements" (Amendment for Case # 20-1188-EL-AGG)**

<b>Electricity</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>Projected Revenue</b>	\$ 250,000	\$ 425,000	\$ 640,000
<b>Expenses</b>	\$ 125,000	\$ 125,000	\$ 125,000
<b>Net Income</b>	\$ 125,000	\$ 300,000	\$ 515,000

It's very difficult to make these projections accurately, given the nature of the business. Our initial projected Ohio employee has sales targets (electricity) of \$250,000, \$425,000, and \$640,000 in 2020, 2021, and 2022, respectively. (These numbers are expressed as the total sales commissions to be received by the firm, over the entire life of the contract, for contracts signed during the year in question.) He's experienced in the industry. Will he hit the ball out of the court and do a lot more (we hope) or will he lag? Even then, will he sign lots of spot start contracts that begin cash flowing immediately, or will they be forward starting contracts that don't take effect until 18 months or more? There may be some of both, and so projecting revenues is difficult. We don't envision taking office space in Ohio at this time-- many SEG employees work from home-- but that could change if we're successful in the State. Annual expenses would thus initially be approximately \$125,000, although once again this could change significantly if we're successful in Ohio and hire additional personnel.

2014-17-09 Unit read credit report refresh Export\* Export\*\* TransUnion\* Compare All Can't wait? Refresh Now

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from Jul 13, 2020

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Accounts Summary		Overall Credit Usage		Debt Summary	
Open accounts	3			Credit card and credit line debt	\$13,937
Self-reported accounts	0			Self-reported account balances	\$0
Accounts ever late	0	25%		Loan debt	\$504,609
Closed accounts	0			III. Credit lines	\$54,894
Collection accounts	0			Collections debt	\$0
				Total debt	\$518,742

I certify that this is a true & accurate representation of my personal credit report as of July 14, 2020.

WILLIAM C ZACHAROV  
PARTNER