

DIS Case Number: 18-1184-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☐ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: Energy Management Solutions, Inc.

Country: United States

Phone: 19527677450 **Extension (if applicable):**

Street: 684 Excelsior Blvd, Ste 200

Website (if any): www.emsenergy.com

City: Excelsior

Province/State: MN

Postal Code: 55331

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	Type	Address	Active?	Proof
Energy Management Solutions, Inc.	Official Name	684 Excelsior Blvd Ste 200 Excelsior, MN 55331	Yes	File

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
Energy Management Solutions, Inc.	Official Name	684 Excelsior Blvd Ste 200 Excelsior, MN 55331	Yes	File



A-5. Contact person for regulatory matters

Gary Swanson
684 Excelsior Blvd, Ste. 200
Excelsior, MN 55331
US
gswanson@emsenergy.com
9527677450

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

Gary Swanson
684 Excelsior Blvd, Ste. 200
Excelsior, MN 55331
US
gswanson@emsenergy.com
9527677450

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

Phone: 8552963669	Extension (if applicable):	Country: United States
Fax: 952-556-9171	Extension (if applicable): 2102	Street: 684 Excelsior Blvd, Ste 200
Email: gswanson@emsenergy.com	City: Excelsior	Province/State: MN
	Postal Code: 55331	

A-8. Applicant's federal employer identification number

41-1907853

A-9. Applicant's form of ownership

Form of ownership: Corporation

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

Columbia Gas of Ohio
Dominion Energy Ohio
Duke Energy Ohio
Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 12-15-2020

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
Gary Swanson	gswanson@emsenergy.com	Pres	684 Excelsior Blvd, Ste. 200 Excelsior, MN 55331 US

A-13. Company history

- Energy Management Solutions, Inc. is a merger of two companies – Matt Haley & Associates, Inc. which was incorporated in 1998 and Energy Management Solutions, LLC.
- EMS is an independent provider of energy management services, uniquely qualified to help companies identify, prioritize and implement strategies that will conserve energy, lower utility bills and improve their bottom line.
- The EMS team of energy auditors, analysts, engineers and specialists knows how to optimize energy usage. EMS works with businesses of all types and sizes in the United States and internationally, sharing proven energy-saving methods.



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- EMS helps identify conservation opportunities, maximizing utility rebates and grant programs, accessing free or low-cost energy auditing services, and even procures carbon credits.
- EMS is skilled at negotiating the best utility rates available. We also analyze and recommend alternative energy solutions to hedge against rising energy costs and market volatility.
- The EMS team has worked with many companies over the years to procure energy where regulations allow.

A-14. Secretary of State

Secretary of State Link:

A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Gary Swanson
684 Excelsior Blvd, Ste. 200
Excelsior, MN 55331
US
gswanson@emsenergy.com
9527677450

Section B: Applicant Managerial Capability and Experience

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..

Jurisdiction of Operation: EMS is certified as a Competitive Retail Electric Service Provider who may provide aggregation and power broker services within the state of Ohio.



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.

Application Experience and Plan Description: The professional career of the owner of EMS spans over 29 years, with more than 15 years in ownership and senior management positions at companies dedicated to energy auditing, procurement and consulting. Gary Swanson has personally audited or overseen the audits performed at more than 10,000 facilities helping industrial clients save more than \$500,000,000 in energy costs.

All EMS customers are required to sign a written contract before services begin. We have attached a sample contract on the following pages. Based on the contract agreement, customers receive a monthly statement or are invoiced for a percentage of rebates after they have received payment.

The EMS office is open Monday through Friday from 8 a.m. to 5 p.m. Calls are answered and forwarded to the appropriate staff member. If there are any complaints they are directed to the owner that same day.

In Ohio, we will contact industrial and commercial customers offering assistance with procurement, demand response, rebates and energy conservation. Along with this service we will help them with the deregulated energy markets by serving as their power broker and/or aggregator.

Many of our existing customers are looking for help exploring options for energy sources in the open market. It is very important for them to have options to lock in energy prices for the future.

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..

Liability and Investigations Disclosures: There are none.

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?

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?

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload 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.

Does not apply

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.

Preferred to file this information confidentially

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.

Preferred to file confidentially

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



Public Utilities Commission

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'.

File(s) attached

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.

File(s) attached

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?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

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?

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.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

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

Operations Description: Energy Management Solutions, Inc. (EMS), is an independent provider of energy management services, uniquely qualified to help companies identify, prioritize, and implement strategies that will conserve energy, lower utility bills, and improve their bottom line.

Our expert team of energy auditors, analysts, engineers, and specialists know how to optimize energy usage. We work with businesses of all types and sizes in the United States and beyond, sharing proven energy-saving methods and tactics. We help to identify conservation opportunities, maximize utility rebates and grant programs, access free or low-cost energy auditing services, and even procure carbon credits.

EMS is skilled at negotiating the best utility rates available so our customers don't pay more for energy than necessary. We also analyze and recommend alternative energy solutions to hedge against rising energy costs and market volatility.

We work with our customers to gather specific information and customize an energy-supply solution unique to their business:

- Identify and implement renewable energy solutions
- Review tariffs, utility bills
- Assess procurement options
- Develop requests for proposals from providers

- Negotiate utility rates and infrastructure costs

D-2. Operations Expertise & Key Technical Personnel



Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

Operations Expertise & Personnel Description: Key Management

Gary A. Swanson, PE, President/CEO, has more than 28 years of professional experience, including over 20 years in ownership and senior management positions at companies dedicated to energy auditing and consulting. Swanson founded EMS in January 2005 as a spin-off of U. S. Energy Services of Wayzata, Minnesota, where he served as vice president of energy demand management. Throughout his career, he has conducted or overseen more than 10,000 facility audits, saving clients more than \$600,000,000 in energy costs. He is a frequent presenter and conference speaker on energy-related topics, earning a national reputation for his expertise in this dynamic industry.

- Served as a principal and president of Energy & Environmental Consulting Engineers of Minneapolis, Minnesota, and principal and vice president of Associated Consultants Engineers of Plymouth, Minnesota
- Licensed as a professional engineer in Minnesota, Iowa and Ohio
- Member of the Association of Energy Engineers (AEE)
- Holds a Bachelor of Science degree in Mechanical Engineering from the University of Minnesota

Mark Goudreault, Senior Energy Engineer, has 6 years of engineering experience working within the energy industry throughout the US. Mark has a background in industrial energy efficiency audits and has been a Key Technical Expert providing product information operating training.

- Member of the American Society of Mechanical Engineers (ASME)
- Experience working with the Industrial Assessment Center and Anemometer Loan Program provided by the Department of Energy
- Holds a Bachelor of Science degree in Mechanical Engineering from Colorado State University

AJ Butterfield, Energy Engineer, has 2 years of engineering experience working in the renewable energy sector of the US Energy Industry. AJ conducted energy and solar assessments during his undergraduate in Duluth, MN.

- Holds a Bachelor of Science degree in Chemical Engineering from the University of Minnesota, Duluth

- Obtained minors in Environmental Engineering and Energy Engineering

Kelly Rogers, Vice President of Operations, brings more than 30 years of experience in marketing, purchasing, project management, information technology, and systems administration. Has 8 years of energy management experience in conservation improvement projects, Energy Star management, benchmarking, rebate administration and State reporting for several utility companies. Works with all staff to ensure office operations are at the highest standard.



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- Served in a variety of office management and administrative roles
- Graduate of Minnesota College of Business and has completed various technical training courses

Delane Wetterlin, Operations Coordinator, brings more than 20 years of administrative support experience to our team. Delane's focus is helping EMS continue to deliver exceptional service to our customers.

- Holds a Bachelor of Arts degree from California State University, Fullerton
- Has served in a variety of administrative leadership and sales support roles



Public Utilities
Commission

Application Attachments



EXHIBIT A-17
ATTACHMENT A

201218000990

DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
06/29/2012	201218000990	Foreign License/For-Profit (FLF)	125.00	.00	.00	.00	.00

Receipt

This is not a bill. Please do not remit payment.

ENERGY MANAGEMENT SOLUTIONS, INC.
KELLY ROGERS
7935 STONE CREEK DRIVE #140
CHANHASSEN, MN 55317

STATE OF OHIO
CERTIFICATE
Ohio Secretary of State, Jon Husted

2118213

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
ENERGY MANAGEMENT SOLUTIONS, INC.
and, that said business records show the filing and recording of:

Document(s)

Foreign License/For-Profit

Authorization to transact business in Ohio is hereby given, until surrender, expiration or
cancellation of this license.

Document No(s):

201218000990



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 26th day of June, A.D. 2012.

Ohio Secretary of State



EXHIBIT C-6 "CREDIT RATING"

Attached you will find the Dun & Bradstreet Report. No credit rating was available.

dun & bradstreet

1.80

[Dashboard](#)
[Summary](#)
[Update Company Info](#)
[Tools](#)

Energy Management Solutions, Inc.

CS CreditSignal

Summary

Company Info

684 Excelsior Blvd Ste 200
Excelsior, MN 55331
Phone: (952) 767-7450
URL:

DBA's

Scores and Ratings

Score / Rating	Change	Last Date Changed
PAYDEX®	No Change ↔	01/17/2017
Delinquency Predictor Class	Improved ▲	06/05/2018
Financial Stress Class	No Change ↔	02/07/2017
Supplier Evaluation Rating	Improved ▲	07/05/2017
D&B Rating	No Change ↔	11/10/2014
D&B Viability Rating	Good (Status)	

D&B has recently updated their scores. [Learn how these changes affect your business credit profile](#)

EXHIBIT C-7 "CREDIT REPORT"

Attached you will find the Dun & Bradstreet Report. No credit report was available.

dun & bradstreet

1.80

Dashboard

Summary

Update Company Info

Tools

Energy Management Solutions, Inc.

CS CreditSignal

Summary ●

Company Info [Update Company Info ▶](#)

684 Excelsior Blvd Ste 200 Excelsior, MN 55331 Phone: (952) 767-7450 URL:	DBA's:
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Scores and Ratings

Score / Rating	Change	Last Date Changed
PAYDEX®	No Change ↔	01/17/2017
Delinquency Predictor Class	Improved ▲	06/05/2018
Financial Stress Class	No Change ↔	02/07/2017
Supplier Evaluation Rating	Improved ▲	07/05/2017
D&B Rating	No Change ↔	11/10/2014
D&B Viability Rating	Good (Status)	

D&B has recently updated their scores. [Learn how these changes affect your business credit profile](#)

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Business Information Report

User Id: krogers@emsenergy.com

Report Printed: Monday July 30, 2018 01:55 PM

Business Summary

Company Name: ENERGY MANAGEMENT SOLUTIONS, INC.
Physical Address: 684 Excelsior Blvd Ste 200
Physical City: Excelsior
Physical State: MN
Physical Zip: 55331
Mailing Address: PO Box : 255
Mailing City: Excelsior
Mailing State: MN
Mailing Zip: 55331
Website: www.emsenergy.com
Telephone: 952 767-7450
Chief executive: GARY SWANSON, PRESIDENT
Year started: 2005
Legal structure of the business: Corporation
Employs: 7
History: CLEAR
SIC: 8748
Line of business: Business consulting services

D-U-N-S Number: 177029688

Additional services to monitor and build your Dun & Bradstreet file are available through Dun & Bradstreet's CreditBuilder service. Good credit is the lifeline of your business. It enables you to obtain funding for things like expansion, capital expenditures, research and development, and staffing. To speak with a Credit Advisor today, call 888-814-1435.

History

The following information was reported 05/24/18:

Officer(s): GARY SWANSON, PRESIDENT

This business was registered as a Corporation in the State of Minnesota on May 11, 1998.

Business started 2005 by the owners. 100% of capital stock is owned by Gary Swanson.

GARY SWANSON. Work history unknown.

Business address has changed from 6855 Ruby Ln, Chanhassen, MN, 55317 to 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318.

Business address has changed from 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318 to 7935 Stone Creek Dr #140, Chanhassen, MN, 55317.

Business address has changed from 7935 Stone Creek Dr Ste 140, Chanhassen, MN, 55317 to 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331.

Business address has changed from 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331 to 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF 2018-06-30

Registered Name: ENERGY MANAGEMENT SOLUTIONS, INC.
Business type: DOMESTIC CORPORATION
Corporation type: PROFIT
Date incorporated: 1998-05-11
State of incorporation: MINNESOTA
Filing date: 1998-05-11
Registration ID: 10D-531
Status: ACTIVE
Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION, SAINT PAUL, MN
Principals: GARY A SWANSON, CHIEF EXECUTIVE OFFICER

Operations

2018-05-24

Description: Provides business consulting services, specializing in energy conservation (100%).

Terms are undetermined. Sells to are undetermined. Territory: Local.

Employees: 7 which includes officer(s).

Facilities: Owns premises in a multi story building.

SIC & NAICS

SIC:
 87489904 Energy conservation consultant

NAICS:
 541690 Other Scientific and Technical Consulting Services

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

PAYMENT SUMMARY

The Payment Summary section reflects payment information in Dun & Bradstreet's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	<31(%)	31-60(%)	61-90(%)	Days Slow 90>(%)
Top Industries:								
Nonclassified	1	15,000	15,000	100	-	-	-	-
Nondeposit trust	1	2,500	2,500	50	50	-	-	-
Radiotelephone commun	1	1,000	1,000	100	-	-	-	-
Whol industrial suppl	1	500	500	100	-	-	-	-
Mfg signs/ad spectlys	1	500	500	100	-	-	-	-
Data processing svcs	1	100	100	100	-	-	-	-
Telephone communictns	1	100	100	100	-	-	-	-
Other payment categories:								
Cash experiences	1	250	250					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections:								
With Dun & Bradstreet	0	0						
Other	0	N/A						
Total in Dun & Bradstreet's file	8	19,950	15,000					

The highest **Now Owes** on file is \$500

The highest **Past Due** on file is \$0

The aggregate dollar amount of the 8 payment experiences in D&B's file equals 25.2% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

PAYMENT DETAILS

Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
06/18	Ppt	15,000	0	0		4-5 mos
	Ppt	1,000	500	0		1 mo
	Ppt	500	50	0	N30	1 mo
	Ppt	100	0	0	N30	6-12 mos
	Ppt-Slow 30	2,500	50	0		1 mo
	(006)	250	0	0	Cash account	1 mo
06/17	Ppt	500	0	0		6-12 mos
09/16	Ppt	100	100	0		1 mo

Payments Detail Key: ■ 30 or more days beyond terms

FINANCE

2018-07-21

The name and address of this business have been confirmed by D&B using available sources.

PUBLIC FILINGS

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.

UCC Filings

Collateral:

All Negotiable instruments including proceeds and products – All Inventory including proceeds and products – All Account(s) including proceeds and products – All Timber including proceeds and products – and OTHERS

Type:

Original

Sec. party:

BELL BANK, MINNEAPOLIS, MN

Debtor:

ENERGY MANAGEMENT SOLUTIONS, INC.

Filing number:

977980501728

Filed with:

SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN

Date filed:

11/06/2017

Latest Info Received:

11/14/2017

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Original UCC filed date:

Original filing no.:

Collateral:	INTEREST
Type:	Original
Sec. party:	SWANSON CATHERINE ANNE, CHANHASSEN, MN
Debtor:	SWANSON GARY ALAN
Filing number:	201125756303
Filed with:	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN
Date filed:	10/05/2011
Latest Info Received:	10/17/2011
Original UCC filed date:	
Original filing no.:	

There are additional UCC's in Dun & Bradstreet's file on this company available by contacting 1-800-234-3867.

There are additional suits, liens, or judgments in Dun & Bradstreet's file on this company available by contacting.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

Government Activity

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	NO
Grantee:	NO
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

Labor surplus area:	N/A
Small Business:	YES (2018)
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

EXHIBIT C-6 & C-7

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Business Information Report

User Id: krogers@emsenergy.com

Report Printed: Friday April 28, 2017 05:51 PM

Business Summary

Company Name: ENERGY MANAGEMENT SOLUTIONS, INC.
 Physical Address: 684 Excelsior Blvd Ste 200
 Physical City: Excelsior
 Physical State: MN
 Physical Zip: 55331
 Mailing Address: PO Box : 255
 Mailing City: Excelsior
 Mailing State: MN
 Mailing Zip: 55331
 Website: www.emsenergy.com
 Telephone: 952 767-7450
 Chief executive: GARY SWANSON, PRESIDENT
 Year started: 2005
 Legal structure of the business: Corporation
 Employs: 4
 History: CLEAR
 SIC: 8748
 Line of business: Business consulting services

D-U-N-S Number: 177029688

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History

The following information was reported 07/20/16:

Officer(s): GARY SWANSON, PRESIDENT

This business was registered as a Corporation in the State of Minnesota on May 11, 1998.

Business started 2005 by the owners. 100% of capital stock is owned by Gary Swanson.

GARY SWANSON. Work history unknown.

Business address has changed from 6855 Ruby Ln, Chanhassen, MN, 55317 to 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318.

Business address has changed from 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318 to 7935 Stone Creek Dr #140, Chanhassen, MN, 55317.

Business address has changed from 7935 Stone Creek Dr Ste 140, Chanhassen, MN, 55317 to 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331.

Business address has changed from 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331 to 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331.

Operations

2016-07-20

Description: Provides business consulting services, specializing in energy conservation (100%).

Terms are undetermined. Sells to are undetermined. Territory : Local.

Employees: 4 which includes officer(s) and 2 part-time.

Facilities: Owns premises in a multi story building.

SIC & NAICS

SIC:
87489904 Energy conservation consultantNAICS:
541690 Other Scientific and Technical Consulting Services

PAYMENT SUMMARY

The Payment Summary section reflects payment information in Dun & Bradstreet's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow			
					<31 (%)	31-60 (%)	61-90 (%)	90+ (%)
Top Industries:								
Nonclassified	1	15,000	15,000	100	-	-	-	-
Nondeposit trust	1	2,500	2,500	50	50	-	-	-
Radiotelephone commun	1	750	750	100	-	-	-	-
Mfg signs/ad spectlty	1	500	500	100	-	-	-	-
Telephone communictns	1	250	250	100	-	-	-	-
Data processing svcs	1	100	100	100	-	-	-	-
Whol electrical equip	1	50	50	100	-	-	-	-

EXHIBIT C-6 & C-7

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Other payment categories:							
Cash experiences	0	0	0				
Payment record unknown	0	0	0				
Unfavorable comments	0	0	0				
Placed for collections:							
With Dun & Bradstreet	0	0					
Other	0	N/A					
Total in Dun & Bradstreet's file	7	19,150	15,000				

The highest **Now Owes** on file is \$7,500

The highest **Past Due** on file is \$0

The aggregate dollar amount of the 7 payment experiences in D&B's file equals 24.2% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

PAYMENT DETAILS

Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
03/17	Ppt	15,000	7,500	0		1 mo
	Ppt	750	750	0		1 mo
	Ppt	500	0	0		6-12 mos
	Ppt	50	50	0	N30	1 mo
	Ppt-Slow 30	2,500	750	0		1 mo
09/16	Ppt	100	100	0		1 mo
02/16	Ppt	250	250	0		1 mo

Payments Detail Key: ■ 30 or more days beyond terms

FINANCE

2017-04-08

On 11/07/2014, Kelly Rogers ,Office Mgr, confirmed company name, address, principals, annual sales and operational information using D&B's web-based update method (iUpdate) at www.dnb.com.

PUBLIC FILINGS

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.

UCC Filings

Collateral:	INTEREST
Type:	Original
Sec. party:	SWANSON CATHERINE ANNE, CHANHASSEN, MN
Debtor:	SWANSON GARY ALAN
Filing number:	201125756303
Filed with:	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN
Date filed:	10/05/2011
Latest Info Received:	10/17/2011
Original UCC filed date:	
Original filing no.:	

There are additional UCC's in Dun & Bradstreet's file on this company available by contacting 1-800-234-3867.

There are additional suits, liens, or judgments in Dun & Bradstreet's file on this company available by contacting.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

Government Activity

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	NO
Grantee	NO
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

EXHIBIT C-6 & C-7

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Labor surplus area:	N/A
Small Business:	YES (2017)
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.



Saved by Anthony Montero | 07-31-2018

Summary

Order Reference: MonteroA@dnb.com | Report as of: 07-31-2018
using Currency as USD

ENERGY MANAGEMENT SOLUTIONS, INC.

Tradestyle(s): -

ACTIVE **SINGLE LOCATION**

Address: 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331, UNITED STATES
Phone: (952) 767-7450
D-U-N-S: 17-702-9688
In Portfolio: Yes
Tags: No tags
Alerts: No alerts

Company Profile

D-U-N-S

17-702-9688

Legal Form

Corporation (US)

History Record

Clear

Date Incorporated

05-11-1998

State of Incorporation

Minnesota

Ownership

Not publicly traded

Mailing Address

PO Box 255
Excelsior, MN 55331
United States

Telephone

(952) 767-7450

Website

www.emsenergy.com

Annual Sales

US\$ 950,000

Employees

7

Age (Year Started)

13 years (2005)

Named Principal

Gary Swanson, PRESIDENT

Line of Business

Business consulting services

D&B GUIDANCE

Overall Business Risk



Maximum Credit Recommendation

US\$ 34,500

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **STRONG LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

Risk Assessment

D&B Viability Rating

Portfolio Comparison Score

1

Low Risk (1)

High Risk (9)

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

Probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months: 2%

Risk of Bad Debt Write-off Formerly Financial Stress Score

97

Low Risk (100)

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

High Risk (1)

Based on the D&B Failure Score, the probability of failure for this company in the next 12 months is 0.04%, which makes it a **Low** risk for you to incur a write-off.

Past 12 Months



Cash Flow Risk Formerly Commercial Credit Score

88

Low Risk (100)

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

High Risk (1)

Based on a D&B Delinquency Score of 88

Based on the D&B Delinquency Score reporting a payment behavior of **CONSISTENT, TIMELY PAYMENTS**, this company is predicted to have a **Low-Moderate** risk of a negative impact to your cash flow.

Past 12 Months



Payment Behavior

78

Low Risk (100)

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

High Risk (0)

Days Beyond Terms : 3

Based on a D&B PAYDEX® of 78

According to the D&B PAYDEX® Score, this company paid its vendors on 3 days beyond credit terms.

Past 24 Months



D&B Rating

Current Rating as of 11-07-2014

Previous Rating

Employee Size

Risk Indicator

Employee Size

2R : 1 to 9 employees

2 : Low Risk

2R : 1 to 9 employees

PEER COMPARISON

Peer comparison with similar companies based on industry and proximity.

Range : 100 miles

This Company

Local Peers

Total Revenue

US\$ 950,000

US\$ 227,399

Number of Employees

7 *

3

Age of Business

13 years

11 years

Cash Flow Risk

This Company **Low to Moderate**

Local Peers **Moderate**

Low Risk

High Risk

Low Risk

High Risk

Risk of Debt Write-off

This Company **Low**

No Data available for local peers

Low Risk

High Risk

Average Days Beyond Terms

This Company **3 days**

Local Peers **8 days**

0 days

90 days

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

1

12 Months

13

View by Industry 12 Month

Finance, Insurance and Rea...

9

Services

3

Public Administration

1

Legal Events

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	2	11-06-2017

Trade Payments

Highest Past Due

US\$ 0

Highest Now Owning
US\$ 500

Total Trade Experiences
8

Largest High Credit
US\$ 15,000

Average High Credit
US\$ 2,814

Ownership

This company is a **Single Location**

Financial Overview

This company does not have a Financial Summary.

Recent Alerts

There are no alerts to display.

Country Insight

United States



Risk Category

LOW

Low Risk

Rating Outlook

Stable

High Risk

Domestic expansion continues despite the ongoing trade skirmishes.

Risk Assessment

D&B GUIDANCE

Overall Business Risk

LOW

Maximum Credit Recommendation

US\$ 34,500

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **STRONG LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

D&B Viability Rating

Portfolio Comparison Score

1

Low Risk (1)

Level of risk
Low

High Risk (9)

Rating Confidence Level
Robust Predictions

Probability of becoming no longer viable
2%

Percentage of businesses ranked with this score
11%

Average probability of becoming no longer viable
5%

Risk Of Bad Debt Write-Off Formerly Financial Stress Score

97

Low Risk (100)

High Risk (1)

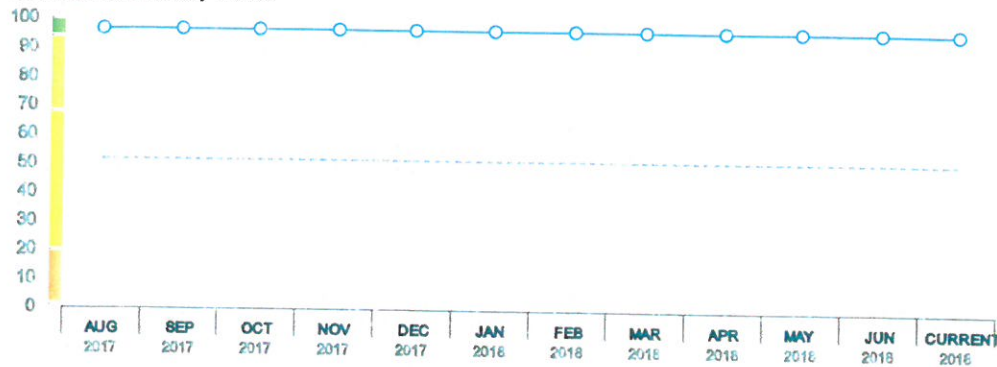
- UCC Filings reported

Level of risk
Low

Probability of Failure
0.04%

Average Probability of Failure for Businesses in D&B Database
0.48%

Business and Industry Trends



Failure Score



Cash Flow Risk Formerly Commercial Credit Score

88

Low Risk (100)

High Risk (1)

Based on a D&B Delinquency Score of **88**

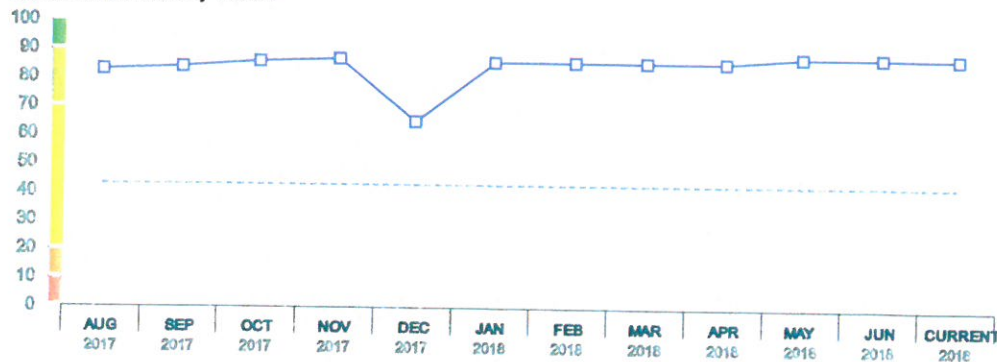
- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due

Level of risk
Low-Moderate

Probability of Delinquency
1.76%

Compared to Businesses in D&B Database
10.2%

Business and Industry Trends



Delinquency Score



Payment Behavior

Based on 24 months of data

3

Low Risk

Based on a D&B PAYDEX® of **78**

High Risk

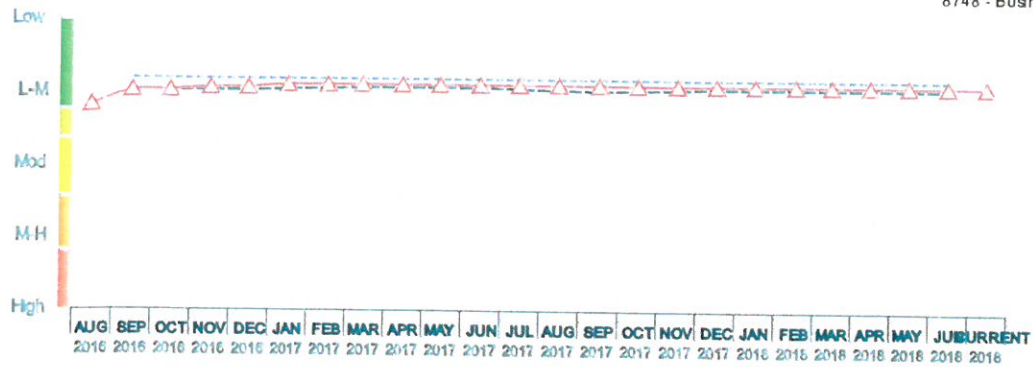
Risk of Slow Pay
Low

Payment Behavior

3 Days Beyond Terms

Business and Industry Trends

8748 - Business consulting services



D&B Rating

Current Rating as of 11-07-2014

Previous Rating

Employee Size

Risk Indicator

Employee Size

2R 1 to 9 employees

2 Low Risk

2R 1 to 9 employees

Trade Payments

Trade Payments Summary

Overall Payment Behavior

3

Days Beyond Terms

% of Trade Within Terms

93%

Highest Past Due

US\$ 0

Highest Now Owing:

US\$ 500

Total Trade Experiences:

8

Largest High Credit:

US\$ 15,000

Average High Credit:

US\$ 2,814

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	1	US\$ 15,000
5,000 - 14,999	0	US\$ 0
1,000 - 4,999	2	US\$ 3,500

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 (%)
▼ 39 - Miscellaneous Manufacturing Industries	1	500					
3993 - Mfg signs/ad spectlys	1	500	100	0	0	0	0
▼ 48 - Communications	2	1,000					
4812 - Radiotelephone commun	1	1,000	100	0	0	0	0
4813 - Telephone communictns	1	100	100	0	0	0	0
▼ 50 - Wholesale Trade - Durable Goods	1	500					
5085 - Whol industrial suppl	1	500	100	0	0	0	0
▼ 60 - Depository Institutions	1	2,500					
6091 - Nondeposit trust	1	2,500	50	50	0	0	0
▼ 73 - Business Services	1	100					
7374 - Data processing svcs	1	100	100	0	0	0	0
▼ 99 - Nonclassifiable Establishments	1	15,000					
9999 - Nonclassified	1	15,000	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
06/18	Pays Promptly	-	15,000	0	0	Between 4 and 5 Months
06/18	Pays Promptly	-	1,000	500	0	1
06/18	Pays Promptly	N30	500	50	0	1
06/18	Pays Promptly	N30	100	0	0	Between 6 and 12 Months
06/18	Pays Prompt to Slow 30+	-	2,500	50	0	1
06/18	-	Cash account	250	0	0	1
06/17	Pays Promptly	-	500	0	0	Between 6 and 12 Months
09/16	Pays Promptly	-	100	100	0	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

2

Latest Filing: 11-06-2017

Events

UCC Filing - Original

Filing Date	11-06-2017
Filing Number	977980501728
Received Date	11-14-2017
Collateral	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
Secured Party	BELL BANK, MINNEAPOLIS, MN
Debtors	ENERGY MANAGEMENT SOLUTIONS, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN

UCC Filing - Original

Filing Date	10-05-2011
Filing Number	201125756303
Received Date	10-17-2011
Collateral	INTEREST
Secured Party	SWANSON CATHERINE ANNE, CHANHASSEN, MN
Debtors	SWANSON GARY ALAN
Filing Office	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN

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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

There are no Special Events recorded for this business.

Company Profile

Company Overview

D-U-N-S

17-702-9688

Legal Form

Corporation (US)

History Record

Clear

Date Incorporated

05-11-1998

State of Incorporation

Minnesota

Ownership

Not publicly traded

Mailing Address

PO Box 255
Excelsior, MN 55331
United States

Telephone

(952) 767-7450

Website

www.emsenergy.com

Annual Sales

US\$ 950,000

Employees

7

Age (Year Started)

13 years (2005)

Named Principal

Gary Swanson, PRESIDENT

Line of Business

Business consulting services

Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 06-30-2018

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

Registered Name

ENERGY MANAGEMENT SOLUTIONS, INC.

Corporation Type

Corporation (US)

Business Commenced On	2005
State of Incorporation	MINNESOTA
Date Incorporated	05-11-1998
Registration ID	10D-531
Registration Status	ACTIVE
Filing Date	05-11-1998
Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION

Registered Agent

Name	GARY A SWANSON
Address	-

Registered Principal

Name	GARY A SWANSON
Title	Chief Executive Officer
Address	-

Principals

Officers

GARY SWANSON, PRESIDENT

Directors

DIRECTOR(S): THE OFFICER(S)

Company Events

The following information was reported on: 05-24-2018

This business was registered as a Corporation in the State of Minnesota on May 11, 1998.

Business started 2005 by the owners. 100% of capital stock is owned by Gary Swanson.

GARY SWANSON. Work history unknown.

Business address has changed from 6855 Ruby Ln, Chanhassen, MN, 55317 to 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318.

Business address has changed from 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318 to 7935 Stone Creek Dr #140, Chanhassen, MN, 55317.

Business address has changed from 7935 Stone Creek Dr Ste 140, Chanhassen, MN, 55317 to 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331.

Business address has changed from 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331 to 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331.

Business Activities And Employees

The following information was reported on: 05-24-2018

Business Information

Description	Provides business consulting services, specializing in energy conservation (100%). Terms are undetermined. Sells to are undetermined. Territory : Local.
-------------	---

Employees	7 which includes officer(s).
-----------	------------------------------

Financing Status	Unsecured
------------------	-----------

Tenure	Ow ns
--------	-------

Facilities	Ow ns premises in a multi story building.
------------	---

SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
8748	Business consulting services	-
87489904	Energy conservation consultant	-

NAICS Codes	NAICS Description
541690	Other Scientific and Technical Consulting Services

Government Activity

Activity Summary

Borrower(Dir/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 (2018)

Peer Comparison

Range : 100 miles

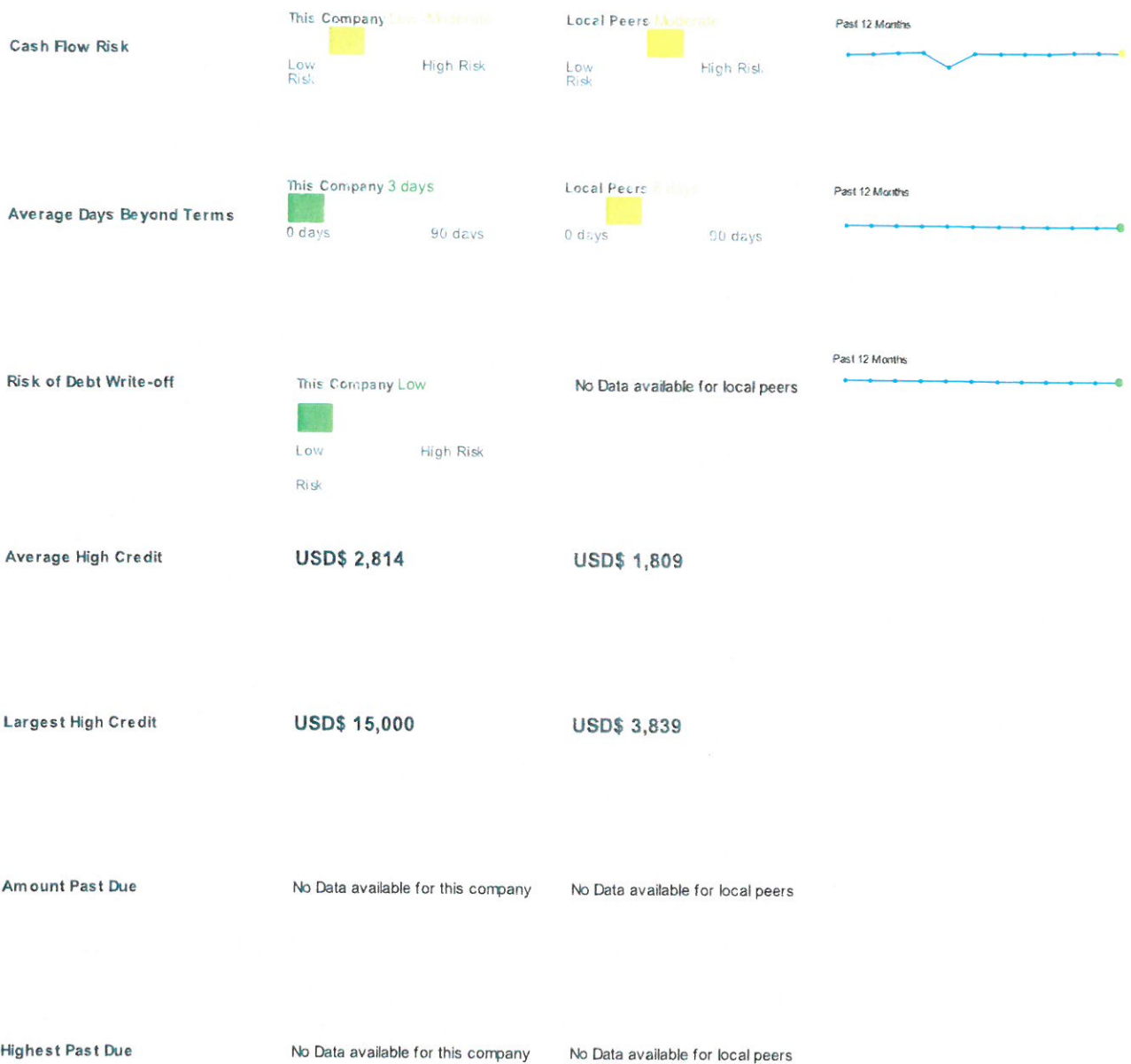
Peer comparison with similar companies based on industry and proximity.

Profile Information

	This Company	Local Peers	
Age of Business	13 years	11 years	<div> <div></div> <div></div> </div> <div> <div></div> <div></div> </div> 13 11
Number of Locations	No Data available for this company	No Data available for local peers	
Number of Employees	7 *	3	

Risk Assessment

This Company Local Peers



Financial Assessment

	This Company	Local Peers
Net Worth	No Data available for this company	USD\$ 3,848,748
Sales Revenue	USD\$ 950,000	USD\$ 227,399

Gross Profit	No Data available for this company	USD\$ 1,298,385
Net Profit	No Data available for this company	USD\$ 157,342
Working Capital	No Data available for this company	USD\$ 1,426,428
Quick Ratio	No Data available for this company	7.56%
Assets To Sales Ratio	No Data available for this company	108.67%
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	112.57%
Current Liabilities to Net Worth	No Data available for this company	77.96%
Fixed Assets to Net Worth	No Data available for this company	46.9%
Return on Assets	No Data available for this company	10.3%

Return on Sales

No Data available for this company

-4.7%

Financials

D&B currently has no financial information on file for this company

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EXHIBIT C-6 "CREDIT RATING"

Attached you will find the Dun & Bradstreet Report. No credit rating was available.

dun & bradstreet

1.80

[Dashboard](#)
[Summary](#)
[Update Company Info](#)
[Tools](#)

Energy Management Solutions, Inc.

CS CreditSignal

Summary

Company Info

684 Excelsior Blvd Ste 200
Excelsior, MN 55331
Phone: (952) 767-7450
URL:

DBA's

Scores and Ratings

Score / Rating	Change	Last Date Changed
PAYDEX®	No Change ↔	01/17/2017
Delinquency Predictor Class	Improved ▲	06/05/2018
Financial Stress Class	No Change ↔	02/07/2017
Supplier Evaluation Rating	Improved ▲	07/05/2017
D&B Rating	No Change ↔	11/10/2014
D&B Viability Rating	Good (Status)	

D&B has recently updated their scores. [Learn how these changes affect your business credit profile](#)

EXHIBIT C-7 "CREDIT REPORT"

Attached you will find the Dun & Bradstreet Report. No credit report was available.

dun & bradstreet

1.80

Dashboard

Summary

Update Company Info

Tools

Energy Management Solutions, Inc.

CS CreditSignal

Summary

Company Info [Update Company Info](#)

684 Excelsior Blvd Ste 200 Excelsior, MN 55331 Phone: (952) 767-7450 URL:	DBA's:
--	--------

Scores and Ratings

Score / Rating	Change	Last Date Changed
PAYDEX®	No Change ↔	01/17/2017
Delinquency Predictor Class	Improved ▲	06/05/2018
Financial Stress Class	No Change ↔	02/07/2017
Supplier Evaluation Rating	Improved ▲	07/05/2017
D&B Rating	No Change ↔	11/10/2014
D&B Viability Rating	Good (Status)	

D&B has recently updated their scores. [Learn how these changes affect your business credit profile](#)

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Business Information Report

User Id: krogers@emsenergy.com

Report Printed: Monday July 30, 2018 01:55 PM

Business Summary

Company Name: ENERGY MANAGEMENT SOLUTIONS, INC.
Physical Address: 684 Excelsior Blvd Ste 200
Physical City: Excelsior
Physical State: MN
Physical Zip: 55331
Mailing Address: PO Box : 255
Mailing City: Excelsior
Mailing State: MN
Mailing Zip: 55331
Website: www.emsenergy.com
Telephone: 952 767-7450
Chief executive: GARY SWANSON, PRESIDENT
Year started: 2005
Legal structure of the business: Corporation
Employs: 7
History: CLEAR
SIC: 8748
Line of business: Business consulting services

D-U-N-S Number: 177029688

Additional services to monitor and build your Dun & Bradstreet file are available through Dun & Bradstreet's CreditBuilder service. Good credit is the lifeline of your business. It enables you to obtain funding for things like expansion, capital expenditures, research and development, and staffing. To speak with a Credit Advisor today, call 888-814-1435.

History

The following information was reported 05/24/18:

Officer(s): GARY SWANSON, PRESIDENT

This business was registered as a Corporation in the State of Minnesota on May 11, 1998.

Business started 2005 by the owners. 100% of capital stock is owned by Gary Swanson.

GARY SWANSON. Work history unknown.

Business address has changed from 6855 Ruby Ln, Chanhassen, MN, 55317 to 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318.

Business address has changed from 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318 to 7935 Stone Creek Dr #140, Chanhassen, MN, 55317.

Business address has changed from 7935 Stone Creek Dr Ste 140, Chanhassen, MN, 55317 to 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331.

Business address has changed from 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331 to 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF 2018-06-30

Registered Name: ENERGY MANAGEMENT SOLUTIONS, INC.
Business type: DOMESTIC CORPORATION
Corporation type: PROFIT
Date incorporated: 1998-05-11
State of incorporation: MINNESOTA
Filing date: 1998-05-11
Registration ID: 10D-531
Status: ACTIVE
Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION, SAINT PAUL, MN
Principals: GARY A SWANSON , CHIEF EXECUTIVE OFFICER

Operations

2018-05-24

Description: Provides business consulting services, specializing in energy conservation (100%).

Terms are undetermined. Sells to are undetermined. Territory : Local.

Employees: 7 which includes officer(s).

Facilities: Owns premises in a multi story building.

SIC & NAICS

SIC:
 87489904 Energy conservation consultant

NAICS:
 541690 Other Scientific and Technical Consulting Services

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

PAYMENT SUMMARY

The Payment Summary section reflects payment information in Dun & Bradstreet's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	<31(%)	31-60(%)	61-90(%)	Days Slow 90>(%)
Top Industries:								
Nonclassified	1	15,000	15,000	100	-	-	-	-
Nondeposit trust	1	2,500	2,500	50	50	-	-	-
Radiotelephone commun	1	1,000	1,000	100	-	-	-	-
Whol industrial suppl	1	500	500	100	-	-	-	-
Mfg signs/ad spectlys	1	500	500	100	-	-	-	-
Data processing svcs	1	100	100	100	-	-	-	-
Telephone communictns	1	100	100	100	-	-	-	-
Other payment categories:								
Cash experiences	1	250	250					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections:								
With Dun & Bradstreet	0	0						
Other	0	N/A						
Total in Dun & Bradstreet's file	8	19,950	15,000					

The highest **Now Owes** on file is \$500

The highest **Past Due** on file is \$0

The aggregate dollar amount of the 8 payment experiences in D&B's file equals 25.2% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

PAYMENT DETAILS

Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
06/18	Ppt	15,000	0	0		4-5 mos
	Ppt	1,000	500	0		1 mo
	Ppt	500	50	0	N30	1 mo
	Ppt	100	0	0	N30	6-12 mos
	Ppt-Slow 30	2,500	50	0		1 mo
	(006)	250	0	0	Cash account	1 mo
06/17	Ppt	500	0	0		6-12 mos
09/16	Ppt	100	100	0		1 mo

Payments Detail Key: ■ 30 or more days beyond terms

FINANCE

2018-07-21

The name and address of this business have been confirmed by D&B using available sources.

PUBLIC FILINGS

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.

UCC Filings

Collateral:

All Negotiable instruments including proceeds and products – All Inventory including proceeds and products – All Account(s) including proceeds and products – All Timber including proceeds and products – and OTHERS

Type:

Original

Sec. party:

BELL BANK, MINNEAPOLIS, MN

Debtor:

ENERGY MANAGEMENT SOLUTIONS, INC.

Filing number:

977980501728

Filed with:

SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN

Date filed:

11/06/2017

Latest Info Received:

11/14/2017

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Original UCC filed date:

Original filing no.:

Collateral:	INTEREST
Type:	Original
Sec. party:	SWANSON CATHERINE ANNE, CHANHASSEN, MN
Debtor:	SWANSON GARY ALAN
Filing number:	201125756303
Filed with:	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN
Date filed:	10/05/2011
Latest Info Received:	10/17/2011
Original UCC filed date:	
Original filing no.:	

There are additional UCC's in Dun & Bradstreet's file on this company available by contacting 1-800-234-3867.

There are additional suits, liens, or judgments in Dun & Bradstreet's file on this company available by contacting.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

Government Activity

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	NO
Grantee:	NO
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

Labor surplus area:	N/A
Small Business:	YES (2018)
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

EXHIBIT C-6 & C-7

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Business Information Report

User Id: krogers@emsenergy.com

Report Printed: Friday April 28, 2017 05:51 PM

Business Summary

Company Name: ENERGY MANAGEMENT SOLUTIONS, INC.
 Physical Address: 684 Excelsior Blvd Ste 200
 Physical City: Excelsior
 Physical State: MN
 Physical Zip: 55331
 Mailing Address: PO Box : 255
 Mailing City: Excelsior
 Mailing State: MN
 Mailing Zip: 55331
 Website: www.emsenergy.com
 Telephone: 952 767-7450
 Chief executive: GARY SWANSON, PRESIDENT
 Year started: 2005
 Legal structure of the business: Corporation
 Employs: 4
 History: CLEAR
 SIC: 8748
 Line of business: Business consulting services

D-U-N-S Number: 177029688

Additional services to monitor and build your Dun & Bradstreet file are available through Dun & Bradstreet's CreditBuilder service. Good credit is the lifeline of your business. It enables you to obtain funding for things like expansion, capital expenditures, research and development, and staffing. To speak with a Credit Advisor today, call 888-814-1435.

History

The following information was reported 07/20/16:

Officer(s): GARY SWANSON, PRESIDENT

This business was registered as a Corporation in the State of Minnesota on May 11, 1998.

Business started 2005 by the owners. 100% of capital stock is owned by Gary Swanson.

GARY SWANSON. Work history unknown.

Business address has changed from 6855 Ruby Ln, Chanhassen, MN, 55317 to 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318.

Business address has changed from 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318 to 7935 Stone Creek Dr #140, Chanhassen, MN, 55317.

Business address has changed from 7935 Stone Creek Dr Ste 140, Chanhassen, MN, 55317 to 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331.

Business address has changed from 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331 to 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331.

Operations

2016-07-20

Description: Provides business consulting services, specializing in energy conservation (100%).

Terms are undetermined. Sells to are undetermined. Territory : Local.

Employees: 4 which includes officer(s) and 2 part-time.

Facilities: Owns premises in a multi story building.

SIC & NAICS

SIC:
87489904 Energy conservation consultantNAICS:
541690 Other Scientific and Technical Consulting Services

PAYMENT SUMMARY

The Payment Summary section reflects payment information in Dun & Bradstreet's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow			
					<31 (%)	31-60 (%)	61-90 (%)	90+ (%)
Top Industries:								
Nonclassified	1	15,000	15,000	100	-	-	-	-
Nondeposit trust	1	2,500	2,500	50	50	-	-	-
Radiotelephone commun	1	750	750	100	-	-	-	-
Mfg signs/ad spectlty	1	500	500	100	-	-	-	-
Telephone communictns	1	250	250	100	-	-	-	-
Data processing svcs	1	100	100	100	-	-	-	-
Whol electrical equip	1	50	50	100	-	-	-	-

EXHIBIT C-6 & C-7

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Other payment categories:							
Cash experiences	0	0	0				
Payment record unknown	0	0	0				
Unfavorable comments	0	0	0				
Placed for collections:							
With Dun & Bradstreet	0	0					
Other	0	N/A					
Total in Dun & Bradstreet's file	7	19,150	15,000				

The highest **Now Owes** on file is \$7,500

The highest **Past Due** on file is \$0

The aggregate dollar amount of the 7 payment experiences in D&B's file equals 24.2% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

PAYMENT DETAILS

Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
03/17	Ppt	15,000	7,500	0		1 mo
	Ppt	750	750	0		1 mo
	Ppt	500	0	0		6-12 mos
	Ppt	50	50	0	N30	1 mo
	Ppt-Slow 30	2,500	750	0		1 mo
09/16	Ppt	100	100	0		1 mo
02/16	Ppt	250	250	0		1 mo

Payments Detail Key: ■ 30 or more days beyond terms

FINANCE

2017-04-08

On 11/07/2014, Kelly Rogers ,Office Mgr, confirmed company name, address, principals, annual sales and operational information using D&B's web-based update method (iUpdate) at www.dnb.com.

PUBLIC FILINGS

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.

UCC Filings

Collateral:	INTEREST
Type:	Original
Sec. party:	SWANSON CATHERINE ANNE, CHANHASSEN, MN
Debtor:	SWANSON GARY ALAN
Filing number:	201125756303
Filed with:	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN
Date filed:	10/05/2011
Latest Info Received:	10/17/2011
Original UCC filed date:	
Original filing no.:	

There are additional UCC's in Dun & Bradstreet's file on this company available by contacting 1-800-234-3867.

There are additional suits, liens, or judgments in Dun & Bradstreet's file on this company available by contacting.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

Government Activity

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	NO
Grantee	NO
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

EXHIBIT C-6 & C-7

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Labor surplus area:	N/A
Small Business:	YES (2017)
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.



Saved by Anthony Montero | 07-31-2018

Summary

Order Reference: MonteroA@dnb.com | Report as of: 07-31-2018
using Currency as USD

ENERGY MANAGEMENT SOLUTIONS, INC.

Tradestyle(s): -

ACTIVE **SINGLE LOCATION**

Address: 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331, UNITED STATES
Phone: (952) 767-7450
D-U-N-S: 17-702-9688
In Portfolio: Yes
Tags: No tags
Alerts: No alerts

Company Profile

D-U-N-S

17-702-9688

Legal Form

Corporation (US)

History Record

Clear

Date Incorporated

05-11-1998

State of Incorporation

Minnesota

Ownership

Not publicly traded

Mailing Address

PO Box 255
Excelsior, MN 55331
United States

Telephone

(952) 767-7450

Website

www.emsenergy.com

Annual Sales

US\$ 950,000

Employees

7

Age (Year Started)

13 years (2005)

Named Principal

Gary Swanson, PRESIDENT

Line of Business

Business consulting services

D&B GUIDANCE

Overall Business Risk



Maximum Credit Recommendation

US\$ 34,500

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **STRONG LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

Risk Assessment

D&B Viability Rating

Portfolio Comparison Score

1

Low Risk (1)

High Risk (9)

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

Probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months: 2%

Risk of Bad Debt Write-off Formerly Financial Stress Score

97

Low Risk (100)

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

High Risk (1)

Based on the D&B Failure Score, the probability of failure for this company in the next 12 months is 0.04%, which makes it a **Low** risk for you to incur a write-off.

Past 12 Months



Cash Flow Risk Formerly Commercial Credit Score

88

Low Risk (100)

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

High Risk (1)

Based on a D&B Delinquency Score of 88

Based on the D&B Delinquency Score reporting a payment behavior of **CONSISTENT, TIMELY PAYMENTS**, this company is predicted to have a **Low-Moderate** risk of a negative impact to your cash flow.

Past 12 Months



Payment Behavior

78

Low Risk (100)

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

High Risk (0)

Days Beyond Terms : 3

Based on a D&B PAYDEX® of 78

According to the D&B PAYDEX® Score, this company paid its vendors on 3 days beyond credit terms.

Past 24 Months



D&B Rating

Current Rating as of 11-07-2014

Previous Rating

Employee Size

Risk Indicator

Employee Size

2R : 1 to 9 employees

2 : Low Risk

2R : 1 to 9 employees

PEER COMPARISON

Peer comparison with similar companies based on industry and proximity.

Range : 100 miles

This Company

Local Peers

Total Revenue

US\$ 950,000

US\$ 227,399

Number of Employees

7 *

3

Age of Business

13 years

11 years

Cash Flow Risk

This Company **Low to Moderate**

Local Peers **Moderate**

Low Risk

High Risk

Low Risk

High Risk

Risk of Debt Write-off

This Company **Low**

No Data available for local peers

Low Risk

High Risk

Average Days Beyond Terms

This Company **3 days**

Local Peers **8 days**

0 days

90 days

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

1

12 Months

13

View by Industry 12 Month

Finance, Insurance and Rea...

9

Services

3

Public Administration

1

Legal Events

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	2	11-06-2017

Trade Payments

Highest Past Due

US\$ 0

Highest Now Owning
US\$ 500

Total Trade Experiences
8

Largest High Credit
US\$ 15,000

Average High Credit
US\$ 2,814

Ownership

This company is a **Single Location**

Financial Overview

This company does not have a Financial Summary.

Recent Alerts

There are no alerts to display.

Country Insight

United States



Risk Category

LOW

Low Risk

Rating Outlook

Stable

High Risk

Domestic expansion continues despite the ongoing trade skirmishes.

Risk Assessment

D&B GUIDANCE

Overall Business Risk

LOW

Maximum Credit Recommendation

US\$ 34,500

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **STRONG LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

D&B Viability Rating

Portfolio Comparison Score

1

Low Risk (1)

Level of risk
Low

High Risk (9)

Rating Confidence Level
Robust Predictions

Probability of becoming no longer viable
2%

Percentage of businesses ranked with this score
11%

Average probability of becoming no longer viable
5%

Risk Of Bad Debt Write-Off Formerly Financial Stress Score

97

Low Risk (100)

High Risk (1)

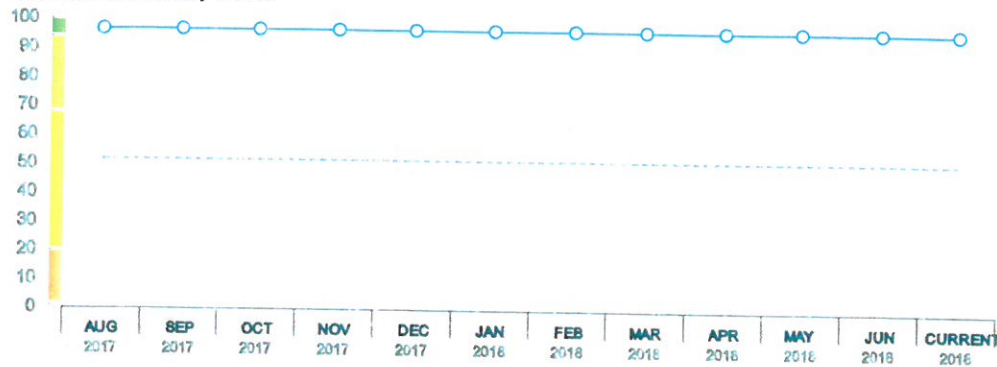
- UCC Filings reported

Level of risk
Low

Probability of Failure
0.04%

Average Probability of Failure for Businesses in D&B Database
0.48%

Business and Industry Trends



Failure Score



Cash Flow Risk Formerly Commercial Credit Score

88

Low Risk (100)

High Risk (1)

Based on a D&B Delinquency Score of **88**

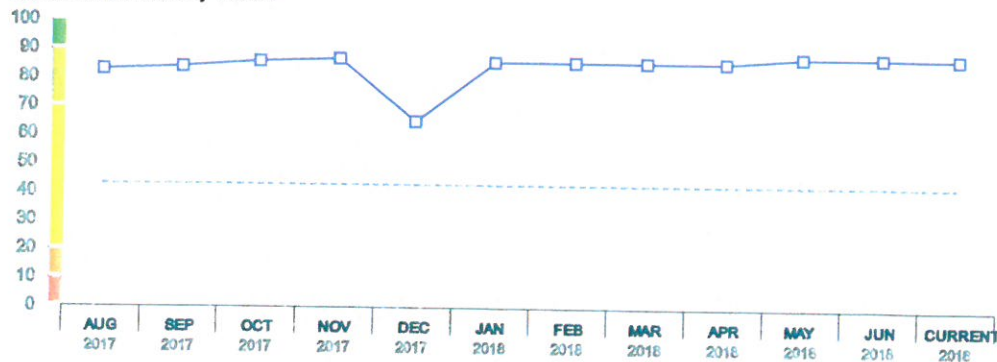
- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due

Level of risk
Low-Moderate

Probability of Delinquency
1.76%

Compared to Businesses in D&B Database
10.2%

Business and Industry Trends



Delinquency Score



Payment Behavior

Based on 24 months of data

3

Low Risk

Based on a D&B PAYDEX® of **78**

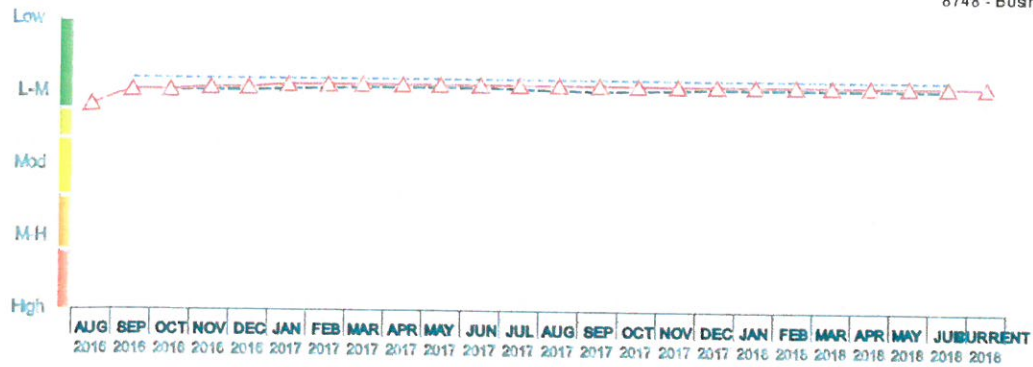
High Risk

Risk of Slow Pay
Low

Payment Behavior
3 Days Beyond Terms

Business and Industry Trends

8748 - Business consulting services



D&B Rating

Current Rating as of 11-07-2014

Previous Rating

Employee Size

Risk Indicator

Employee Size

2R 1 to 9 employees

2 Low Risk

2R 1 to 9 employees

Trade Payments

Trade Payments Summary

Overall Payment Behavior

3

Days Beyond Terms

% of Trade Within Terms

93%

Highest Past Due

US\$ 0

Highest Now Owing:

US\$ 500

Total Trade Experiences:

8

Largest High Credit:

US\$ 15,000

Average High Credit:

US\$ 2,814

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	1	US\$ 15,000
5,000 - 14,999	0	US\$ 0
1,000 - 4,999	2	US\$ 3,500

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 (%)
▼ 39 - Miscellaneous Manufacturing Industries	1	500					
3993 - Mfg signs/ad spectlys	1	500	100	0	0	0	0
▼ 48 - Communications	2	1,000					
4812 - Radiotelephone commun	1	1,000	100	0	0	0	0
4813 - Telephone communictns	1	100	100	0	0	0	0
▼ 50 - Wholesale Trade - Durable Goods	1	500					
5085 - Whol industrial suppl	1	500	100	0	0	0	0
▼ 60 - Depository Institutions	1	2,500					
6091 - Nondeposit trust	1	2,500	50	50	0	0	0
▼ 73 - Business Services	1	100					
7374 - Data processing svcs	1	100	100	0	0	0	0
▼ 99 - Nonclassifiable Establishments	1	15,000					
9999 - Nonclassified	1	15,000	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
06/18	Pays Promptly	-	15,000	0	0	Between 4 and 5 Months
06/18	Pays Promptly	-	1,000	500	0	1
06/18	Pays Promptly	N30	500	50	0	1
06/18	Pays Promptly	N30	100	0	0	Between 6 and 12 Months
06/18	Pays Prompt to Slow 30+	-	2,500	50	0	1
06/18	-	Cash account	250	0	0	1
06/17	Pays Promptly	-	500	0	0	Between 6 and 12 Months
09/16	Pays Promptly	-	100	100	0	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

2

Latest Filing: 11-06-2017

Events

UCC Filing - Original

Filing Date	11-06-2017
Filing Number	977980501728
Received Date	11-14-2017
Collateral	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
Secured Party	BELL BANK, MINNEAPOLIS, MN
Debtors	ENERGY MANAGEMENT SOLUTIONS, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN

UCC Filing - Original

Filing Date	10-05-2011
Filing Number	201125756303
Received Date	10-17-2011
Collateral	INTEREST
Secured Party	SWANSON CATHERINE ANNE, CHANHASSEN, MN
Debtors	SWANSON GARY ALAN
Filing Office	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN

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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

There are no Special Events recorded for this business.

Company Profile

Company Overview

D-U-N-S

17-702-9688

Legal Form

Corporation (US)

History Record

Clear

Date Incorporated

05-11-1998

State of Incorporation

Minnesota

Ownership

Not publicly traded

Mailing Address

PO Box 255
Excelsior, MN 55331
United States

Telephone

(952) 767-7450

Website

www.emsenergy.com

Annual Sales

US\$ 950,000

Employees

7

Age (Year Started)

13 years (2005)

Named Principal

Gary Swanson, PRESIDENT

Line of Business

Business consulting services

Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 06-30-2018

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

Registered Name

ENERGY MANAGEMENT SOLUTIONS, INC.

Corporation Type

Corporation (US)

Business Commenced On	2005
State of Incorporation	MINNESOTA
Date Incorporated	05-11-1998
Registration ID	10D-531
Registration Status	ACTIVE
Filing Date	05-11-1998
Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION

Registered Agent

Name	GARY A SWANSON
Address	-

Registered Principal

Name	GARY A SWANSON
Title	Chief Executive Officer
Address	-

Principals

Officers

GARY SWANSON, PRESIDENT

Directors

DIRECTOR(S): THE OFFICER(S)

Company Events

The following information was reported on: 05-24-2018

This business was registered as a Corporation in the State of Minnesota on May 11, 1998.

Business started 2005 by the owners. 100% of capital stock is owned by Gary Swanson.

GARY SWANSON. Work history unknown.

Business address has changed from 6855 Ruby Ln, Chanhassen, MN, 55317 to 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318.

Business address has changed from 1107 Hazeltine Blvd Ste 404, Chaska, MN, 55318 to 7935 Stone Creek Dr #140, Chanhassen, MN, 55317.

Business address has changed from 7935 Stone Creek Dr Ste 140, Chanhassen, MN, 55317 to 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331.

Business address has changed from 684 Excelsior Blvd Ste 110, Excelsior, MN, 55331 to 684 Excelsior Blvd Ste 200, Excelsior, MN, 55331.

Business Activities And Employees

The following information was reported on: 05-24-2018

Business Information

Description	Provides business consulting services, specializing in energy conservation (100%). Terms are undetermined. Sells to are undetermined. Territory : Local.
-------------	---

Employees	7 which includes officer(s).
-----------	------------------------------

Financing Status	Unsecured
------------------	-----------

Tenure	Ow ns
--------	-------

Facilities	Ow ns premises in a multi story building.
------------	---

SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
8748	Business consulting services	-
87489904	Energy conservation consultant	-

NAICS Codes	NAICS Description
541690	Other Scientific and Technical Consulting Services

Government Activity

Activity Summary

Borrower(Dir/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 (2018)

Peer Comparison

Range : 100 miles

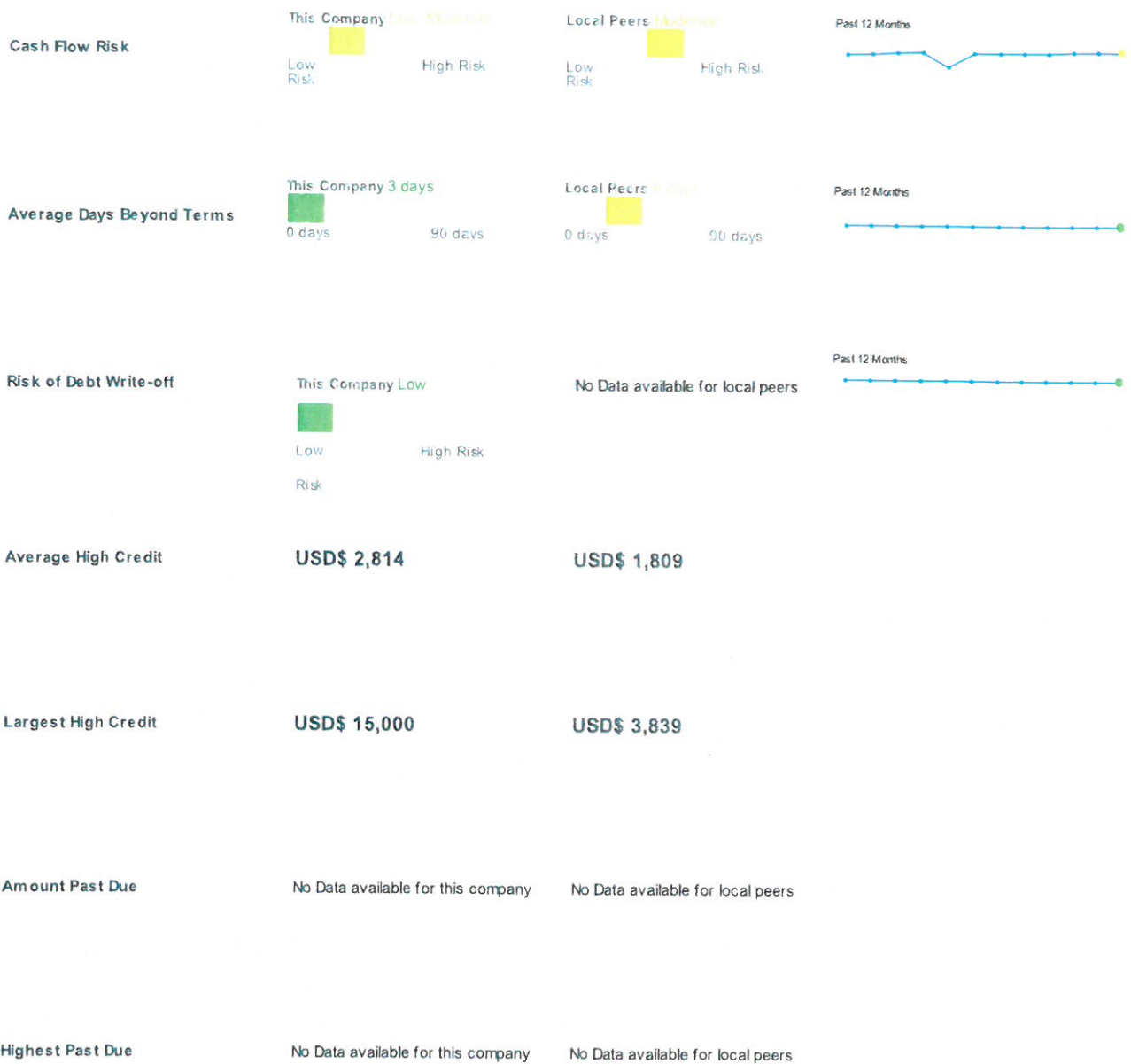
Peer comparison with similar companies based on industry and proximity.

Profile Information

	This Company	Local Peers	
Age of Business	13 years	11 years	<div> <div></div> <div></div> </div> <div> <div></div> <div></div> </div> 13 11
Number of Locations	No Data available for this company	No Data available for local peers	
Number of Employees	7 *	3	

Risk Assessment

This Company	Local Peers
--------------	-------------



Financial Assessment

	This Company	Local Peers
Net Worth	No Data available for this company	USD\$ 3,848,748
Sales Revenue	USD\$ 950,000	USD\$ 227,399

Gross Profit	No Data available for this company	USD\$ 1,298,385
Net Profit	No Data available for this company	USD\$ 157,342
Working Capital	No Data available for this company	USD\$ 1,426,428
Quick Ratio	No Data available for this company	7.56%
Assets To Sales Ratio	No Data available for this company	108.67%
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	112.57%
Current Liabilities to Net Worth	No Data available for this company	77.96%
Fixed Assets to Net Worth	No Data available for this company	46.9%
Return on Assets	No Data available for this company	10.3%

Return on Sales

No Data available for this company

-4.7%

Financials

D&B currently has no financial information on file for this company

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Competitive Retail Natural Gas Service Affidavit

County of Hennepin _____ :

State of Minnesota _____ :

___ Gary A. Swanson ___, Affiant, being duly sworn/affirmed, hereby states that:

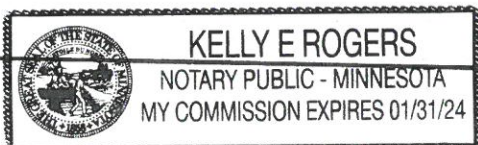
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
4. 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. 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. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
9. 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.
10. Affiant further sayeth naught.

Gary A. Swanson, President Eng
Signature of Affiant & Title

Sworn and subscribed before me this 16 day of December, 2020
Month Year

Kelly Rogers
Signature of official administering oath

Kelly ROGERS, NOTARY
Print Name and Title



My commission expires on 1/31/24

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

12/16/2020 1:09:13 PM

in

Case No(s). 18-1184-GA-AGG

Summary: In the Matter of the Application of Energy Management Solutions Inc