



Instructions for Competitive Retail Electric Service (CRES) Providers

- I. **Where to file:** Applications can be completed and submitted via the [PUCO Community](#). Paper applications, an original plus two copies, can be mailed to: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215-3793.
- II. **Case Number:** If Applicant is applying for any combination of broker and/or aggregator, the application must be filed with an “AGG” purpose code. If the application includes marketer and/or retail electric generation provider, then the purpose code must be “CRS”.
- III. **Renewal applications:** A certificate is valid for two years from the date of issuance. An application for renewal should be filed in the Applicant’s existing case number 30-90 days prior to the expiration date printed on the certificate.
- IV. **Confidentiality:** An applicant may file financial statement, forecasted financial statements, financial arrangements, credit ratings, and credit reports under seal. Confidentiality for other items must be requested in a motion filed in the docket. Motions for protective orders must be filed in accordance with Ohio Administrative Code [4901:1-24](#) and [4901:1-24](#).
- V. **Commission approval process:** The Commission approval process begins when the Commission’s Docketing Division receives and time/date stamps the application. An incomplete application may be suspended or rejected. An application that has been suspended an incomplete may cause delay in certification. The Commission may approve, suspend, or deny an application within 30 days. If no action is taken, the application is deemed automatically approved on the 31st day after the official filing date. Upon approval, the Commission will issue a numbered certificate that specifies the service(s) for which the applicant is certified and the dates for which the certificate is valid.
- VI. **Material change:** Providers are required to notify the Commission of any changes to the information provided in its most recent application within thirty days of the change.
- VII. **Governing law:** The certification and renewal of competitive providers is governed by Chapters [4901:1-21](#), [4901:1-24](#), [4901:1-27](#), [4901:1-28](#), and [4901:1-29](#) of the Ohio Administrative Code, and Sections [4928.08](#) and [4929.20](#) of the Ohio Revised Code.
- VIII. **Questions:** Questions regarding the application should be directed to CRES@puco.ohio.gov or CRNGS@puco.ohio.gov.

This page is for informational purposes and should not be filed with the application.



Case Number: _____ -EL- _____

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

A. Application Information

A-1. Provider Type.

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☐

Power Broker

☐

Power Marketer

☐

Retail Electric
Generation Provider

☐

A-2. Applicant's legal name and contact information.

Provide the name and contact information of the business entity.

Legal Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Website: _____

A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Website: _____

A-4. Names under which the applicant does business in North America.

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): _____

A-5. Contact person for regulatory matters.

Name: _____ Title: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Email: _____

A-6. Contact person for PUCO Staff use in investigating consumer complaints.

Name: _____ Title: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Email: _____

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

Street Address: _____

City: _____ State: _____ Zip: _____

Toll-free

Telephone: _____ Email: _____

A-8. Applicant's federal employer identification number.

FEIN: _____

A-9. Applicant's form of ownership (select one).

Sole Proprietorship

☐

Limited Liability
Partnership (LLP)

☐

Corporation

☐

Partnership

☐

Limited Liability
Company (LLC)

☐

Other: _____

A-10. Identify current or proposed service areas.

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection:

AEP Ohio

☐

DP&L

☐

Duke Energy Ohio

☐

FirstEnergy – Cleveland
Electric Illuminating

☐

FirstEnergy – Ohio
Edison

☐

FirstEnergy – Toledo
Edison

☐

Class of customer selection:

Commercial

☐

Industrial

☐

Mercantile

☐

Residential

☐

A-11. Start Date.

Indicate the approximate start date the applicant began/will begin offering services.

Date: _____

A-12. Principal officers, directors and partners.

Please provide an attachment for all contacts that should be listed as an officer, director or partner.

A-13. Company history.

Provide an attachment with a concise description of the applicant's company history and principal business interests.

A-14. Secretary of State.

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

B. Managerial Capability

Provide a response or attachment for each of the sections below.

B-1. Jurisdiction of operations.

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

B-2. Experience and plans.

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections [4928.10](#) and/or [4929.22](#) of the Ohio Revised Code.

B-3. Disclosure of liabilities and investigations.

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

B-4. Disclosure of consumer protection violations.

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☐

B-5. Disclosure of certification denial, curtailment, suspension, or revocation.

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years? If yes, attach a document detailing the information.

Yes

☐

No

☐

B-6. Environmental disclosure.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See [4901:1-21-09](#) of the Ohio Administrative Code for additional details of this requirement.

C. Financial Capability

Provide a response or attachment for each of the sections below.

C-1. Financial reporting.

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

C-3. Forecasted financial statements.

Provide two years of forecasted income statements based solely on the applicant's anticipated business activities in the state of Ohio.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in business activities only in the state of Ohio for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

C-4. Credit rating.

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 "Not Rated".

C-5. Credit report.

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

C-6. Bankruptcy information.

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☐

C-7. Merger information.

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☐

C-8. Corporate structure.

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

D-3. FERC power marketer authorization.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide the FERC docket granting the applicant power marketer authority.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.

Signature

CEO

Title

NOVEMBER 25, 2020

Date

Competitive Retail Electric Service Affidavit

County of CHESTER :

State of PENNSYLVANIA :

LEN CHYLACK , Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections [4905.10\(A\)](#), [4911.18\(A\)](#), and [4928.06\(F\)](#), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections [4905.10](#), [4911.18](#), and [4928.06\(F\)](#), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to [Title 49](#), Ohio Revised Code.
5. The applicant 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 will fully comply with Section [4928.09](#), Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant 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.
9. The applicant 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, 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.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the 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 consumer complaints.

12. The facts set forth above are true and accurate 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.
13. Affiant further sayeth naught.


Signature of Affiant & Title

Sworn and subscribed before me this 25th day of NOVEMBER, 2020
Month Year


Signature of official administering oath

Len Chylack, CEO
Print Name and Title

Commonwealth of Pennsylvania - Notary Seal
CLAUDINE SPIRON, Notary Public
Chester County
My Commission Expires February 15, 2024
Commission Number 1239864

My commission expires on FEBRUARY 15, 2024

Exhibit A-12, Principal Officers, Directors & Partners

Len D Chylack, CEO
1122 Nottingham Drive
West Chester, PA 19380
610-692-6544

Len A Chylack, President
2019 Fawn Lane
Romansville, PA 19320
610-517-3362

Catherine Chylack, Secretary
1122 Nottingham Drive
West Chester, PA 19380
610-692-6544

Exhibit A-13, Company History

AUI Associates, Inc. (AUI) has been an energy leader in the natural gas industry since 1994. As a retail marketer of Energy, AUI has a proven history of experience which allows us to offer our clients the most cost-effective programs in the industry. AUI works with our clients to design a strategy that allows their business to take full advantage of the deregulated energy markets.

AUI's customers were the first PECO firm customers to start saving back in 1994! AUI's original gas customers are still with us strong today, 20 years later. AUI's aggregation expertise allows customers to achieve saving discounts that the largest users enjoy.

AUI's customers were the first to save on PECO's "Lvt" low volume transportation back in 2001.

AUI has been through the lows of the early 1990's to the runaway high's starting after 9/11, peaking post "Katrina", then back to the lows with the recent "shale" gas boom and the latest December 2013 to February 2014 weather related spike in prices. AUI possesses the expertise and experience to utilize the best tools to manage this volatile market expense.

AUI's electric deregulation experience goes back to 1998! AUI was heavily involved in Pennsylvania's 1st electric deregulation phase in the late 1990's to early 2000.

AUI works with our clients to design a strategy that allows their business model to take full advantage of the deregulated energy markets.

Thu Nov 19 2020

Entity#: 2317832
Filing Type: FOREIGN CORPORATION
Original Filing Date: 08/08/2014
Location: --
Business Name: AUI ASSOCIATES, INC.

Status: Active
Exp. Date: -

Agent/Registrant Information

NORTHWEST REGISTERED AGENT SERVICE, INC.
6545 MARKET AVENUE N.
SUITE 100
NORTH CANTON OH 44721
04/09/2015
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	08/08/2014	201422401576
FOREIGN/AGENT CHANGE OF ADDRESS	04/09/2015	201510000396

**UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF SECRETARY OF STATE**

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.



*Witness my hand and the seal of the
Secretary of State at Columbus,
Ohio this 19th of November, A.D. 2020*

Ohio Secretary of State

A handwritten signature in blue ink, reading "Frank LaRose".

Exhibit B-1 “Jurisdictions of Operations”

AUI Associates, Inc is licensed to provide retail electric services in Delaware, Maryland, Massachusetts, New Jersey, Ohio and Pennsylvania

Exhibit B-2 “Experience & Plans”

Len A Chylack and Len D Chylack, founders of AUI Associates, Inc., have been in the energy business since 1900 and have been a pioneer and leader creating retail electric and natural gas service programs that have provided saving for our clients through a variety of energy programs.

Len D Chylack considers our clientele to be energy partners. Our goal is to provide efficient, reliable and cost effective energy supply.

Len D Chylack and AUI Associates, Inc., began aggregating small natural gas customers’ usage together in 1994 to meet PECO Energy’s minimum usage requirements for individual customers’ gas transportation tariff.

AUI Associates, Inc. has provided deregulated energy service to diners, restaurants, churches, hotels chains and municipalities.

Exhibit B-3 “Disclosure of liabilities and investigations”

N/A

Exhibit B-4 “Disclosure of consumer protection violations”

N/A

Form **1120**
Department of the Treasury
Internal Revenue Service

U.S. Corporation Income Tax Return

OMB No. 1545-0123

2018

For calendar year 2018 or tax year beginning _____, ending _____
Go to www.irs.gov/Form1120 for instructions and the latest information.

- A Check if:**
- 1a Consolidated return (attach Form 851) ☐
 - b Life/nonlife consolidated return ☐
 - 2 Personal holding co. (attach Sch. PH) ☐
 - 3 Personal service corp. (see instructions) ☐
 - 4 Schedule M-3 attached ☐

TYPE OR PRINT	Name AUI ASSOCIATES, INC.
	Number, street, and room or suite no. If a P.O. box, see instructions. 1122 NOTTINGHAM DR
	City or town, state, or province, country, and ZIP or foreign postal code WEST CHESTER PA 19380-4055

B Employer identification number 23-2645141
C Date incorporated 09/13/1991
D Total assets (see instructions) \$ 131,850

E Check if: (1) ☐ Initial return (2) ☐ Final return (3) ☐ Name change (4) ☐ Address change

Income	1a Gross receipts or sales	1a	1,456,411	
	b Returns and allowances	1b		
	c Balance. Subtract line 1b from line 1a	1c	1,456,411	
	2 Cost of goods sold (attach Form 1125-A)	2		
	3 Gross profit. Subtract line 2 from line 1c	3	1,456,411	
	4 Dividends and inclusions (Schedule C, line 23, column (a))	4	1,912	
	5 Interest	5	332	
	6 Gross rents	6		
	7 Gross royalties	7		
	8 Capital gain net income (attach Schedule D (Form 1120))	8		
	9 Net gain or (loss) from Form 4797, Part II, line 17 (attach Form 4797)	9		
10 Other income (see instructions—attach statement)	10			
11 Total income. Add lines 3 through 10	11	1,458,655		
Deductions (See instructions for limitations on deductions.)	12 Compensation of officers (see instructions—attach Form 1125-E)	12	360,000	
	13 Salaries and wages (less employment credits)	13		
	14 Repairs and maintenance	14		
	15 Bad debts	15		
	16 Rents	16		
	17 Taxes and licenses	17	27,108	
	18 Interest (see instructions)	18	1,488	
	19 Charitable contributions	19		
	20 Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)	20	16,478	
	21 Depletion	21		
	22 Advertising	22	7,703	
	23 Pension, profit-sharing, etc., plans	23	71,250	
	24 Employee benefit programs	24	49,660	
	25 Reserved for future use	25		
	26 Other deductions (attach statement) SEE STMT 1	26	915,893	
	27 Total deductions. Add lines 12 through 26	27	1,449,580	
	28 Taxable income before net operating loss deduction and special deductions. Subtract line 27 from line 11	28	9,075	
29a Net operating loss deduction (see instructions)	29a			
b Special deductions (Schedule C, line 24, column (c))	29b			
c Add lines 29a and 29b	29c			
Tax, Refundable Credits, and Payments	30 Taxable income. Subtract line 29c from line 28. See instructions	30	9,075	
	31 Total tax (Schedule J, Part I, line 11)	31	1,906	
	32 2018 net 965 tax liability paid (Schedule J, Part II, line 12)	32	0	
	33 Total payments, credits, and section 965 net tax liability (Schedule J, Part III, line 23)	33	725	
	34 Estimated tax penalty. See instructions. Check if Form 2220 is attached <input checked="" type="checkbox"/>	34	34	
	35 Amount owed. If line 33 is smaller than the total of lines 31, 32, and 34, enter amount owed	35	1,215	
	36 Overpayment. If line 33 is larger than the total of lines 31, 32, and 34, enter amount overpaid	36		
	37 Enter amount from line 36 you want: Credited to 2019 estimated tax <input type="checkbox"/> Refunded <input type="checkbox"/>	37		

Sign Here Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge. May the IRS discuss this return with the preparer shown below? See instructions. ☐ Yes ☒ No

Paid Preparer Use Only	Signature of officer LEONARD A CHYLACK	Date	VICE-PRESIDENT
	Print/Type preparer's name DONNA L. URIAN, CPA	Preparer's signature DONNA L. URIAN, CPA	
	Firm's name FISCHER CUNNANE & ASSOCIATES, LTD	Firm's EIN 23-3060583	
	Firm's address 11 TURNER LN WEST CHESTER, PA 19380-4805	Phone no. 610-431-1003	

Schedule L Balance Sheets per Books		Beginning of tax year		End of tax year	
Assets		(a)	(b)	(c)	(d)
1	Cash		94,714		114,314
2a	Trade notes and accounts receivable				
b	Less allowance for bad debts				
3	Inventories				
4	U.S. government obligations				
5	Tax-exempt securities (see instructions)				
6	Other current assets (att. stmt.) STMT 2		4,000		4,000
7	Loans to shareholders		12,014		12,014
8	Mortgage and real estate loans				
9	Other investments (attach stmt.)				
10a	Buildings and other depreciable assets	223,413		238,877	
b	Less accumulated depreciation	220,877	2,536	237,355	1,522
11a	Depletable assets				
b	Less accumulated depletion				
12	Land (net of any amortization)				
13a	Intangible assets (amortizable only)	11,000		11,000	
b	Less accumulated amortization	11,000	0	11,000	0
14	Other assets (attach stmt.)				
15	Total assets		113,264		131,850
Liabilities and Shareholders' Equity					
16	Accounts payable				
17	Mortgages, notes, bonds payable in less than 1 year				
18	Other current liabilities (att. stmt.) STMT 3		56,097		66,426
19	Loans from shareholders		2,284		2,284
20	Mortgages, notes, bonds payable in 1 year or more		17,823		17,794
21	Other liabilities (attach statement)				
22	Capital stock: a Preferred stock				
	b Common stock	1,000	1,000	1,000	1,000
23	Additional paid-in capital				
24	Retained earnings—Appropriated (att. stmt.)				
25	Retained earnings—Unappropriated		36,060		44,346
26	Adjustments to SH equity (att. stmt.)				
27	Less cost of treasury stock				
28	Total liabilities and shareholders' equity		113,264		131,850

Schedule M-1 Reconciliation of Income (Loss) per Books With Income per Return		
Note: The corporation may be required to file Schedule M-3. See instructions.		
1	Net income (loss) per books	8,286
2	Federal income tax per books	
3	Excess of capital losses over capital gains	
4	Income subject to tax not recorded on books this year (itemize): STMT 4	332
5	Expenses recorded on books this year not deducted on this return (itemize):	
a	Depreciation	\$
b	Charitable contributions	\$
c	Travel and entertainment	\$ 457
6	Add lines 1 through 5	9,075
7	Income recorded on books this year not included on this return (itemize):	
	Tax-exempt interest	\$
8	Deductions on this return not charged against book income this year (itemize):	
a	Depreciation	\$
b	Charitable contributions	\$
9	Add lines 7 and 8	
10	Income (page 1, line 28)—line 6 less line 9	9,075

Schedule M-2 Analysis of Unappropriated Retained Earnings per Books (Line 25, Schedule L)		
1	Balance at beginning of year	36,060
2	Net income (loss) per books	8,286
3	Other increases (itemize):	
4	Add lines 1, 2, and 3	44,346
5	Distributions: a Cash	
	b Stock	
	c Property	
6	Other decreases (itemize):	
7	Add lines 5 and 6	
8	Balance at end of year (line 4 less line 7)	44,346

U.S. Corporation Income Tax Return

For calendar year 2019 or tax year beginning

ending

OMB No. 1545-0123

Go to www.irs.gov/Form1120 for instructions and the latest information.

2019

- A Check if:**
- 1a Consolidated return (attach Form 851) ☐
- b Life/nonlife consolidated return ☐
- 2 Personal holding co. (attach Sch. PH) ☐
- 3 Personal service corp. (see instructions) ☐
- 4 Schedule M-3 attached ☐

TYPE
OR
PRINT

Name
AUI ASSOCIATES, INC.

Number, street, and room or suite no. If a P.O. box, see instructions.

1122 NOTTINGHAM DR

City or town, state, or province, country, and ZIP or foreign postal code

WEST CHESTER

PA 19380-4055

B Employer identification number
23-2645141

C Date incorporated
09/13/1991

D Total assets (see instructions)
\$ **180,310**

E Check if: (1) Initial return (2) Final return (3) Name change (4) Address change

Income	1a Gross receipts or sales	1a	1,593,394	
	b Returns and allowances	1b		
	c Balance. Subtract line 1b from line 1a	1c	1,593,394	
	2 Cost of goods sold (attach Form 1125-A)	2		
	3 Gross profit. Subtract line 2 from line 1c	3	1,593,394	
	4 Dividends and inclusions (Schedule C, line 23)	4	2,585	
	5 Interest	5	193	
	6 Gross rents	6		
	7 Gross royalties	7		
	8 Capital gain net income (attach Schedule D (Form 1120))	8	11,607	
	9 Net gain or (loss) from Form 4797, Part II, line 17 (attach Form 4797)	9		
10 Other income (see instructions—attach statement)	10			
11 Total income. Add lines 3 through 10	11	1,607,779		
Deductions (See instructions for limitations on deductions.)	12 Compensation of officers (see instructions—attach Form 1125-E)	12	370,000	
	13 Salaries and wages (less employment credits)	13		
	14 Repairs and maintenance	14	1,422	
	15 Bad debts	15		
	16 Rents	16		
	17 Taxes and licenses	17	27,781	
	18 Interest (see instructions)	18	799	
	19 Charitable contributions	19		
	20 Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)	20	17,145	
	21 Depletion	21		
	22 Advertising	22	9,156	
	23 Pension, profit-sharing, etc., plans	23	69,150	
	24 Employee benefit programs	24	48,073	
	25 Reserved for future use	25		
	26 Other deductions (attach statement)	26	1,009,470	
	27 Total deductions. Add lines 12 through 26	27	1,552,996	
	28 Taxable income before net operating loss deduction and special deductions. Subtract line 27 from line 11	28	54,783	
Tax, Refundable Credits, and Payments	29a Net operating loss deduction (see instructions)	29a		
	b Special deductions (Schedule C, line 24)	29b		
	c Add lines 29a and 29b	29c		
30 Taxable income. Subtract line 29c from line 28. See instructions	30	54,783		
31 Total tax (Schedule J, Part I, line 11)	31	11,504		
32 2019 net 965 tax liability paid (Schedule J, Part II, line 12)	32	0		
33 Total payments, credits, and section 965 net tax liability (Schedule J, Part III, line 23)	33	3,000		
34 Estimated tax penalty. See instructions. Check if Form 2220 is attached	34			
35 Amount owed. If line 33 is smaller than the total of lines 31, 32, and 34, enter amount owed	35	8,504		
36 Overpayment. If line 33 is larger than the total of lines 31, 32, and 34, enter amount overpaid	36			
37 Enter amount from line 36 you want: Credited to 2020 estimated tax	37			

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

May the IRS discuss this return with the preparer shown below? See instructions. Yes ☐ No ☒

Sign Here

Signature of officer **LEONARD A CHYLACK**

Date

VICE-PRESIDENT

Title

Paid

Preparer Use Only

Print/Type preparer's name

DONNA L. URIAN, CPA

Preparer's signature

DONNA L. URIAN, CPA

Date

09/28/20

Check ☐ if self-employed

PTIN

P00368246

Firm's name

FISCHER CUNNANE & ASSOCIATES, LTD

Firm's EIN

23-3060583

Firm's address

11 TURNER LN

WEST CHESTER, PA

19380-4805

Phone no.

610-431-1003

Schedule L Balance Sheets per Books		Beginning of tax year		End of tax year	
Assets		(a)	(b)	(c)	(d)
1	Cash		114,314		163,789
2a	Trade notes and accounts receivable				
b	Less allowance for bad debts				
3	Inventories				
4	U.S. government obligations				
5	Tax-exempt securities (see instructions)				
6	Other current assets (att. stmt.) STMT 3		4,000		4,000
7	Loans to shareholders		12,014		12,014
8	Mortgage and real estate loans				
9	Other investments (attach stmt.)				
10a	Buildings and other depreciable assets	238,877		255,007	
b	Less accumulated depreciation	237,355	1,522	254,500	507
11a	Depletable assets				
b	Less accumulated depletion				
12	Land (net of any amortization)				
13a	Intangible assets (amortizable only)	11,000		11,000	
b	Less accumulated amortization	11,000	0	11,000	0
14	Other assets (attach stmt.)				
15	Total assets		131,850		180,310
Liabilities and Shareholders' Equity					
16	Accounts payable				
17	Mortgages, notes, bonds payable in less than 1 year				
18	Other current liabilities (att. stmt.) STMT 4		66,426		54,668
19	Loans from shareholders		2,284		2,284
20	Mortgages, notes, bonds payable in 1 year or more		17,794		28,113
21	Other liabilities (attach statement)				
22	Capital stock: a Preferred stock				
b	Common stock	1,000	1,000	1,000	1,000
23	Additional paid-in capital				
24	Retained earnings—Appropriated (att. stmt.)				
25	Retained earnings—Unappropriated		44,346		94,245
26	Adjustments to SH equity (att. stmt.)				
27	Less cost of treasury stock				
28	Total liabilities and shareholders' equity		131,850		180,310

Schedule M-1

Reconciliation of Income (Loss) per Books With Income per Return

Note: The corporation may be required to file Schedule M-3. See instructions.

1	Net income (loss) per books	49,899	7	Income recorded on books this year not included on this return (itemize):	
2	Federal income tax per books	4,181		Tax-exempt interest \$	
3	Excess of capital losses over capital gains				
4	Income subject to tax not recorded on books this year (itemize): STMT 5	193	8	Deductions on this return not charged against book income this year (itemize):	
5	Expenses recorded on books this year not deducted on this return (itemize):		a	Depreciation	\$
a	Depreciation	\$	b	Charitable contributions	\$
b	Charitable contributions	\$			
c	Travel and entertainment	\$ 408	9	Add lines 7 and 8	
STMT 6		102			
6	Add lines 1 through 5	54,783	10	Income (page 1, line 28)—line 6 less line 9	54,783

Schedule M-2 Analysis of Unappropriated Retained Earnings per Books (Line 25, Schedule L)		
1	Balance at beginning of year	44,346
2	Net income (loss) per books	49,899
3	Other increases (itemize):	
4	Add lines 1, 2, and 3	94,245
5	Distributions: a Cash	
b	Stock	
c	Property	
6	Other decreases (itemize):	
7	Add lines 5 and 6	
8	Balance at end of year (line 4 less line 7)	94,245

AUI Associates, Inc Projected Cash Flow

November 15, 2020

	<u>2021</u>	<u>2022</u>
	<u>Jan - Dec</u>	<u>Jan - Dec</u>
Ohio Electric Revenue	18,500	20,000
Expenses	8,600	9,700
Net Income	9,900	10,300

Financial Forecast

C-4 "Credit Rating"



Business Information Report Now with NEW Features

AUI ASSOCIATES, INC. AUI ASSOCIATES, INC.

D-U-N-S® Number 17-190-2364

- Print Entire Report
- E-mail Report
- Save Text Report
- Save HTML Report

Report Printed: June 25, 2014
In Date

Overview

History & Operations

Payments

Banking & Finance

Public Filings

OVERVIEW

- [Business Summary](#)
- [Summary Analysis](#)
- [Viability Rating Analysis](#)
- [Customer Service](#)

HISTORY & OPERATIONS

- [History](#)
- [Business Registration](#)
- [Operations](#)
- [SIC & NAICS](#)

PAYMENTS

- [D&B PAYDEX](#)
- [Payment Summary](#)
- [Payment Details](#)

BANKING & FINANCE

- [Finance](#)

PUBLIC FILINGS

- [Government Activity](#)

WEB RESOURCES

- [Business's Web Site](#)

OVERVIEW

- [Business Summary](#)
- [Summary Analysis](#)
- [Viability Rating Analysis](#)
- [Customer Service](#)

HISTORY & OPERATIONS

- [History](#)
- [Business Registration](#)
- [Operations](#)
- [SIC & NAICS](#)

PAYMENTS

- [D&B PAYDEX](#)
- [Payment Summary](#)
- [Payment Details](#)

BANKING & FINANCE

- [Finance](#)

PUBLIC FILINGS

- [Government Activity](#)

WEB RESOURCES

- [Business's Web Site](#)

BUSINESS SUMMARY

[About Business Summary](#)

AUI ASSOCIATES, INC.

GLOBAL ENERGY RESOURCES
1122 Nottingham Dr
West Chester, PA 19380

This is a **single** location.

Web site: www.globalenergyresources.com

Telephone: 610 692-6544

Fax: 610 692-4411

Chief executive: LEONARD CHYLACK SR, PRES

Year started: 1991

Employs: 4

History: INCOMPLETE

[Jump to: Finance Section](#)

SIC: 8742

[Jump to: SIC & NAICS Section](#)

Line of business: Management consulting services

Now Included with this Report

NEW!

D&B's Credit Limit Recommendation

How much credit should you extend to this business?

[Learn More](#)

[View Now](#)

Payment Trends Profile

Enhanced payment trends and industry benchmarks for this business.

[Learn More](#)

[View Now](#)

D-U-N-S Number: 17-190-2364

D&B Rating: --

[Jump to: Summary Analysis Section](#)

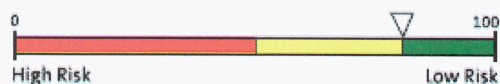
D&B Viability Rating: 21CK

[Jump to: Viability Rating Analysis Section](#)

D&B PAYDEX®:

D&B PAYDEX: 80

When weighted by dollar amount, payments to suppliers average generally within 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)

[Jump to: Payments Section](#)

SUMMARY ANALYSIS

[About Summary Analysis](#)

[Overview](#)[History & Operations](#)[Payments](#)[Banking & Finance](#)[Public Filings](#)

This report is prepared and provided under contract for the exclusive use of Len Chylack, AUI Associates, Inc.
This report may not be reproduced in whole or in part by any means of reproduction.

[Print Entire Report](#)[E-mail Report](#)[Save Text Report](#)[Save HTML Report](#)

history information. For more information, see the [D&B Rating Key](#).

Below is an overview of the company's rating history since 10/17/12:

D&B Rating	Date Applied
--	10/17/12

The Summary Analysis section reflects information in D&B's file as of June 23, 2014.

VIABILITY RATING ANALYSIS

[About Viability Rating Analysis](#)

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.

D&B VIABILITY RATING: 21CK

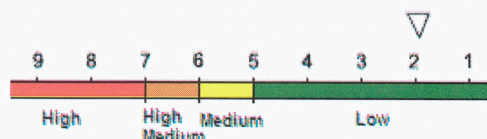
D&B VIABILITY RATING COMPONENTS:

VIABILITY SCORE:

Viability Score is the first of four components within the D&B Viability Rating. It is a high-level risk indicator that assesses the probability that a company will no longer be in business within the next 12 months, compared to all US businesses within the D&B database. A business is no longer viable when it goes out of business, becomes dormant/ inactive or files for bankruptcy. The ranking ranges from 1 to 9 where 9 reflects the highest probability of becoming no longer viable and 1 reflects the lowest probability.

NOTE: The Viability Score is best used when ranking all businesses within your portfolio based on the probability of becoming no longer viable.

Viability Score: 2



Compared to ALL US Business within D&B Database:

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

PORTFOLIO COMPARISON:

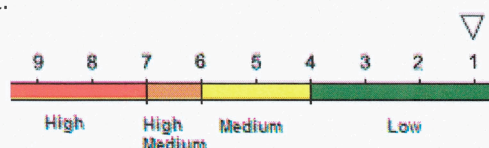
Portfolio Comparison is the second of four components within the D&B Viability Rating. Portfolio Comparison is a more detailed risk indicator that assesses the viability of a company compared to similar businesses within the same model segment which are determined by the amount and type of data available. A business is no longer viable when it goes out of business, becomes dormant/ inactive or files for bankruptcy. Every business within the D&B database falls into 1 of the following 4 profile segments:

1. Available Financial Data.
2. Established Trade Payments.
3. Limited trade Payments.
4. Firmographics and Business Activity.

The Portfolio Comparison ranking ranges from 1 to 9 where 9 reflects the highest probability of becoming no longer viable and 1 reflects the lowest probability.

NOTE: The Portfolio Comparison is best used when analyzing the individual risk level of a company compared to businesses within the same profile segment.

Portfolio Comparison: 1



Compared to all Business within the same MODEL SEGMENT:

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

DATA DEPTH INDICATOR:

Data Depth Indicator is the third of four components within the D&B Viability Rating. The Depth of Data Indicator presents the level of data available for a company. Data depth assists in the assessment of whether a company will no longer be viable and includes the following:

1. Financial Attributes.
2. Commercial Trading Activity.
3. Firmographics.

The level of data is represented by a letter on a scale of A - G where A reflects the greatest level of predictive data to make a highly reliable assessment of company viability, and G reflects a minimal level of data which can be considered descriptive. The more comprehensive the data, the more precise the overall D&B Viability Rating becomes. If a company has been placed in the Special Category, a letter ranging from H-M will be assigned to identify the specific reason.

Data Depth: C**Data Depth Indicator Details:**

- Rich Firmographics
- Extensive Commercial Trading Activity
- No 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>

COMPANY PROFILE:

Company Profile is the fourth of four components within the D&B Viability Rating. The Company Profile describes a company based on a combination of 4 categories:

1. Financial Data.
2. Trade Payments.
3. Company Size.
4. Years in Business.

A company is characterized by a letter which ranges from A - X; with each letter representing a combination of the 4 categories that make up the company's profile. For example, A describes a company with a comprehensive level data, which has been in business 5+ years, with 50+ employees or \$500K+ in Sales, while X reflects a company with a minimal data, in business < 5 years, with < 10 employees or < \$10K in Sales. Y and Z reflect a Branch and Subsidiary, respectively.

Company Profile: K**Company Profile Details:**

- **Financial Data:**Not Available
- **Trade Payments :** Available: 3+Trade
- **Business Size:** Small: Employees: <10 or Sales: <\$10K or Missing
- **Years in Business:**Established (Established: 5+)

CUSTOMER SERVICE


 Need help? Call Customer Service at (800) 932-0025, Monday through Friday, 8:00 AM to 6:00 PM Local Time.

Exhibit C-4 “Financial Arrangements”

N/A

Exhibit C-5 “Forecasted Financial Statements”

See attached

Exhibit C-6 “Credit Rating”

See attached

Exhibit C-7 “Credit Report”

See attached

Exhibit C-8 “Bankruptcy Information”

N/A

Exhibit C-9 “Merger Information”

N/A

Exhibit C-10 “Corporate Structure”

AUI Associates, Inc is a standalone entity with no affiliated or subsidiary companies

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

12/4/2020 3:22:44 PM

in

Case No(s). 18-1694-EL-AGG

Summary: Application AUI Associates, Inc - Renewal Application - 19-1370E - 18-1694-EL-AGG electronically filed by Mr. Greg Scheffler on behalf of AUI Associates, Inc