

FILE

Edge Insights

Expense Reduction Strategies

May 21, 2021

Ohio Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, OH 43215-3793

PUCO

2021 MAY 24 PM 2:49

RECEIVED DOCKETING DIV

RE: Company Name: **Edge Insights, Inc.**
Certification Case No.: **15-1208-EL-AGG**
Certificate Expiration Date: **7/27/2021**

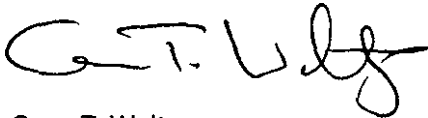
To Whom It May Concern:

Enclosed please find our Renewal Application for Electric Aggregators/Power Brokers.

We have enclosed the original application along with two copies per your request.
Should you have any questions, please do not hesitate to contact me.

Sincerely,

EDGE INSIGHTS, INC.



Gene T. Waltz
Executive Vice President

Enclosures

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician JK Date Processed 5.24.21



Public Utilities Commission

Competitive Retail Electric Service (CRES)
Provider Application

Case Number: 15 - 1208 -EL-AGG

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: Edge Insights, Inc.
Street Address: 2 Meridian Blvd., Suite 106
City: Wyomissing State: PA Zip: 19610
Telephone: 610-898-7101 Website: www.edgeinsights.com

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: Edge Insights, Inc.
Street Address: 2 Meridian Blvd., Suite 106
City: Wyomissing State: PA Zip: 19610
Telephone: 610-898-7101 Website: www.edgeinsights.com

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): Edge Insights, Inc.

A-5. Contact person for regulatory matters.

Name: Gene Waltz Title: Executive Vice President
Street Address: 2 Meridian Blvd., Suite 106
City: Wyomissing State: PA Zip: 19610
Telephone: 610-898-7112 Email: gene.waltz@edgeinsights.com

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

Name: Gene Waltz Title: Executive Vice President
Street Address: 2 Meridian Blvd., Suite 106
City: Wyomissing State: PA Zip: 19610
Telephone: 610-898-7112 Email: gene.waltz@edgeinsights.com

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

Street Address: 2 Meridian Blvd., Suite 106
City: Wyomissing State: PA Zip: 19610
Toll-free Telephone: 610-898-7101 Email: www.edgeinsights.com

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

FEIN: 23-2630670

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

| | | | |
|-------------------------------------------------------------|-----------------------------------------------------------------|----------------------------------------------------|-----------------------------------------|
| Sole Proprietorship <input type="checkbox"/> | Limited Liability Partnership (LLP) <input type="checkbox"/> | Corporation <input checked="" type="checkbox"/> | Partnership <input type="checkbox"/> |
| Limited Liability Company (LLC) <input type="checkbox"/> | 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 <input checked="" type="checkbox"/> | DP&L <input type="checkbox"/> | Duke Energy Ohio <input checked="" type="checkbox"/> | FirstEnergy – Cleveland Electric Illuminating <input type="checkbox"/> |
|-------------------------------------------------|----------------------------------|---------------------------------------------------------|---------------------------------------------------------------------------|

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: 12/19/2011

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.

C. T. Luby
Signature

MAY 18, 2021
Date

EXEC. V. P.
Title

Competitive Retail Electric Service Affidavit

County of Berks :

State of Pennsylvania :

Gene T. Waltz, 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.

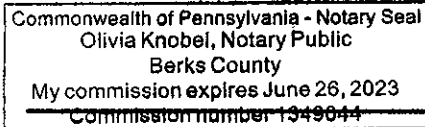
12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
13. Affiant further sayeth naught.

C. T. W. L. J. Exec. V.P.
Signature of Affiant & Title

Sworn and subscribed before me this 13th day of May, 2021
Month Year

[Signature]
Signature of official administering oath

Olivia Knobel
Print Name and Title



My commission expires on 06/26/2023

Exhibit A – 12: Principal Officers, Directors & Partners

Emmett M. Lien III – Director, President, Secretary
2 Meridian Blvd., Suite 106, Wyomissing, PA 19610
Phone: 484-824-2441

Dennis C. Hefter – Director, Vice President, Treasurer
8551 Strawberry Lane, Longmont, CO 80503
Phone: 303-717-1101

Gene Waltz – Executive Vice President
2 Meridian Blvd., Suite 106, Wyomissing, PA 19610
Phone: 610-898-7101

Peter A. Wszalek – Chief Financial Officer
2 Meridian Blvd., Suite 106, Wyomissing, PA 19610
Phone: 610-898-7101

Exhibit A-13: Company History

The company was founded in 1991 as UtiliTech, Inc. and focused on utility bill auditing to find savings for companies. In approximately 2013, UtiliTech, Inc. rebranded to Edge Insights, Inc. As energy deregulation occurred in many states, Edge Insights, Inc. added energy brokerage to our auditing services. Today our business is focused in three main areas: Electric and natural gas auditing and brokerage, waste disposal cost auditing, and telecommunications carrier bill auditing and procurement.

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

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show EDGE INSIGHTS, INC. (UTILITECH, INC.), a Pennsylvania corporation, having qualified to do business within the State of Ohio on April 29, 2011 under License No. 2017392 is currently in GOOD STANDING upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 12th day of May, A.D. 2021.*

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 202113203282

Exhibit B – 1: Jurisdictions of Operation

Edge Insights, Inc. is licensed to perform energy Broker and Consulting services in the following states:

- Pennsylvania
- Massachusetts
- Maryland
- Delaware
- New Jersey
- Illinois
- New York
- Texas
- Connecticut

Exhibit B- 2: Experience & Plans

As a broker of electric power, Edge Insights, Inc. is not party to the process of billing end customers or providing statements. Likewise, Edge Insights, Inc. does not directly receive customer inquiries and/or complaints' relative to their electric service and billing.

Edge Insights, Inc. has been providing consulting and brokerage service in de-regulated markets for over twenty years. The company's contracts with customers are through direct sales efforts and through referrals and associations.

Exhibit B – 3: Disclosure of Liabilities and Investigations

There are no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide, that the company is aware of at this time.

Exhibit B-6: Environmental Disclosure

Not applicable

Exhibit C- 1: Financial Reporting

Edge Insights, Inc. is not a publicly traded company and therefore does not publish annual reports.

Balance Sheet Prev Year Comparison

As of December 31, 2019

Edge Insights, Inc.

Balance Sheet

| | Dec 31, 19 | Dec 31, 18 |
|------------------------------------|-------------------|-------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| 110220 · Checking Account - Fulton | \$ 317,208 | \$ 219,194 |
| 110230 · Payroll Account - Fulton | \$ 208 | \$ 200 |
| Total Checking/Savings | \$ 317,416 | \$ 219,394 |
| Accounts Receivable | | |
| 110410 · Accounts Receivable | \$ 278,640 | \$ 124,965 |
| Total Accounts Receivable | \$ 278,640 | \$ 124,965 |
| Other Current Assets | | |
| 12000 · Undeposited Funds | \$ 1,217 | \$ - |
| 130320 · Prepaid Expenses | \$ - | \$ 4,158 |
| 130340 · Prepaid Taxes | \$ 6,183 | \$ 14,700 |
| 140210 · Investment FOCAL Comm. | \$ 504 | \$ 504 |
| Total Other Current Assets | \$ 7,904 | \$ 19,362 |
| Total Current Assets | \$ 603,959 | \$ 363,721 |
| Fixed Assets | | |
| 120410 · Off. Equip-Original Value | \$ 71,413 | \$ 71,413 |
| 120420 · Acc Depr - Office F & E | \$ (71,413) | \$ (71,413) |
| 130210 · Covenant Not To Compete | \$ 150,000 | \$ 150,000 |
| 130220 · Accum Amort Cov NTC | \$ (150,000) | \$ (150,000) |
| Total Fixed Assets | \$ - | \$ - |
| Other Assets | | |
| 130350 · Deposits | \$ 5,371 | \$ 1,324 |
| 150000 · Goodwill | \$ 203,481 | \$ 203,481 |
| Total Other Assets | \$ 208,852 | \$ 204,804 |
| TOTAL ASSETS | \$ 812,811 | \$ 568,526 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| 210110 · Accounts Payable - Vendor | \$ 11,092 | \$ 9,096 |
| Total Accounts Payable | \$ 11,092 | \$ 9,096 |
| Other Current Liabilities | | |
| 210417 · Employee Ded-Prft Sharing | \$ 114,141 | \$ 22,628 |
| 210434 · Mercantile Tax Payable | \$ 9,831 | \$ 4,996 |
| 210570 · Accrued Expenses Other | \$ 14,533 | \$ 14,947 |
| 210590 · Accrued Employee Bonuses | \$ 37,006 | \$ 54,133 |
| 210610 · Accrued Distribution | \$ 42,673 | \$ - |
| 210620 · Deferred Revenue | \$ 42,000 | \$ 5 |
| Total Other Current Liabilities | \$ 260,184 | \$ 96,709 |

Edge Insights, Inc
Balance Sheet Prev Year Comparison
As of December 31, 2019

| | Dec 31, 19 | Dec 31, 18 |
|------------------------------------|--------------|----------------|
| Total Current Liabilities | \$ 271,276 | \$ 105,805 |
| Total Liabilities | \$ 271,276 | \$ 105,805 |
| Equity | | |
| 310220 - Capital, Denem | \$ 800,000 | \$ 800,000 |
| 329400 - Retained Earnings | \$ (321,477) | \$ 881,459 |
| 329500 - Shareholder's Dist. | \$ - | \$ (1,008,202) |
| 329800 - Shareholder's Dist. Denem | \$ (847,729) | \$ (1,258,298) |
| Net Income | \$ 910,740 | \$ 1,047,761 |
| Total Equity | \$ 541,535 | \$ 462,721 |
| TOTAL LIABILITIES & EQUITY | \$ 812,811 | \$ 568,526 |

Edge Insights, Inc
Profit & Loss Prev Year Comparison
January through December 2019

Edge Insights, Inc
Profit & Loss Statement

| | Jan - Dec 19 | Jan - Dec 18 |
|-------------------------------------|---------------------|---------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 410100 · Sales - Telecommunications | \$ 775,103 | \$ 717,843 |
| 410200 · Sales - Electric | \$ 1,335,235 | \$ 1,384,145 |
| 410300 · Sales - Gas | \$ 246,777 | \$ 249,948 |
| 410500 · Sales - Waste Consult | \$ 898,276 | \$ 836,169 |
| 410700 · Sales - Consulting | \$ 1,406 | \$ 69,355 |
| 440400 · Revenue - Miscellaneous | \$ - | \$ - |
| Total Income | \$ 3,256,798 | \$ 3,257,460 |
| Cost of Goods Sold | | |
| 520111 · Salaries COGS | \$ 696,354 | \$ 586,280 |
| 520113 · Commissions | \$ 14,653 | \$ 82,362 |
| 520114 · Bonuses | \$ 82,429 | \$ 100,692 |
| 520121 · Health Insurance | \$ 134,893 | \$ 131,192 |
| 520122 · Employee Retirement | \$ 129,858 | \$ 56,003 |
| 520131 · Payroll Taxes COGS | \$ 56,875 | \$ 49,023 |
| 520134 · Consulting - Waste | \$ 19,200 | \$ 13,965 |
| Total COGS | \$ 1,134,263 | \$ 1,019,517 |
| Gross Profit | \$ 2,122,535 | \$ 2,237,943 |
| Expense | | |
| 520300 · Bank Charges | \$ 1,556 | \$ 1,762 |
| 520500 · Salaries SG&A | \$ 605,571 | \$ 621,732 |
| 520510 · Payroll Taxes - SG&A | \$ 51,118 | \$ 51,438 |
| 520515 · HR Admin Fees | \$ 11,771 | \$ - |
| 520520 · Bonuses SG&A | \$ 83,750 | \$ 101,742 |
| 520530 · Building Lease | \$ 76,770 | \$ 57,940 |
| 520610 · Autos & Trucks Insurance | \$ - | \$ - |
| 520620 · Gnrl Business Insurance | \$ 7,096 | \$ 10,106 |
| 520630 · Other Insurance | \$ 54 | \$ - |
| 520710 · Lodging | \$ 3,160 | \$ 4,987 |
| 520720 · Transportation | \$ 45,444 | \$ 52,316 |
| 520730 · Meals | \$ 9,306 | \$ 9,154 |
| 520740 · Entertainment | \$ 9,485 | \$ 12,220 |
| 521000 · Agents' Commissions | \$ 36,563 | \$ 47,449 |
| 521030 · Legal | \$ 2,900 | \$ 1,242 |
| 521040 · Certified Consultant | \$ 6,570 | \$ 10,130 |
| 521050 · Accountant | \$ 32,500 | \$ 8,500 |
| 521060 · Payroll Services | \$ 1,146 | \$ 1,713 |
| 521100 · Contributions | \$ 11,985 | \$ 15,000 |
| 521110 · Office Supplies | \$ 24,189 | \$ 21,737 |

Edge Insights, Inc
Profit & Loss Prev Year Comparison
 January through December 2019

| | Jan - Dec 19 | Jan - Dec 18 |
|----------------------------------|---------------------|---------------------|
| 521120 · IT Maint Expense | \$ 28,879 | \$ 26,042 |
| 521130 · Mail/Postage | \$ 3,261 | \$ 2,637 |
| 521140 · Utilities | \$ 72 | \$ 1,316 |
| 521160 · Licenses / Permits | \$ 6,600 | \$ 5,946 |
| 521170 · Dues & Subscriptions | \$ 3,300 | \$ 3,539 |
| 521180 · Cleaning Service | \$ 3,076 | \$ 4,781 |
| 521190 · Telecommunications | \$ 29,627 | \$ 29,356 |
| 521200 · Miscellaneous Expenses | \$ 5,884 | \$ 37,112 |
| 521330 · Mercantile Tax | \$ 4,835 | \$ 5,012 |
| 521350 · Miscellaneous Taxes | \$ - | \$ 100 |
| 521410 · Education/Training | \$ 6,668 | \$ 3,945 |
| 521530 · Marketing & Advertising | \$ 97,785 | \$ 41,229 |
| 521800 · Bad Debt | \$ 665 | \$ - |
| 530200 · Interest Expense | \$ 207 | \$ - |
| Total Expense | \$ 1,211,795 | \$ 1,190,182 |
| Net Ordinary Income | \$ 910,740 | \$ 1,047,761 |
| Net Income | \$ 910,740 | \$ 1,047,761 |

8:31 AM

05/10/21

Edge Insights, Inc
Statement of Cash Flows
January through December 2019

| | Jan - Dec 19 |
|----------------------------------------------------------------------------|-------------------|
| OPERATING ACTIVITIES | |
| Net Income | 910,740.24 |
| Adjustments to reconcile Net Income to net cash provided by operations: | |
| 110410 · Accounts Receivable | -153,674.90 |
| 130320 · Prepaid Expenses | 4,158.33 |
| 130340 · Prepaid Taxes | 8,517.16 |
| 210110 · Accounts Payable - Vendor | 1,996.45 |
| 210417 · Employee Ded-Prt Sharing | 91,512.68 |
| 210434 · Mercantile Tax Payable | 4,835.00 |
| 210570 · Accrued Expenses Other | -413.41 |
| 210590 · Accrued Employee Bonuses | -17,127.53 |
| 210610 · Accrued Distribution | 42,673.02 |
| 210620 · Deferred Revenue | 41,995.00 |
| Net cash provided by Operating Activities | 935,212.04 |
| INVESTING ACTIVITIES | |
| 130350 · Deposits | -4,047.46 |
| Net cash provided by Investing Activities | -4,047.46 |
| FINANCING ACTIVITIES | |
| 329400 · Retained Earnings | -2,250,696.98 |
| 329500 · Shareholder's Dist. | 1,008,202.02 |
| 329800 · Shareholder's Dist. Denem | 410,568.96 |
| Net cash provided by Financing Activities | -831,926.00 |
| Net cash increase for period | 99,238.58 |
| Cash at beginning of period | 219,393.99 |
| Cash at end of period | <u>318,632.57</u> |

Edge Insights, Inc.
Forecast

| | <u>2021</u> |
|---------------------------|------------------|
| Ordinary Income/Expense | |
| Income | |
| 410200 - Sales - Electric | 32,400.00 |
| Total Income | <u>32,400.00</u> |
| Gross Profit | 32,400.00 |

Exhibit C- 4: Credit Rating

N/A -- Applicant does not have such credit rating.

C – 5: Credit Report

N/A

C- 8: Corporate Structure

The applicant is a stand-alone entity.

Exhibit C- 9: Financial Arrangements

N/A -- Applicant does not take title to the electricity.

Exhibit D-1: Operations

Edge Insights, Inc. ("Edge") starts every engagement with an audit of the client's existing electric accounts and any existing supplier contracts. From this audit we evaluate historical usage, consumption patterns, load factors and local utility tariffs. Edge then has a conversation with the client to determine business goals relative to energy procurement, desired length of contracts, risk tolerance, etc. From this conversation, Edge develops a profile it uses to begin soliciting bids from qualified suppliers. Edge works with approximately 12 leading suppliers and will solicit bids from 4 to 6 of these suppliers for each client. The bids are then presented to the client for their decision. Once the client makes a decision, Edge will facilitate contract execution and then monitor billing going forward to ensure contract compliance and monitor usage.

Exhibit D-2: Operations expertise and key technical personnel

Edge Insights, Inc. has a dedicated team that operates the energy business and support our clients.

Ken Gill, Senior Energy Consultant, 610-898-7106, ken.gill@edgeinsights.com

Ken has worked for Edge Insights since 1995. He started working on electric, water/sewer, and telecom audits. He has been focused exclusively on electric since 2005. Ken was trained by experts who had worked for an electric utility company (Met-Ed). Ken has been responsible for building our electric brokerage operations from our beginning to where we are today with over 500mwh annually under management.

Jim Graffius, Senior Energy Advisor, 610-898-7124, jim.graffius@edgeinsights.com

Jim has worked for Edge Insights, Inc. since 2011. He immediately started working on the electric and natural gas brokerage business. Jim splits his time between electric and natural gas. Jim was trained by experts who had worked for an electric utility company (Met-Ed) and a natural gas utility company (UGI). Jim has primary responsibility for natural gas brokerage and supports Ken with electric.

Gene T. Waltz, Executive Vice President, 610-898-7112, gene.waltz@edgeinsights.com

Gene has worked for Edge Insights since 2008. Prior to that, Gene has spent 28 years in the Information Technology field, lastly as the CIO for a large manufacturing company. Gene has been responsible for creating and maintaining the operational structure of Edge's energy brokerage business. This includes efficient operational procedures, a professional code of conduct, and ensuring the quality and consistency of Edge's services to its clients.

Exhibit D-3: FERC power marketer authorization

Not applicable