From: shahid.mahmud@puco.ohio.gov <shahid.mahmud@puco.ohio.gov>

Sent: Tuesday, June 8, 2021 2:38 PM

To: Gene Waltz < Gene. Waltz@edgeinsights.com >

Cc: shahid.mahmud@puco.ohio.gov; melissa.scarberry@puco.ohio.gov

Subject: Application of Edge Insights, Inc. for renewal of Certification . Case No. 15-1208-EL-AGG

Good Afternoon Mr. Gene Waltz,

The application in the above case is incomplete in parts of Section C.

In response to C-2. Financial statements (for two years) the response provides financials for 2018 and 2019. It has to be year 2019 and 2020. Please file the 2020 financials

In response to C-3. Forecasted financial statements (C-3. two years of forecasted income statements.): The filing was made with forecast for 2021 only. Please file forecast for 2022

In response to C-5. Credit report the response was N/A. The applicant is required to File its updated credit Report as it did file the Dun and Bradstreet Credit Report on July 3, 2019..

You are requested to please file the response to the following by or before 12:01 pm of June14, 2021 to avoid further action (possible suspension):

C-2: Financial statements for 2020; C-3. Forecasted financial statements for 2022; and C-5. Credit report.

This is sent FYI and immediate action.

Best regards,

Shahid Mahmud
Rates and Analysis Department
Public Utilities Commission of Ohio

See attached revised sections:

10:32 AM 06/09/21 Accrual Basis

Edge Insights, Inc Balance Sheet Prev Year Comparison

As of June 9, 2021

	Jun 9, 21	Jun 9, 20
ASSETS		
Current Assets		
Checking/Savings	155,319.55	624,718.57
110220 · Checking Account - Fulton 110230 · Payroll Acount - Fulton	207.67	207.67
Total Checking/Savings	155,527.22	624,926.24
Total Offecking/Odvings		Andrews Production of the Control of
Accounts Receivable 110410 - Accounts Receivable	232,992.14	138,445.25
Total Accounts Receivable	232,992.14	138,445.25
Other Current Assets		
110420 - Allow for Doubtful Acct.	-12,000.00	-9,000.00
130340 · Prepaid Taxes	32,839.84	17,502.84
140210 · Investment FOCAL Comm.	504.05	504.05
Total Other Current Assets	21,343.89	9,006.89
Total Current Assets	409,863.25	772,378.38
Fixed Assets		
120410 · Off. Equip-Original Value	71,412.80	71,412.80
120420 · Acc Depr - Office F & E	-71,412.80	-71,412.80
130210 · Covenant Not To Compete	150,000.00	150,000.00
130220 · Accum Amort Cov NTC	-150,000.00	-150,000.00
Total Fixed Assets	0.00	0.00
Other Assets		
130350 · Deposits	5,371.06	5,371.06
150000 - Goodwill	203,480.74	203,480.74
Total Other Assets	208,851.80	208,851.80
TOTAL ASSETS	618,715.05	981,230.18
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	0.704.00	7 247 06
210110 · Accounts Payable - Vendor	9,704.38	7,347.96
Total Accounts Payable	9,704.38	7,347.96
Other Current Liabilities		
210210 · Note Payable - LOC Fulton	217,937.56	221,825.00
210417 · Employee Ded-Prft Sharing	172,533.64	12,578.20
210434 · Mercantile Tax Payable	6,967.96	11,941.06
210550 · Accrued Profit Sharing	-8,914.37	0.00
210570 · Accrued Expenses Other	15,949.66	18,688.98
210590 · Accrued Employee Bonuses 210620 · Deferred Revenue	24,826.63 0.00	33,475.96 23,832.00
Total Other Current Liabilities	429,301.08	322,341.20
I Otal Other Current Liabilities		
Total Current Liabilities	439,005.46	329,689.16
Total Liabilities	439,005.46	329,689.16

10:32 AM

06/09/21

Accrual Basis

Edge Insights, Inc Balance Sheet Prev Year Comparison

As of June 9, 2021

	Jun 9, 21	Jun 9, 20
Equity 310220 · Capital, Denem 329400 · Retained Earnings 329500 · Shareholder's Dist. 329800 · Shareholder's Dist. Denem Net Income	800,000.00 1,587,747.48 -1,200,000.00 -1,415,791.27 407,753.38	800,000.00 589,263.60 -400,000.00 -848,879.61 511,157.03
Total Equity	179,709.59	651,541.02
TOTAL LIABILITIES & EQUITY	618,715.05	981,230.18

10:34 AM 06/09/21 Accrual Basis

Edge Insights, Inc Profit & Loss Prev Year Comparison

January through December 2020

Note		Jan - Dec 20	Jan - Dec 19
Income	Ordinary Income/Expense		
10200 Sales Electric 229,332,07 246,777,37 247,773 2			775 400 04
410300 Sales - Cas		(A CONTROL OF BUILDING TO THE TANK THE	The state of the s
10500 Sales - Waste Consult 711,530.79 898,276.30 410700 Sales - Consulting 79,979.94 1,406.00 0			
1,066.00		AND RESIDENCE PROPERTY OF THE PROPERTY OF	AND
Total Income Cost of Goods Sold 520111 - Salaries COGS 520113 - Commissions 520114 - Bonuses 520114 - Bonuses 520115 - Commissions 520114 - Bonuses 520115 - Commissions 520114 - Bonuses 520116 - Bonuses 520117 - Commissions 520117 - Commissions 520118 - Commissions 520119 - Consulting - Waste 520119 - Payroll Taxes COGS 58,650,62 - 58,874,79 520130 - Bank Charges 520300 - Bank Charges 520300 - Bank Charges 520300 - Bank Charges 520510 - Payroll Taxes - SG&A 520520 - Bonuses SG&A 520620 - Commissions 520620 - Commissions 520620 - Commissions 520710 - Lodging 1, 281.34 520720 - Transportation 520720 - Transportation 520720 - Transportation 520720 - Transportation 520730 - Meals 520730 - Meals 520730 - Meals 520730 - Recommissions 520740 - Entertainment 11,246,46 - 9,485.25 520740 - Entertainment 11,246,46 - 9,485.25 520740 - Entertainment 11,246,46 - 9,485.25 520740 - Cortributions 521050 - Payroll Services 521100 - Contributions 521050 - Payroll Services 521100 - Contributions 521110 - Contributions 5			
Total Income Cost of Goods Sold 520111 · Salaries COGS 520113 · Commissions 520114 · Boluses 520121 · Health Insurance 520121 · Payroll Taxes COGS 58,650.62		5 5 6 1 Nov. 15 Nov. 15 1	The state of the s
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520111 Salaries COGS 705,742.38 696,353.66 520113 Commissions 10,318.05 14,653.35 520114 Bonuses 76,137.67 82,429.08 520121 Health Insurance 97,427.50 124,893.47 520121 Payroll Taxes COGS 58,650.62 56,874.97 520134 Consulting - Waste 19,200.00 19,200.00 Total COGS 1,089,768.17 1,134,262.71 Gross Profit 2,092,166.16 2,122,534.79 Expense 520300 Bank Charges 1,421.21 1,556.17 520500 Salaries SG&A 550,006.38 605,571.08 520510 - Payroll Taxes - SG&A 45,362.24 51,18.31 520520 Bonuses SG&A 75,950.49 83,749.75 520530 Building Lease 95,954.02 76,770.28 520610 - Autos & Trucks Insurance 0.00 0.00 520730 - Wher Insurance 0.00 54,00 520740 - Transportation 33,692.07 45,444.36 520730 - Meals 2,246.24 9,305.69 520740 - Entortainment <t< th=""><th>Total Income</th><th>3,181,934.33</th><th>3,256,797.50</th></t<>	Total Income	3,181,934.33	3,256,797.50
10,318.05		705 740 00	606 353 66
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194,803.47 194			
122, 291,95 129,858,18		100 100 M 100 Metallic NV 100 M	Section 10 to 100 to
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10et Ordinary Income	Total Expense	1,093,682.28	1,211,794.55
Net Income 998,483.88 910,740.24	Net Ordinary Income	998,483.88	910,740.24
	Net Income	998,483.88	910,740.24

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Edge Insights, Inc Statement of Cash Flows

January 1 through June 9, 2021

	Jan 1 - Jun 9, 21
OPERATING ACTIVITIES	
Net Income	407,753.38
Adjustments to reconcile Net Income	
to net cash provided by operations:	
110410 - Accounts Receivable	-30,764.93
130340 · Prepaid Taxes	-4,957.00
210110 · Accounts Payable - Vendor	5,225.09
210210 · Note Payable - LOC Fulton	-3,887.44
210417 · Employee Ded-Prft Sharing	57,255.82
210434 · Mercantile Tax Payable	-1,992.10
210550 · Accrued Profit Sharing	-8,914.37
210570 · Accrued Expenses Other	2,333.35
210590 · Accrued Employee Bonuses	-10,671.97
Net cash provided by Operating Activities	411,379.83
FINANCING ACTIVITIES	000 000 00
329500 · Shareholder's Dist.	-200,000.00
329800 · Shareholder's Dist. Denem	-551,150.18
Net cash provided by Financing Activities	-751,150.18
Net cash increase for period	-339,770.35
Cash at beginning of period	495,297.57
Cash at end of period	155,527.22

Edge Insights, Inc Profit & Loss May 2021

C-3: Forcasted financial statement - 1 page

	2021		\$ 2,022
Ordinary Income/Expense			
Income			
410200 · Sales - Electric	\$	32,400	\$ 33,700
Gross Profit	\$	32,400	\$ 33,700
Payroll	\$	1,900	\$ 2,000
Payroll taxes	\$	250	\$ 260
SG&A	\$	11,000	\$ 11,440
Total expenses	\$	13,150	\$ 13,700
Net Income	\$	19,250	\$ 20,000

C-5: Credit Report (5 pages)

dun & bradstreet

Credit Evaluator Plus

EDGE INSIGHTS, INC

D-U-N-S: 07-969-5713

ADDRESS: 3 Park Plaza, Wyomissing, PA, 19610, United States

Date: 06/10/2021

RISK ASSESSMENT

the state and a state of the st	
PAYDEX® SCORE	Max. Credit Recommendation
	US\$ 45,000
LOW RISK	
LOW RISK	US\$ 45,000

MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk



LOW-MODERATE

MODERATE

MODERATE-

TE- HIGH

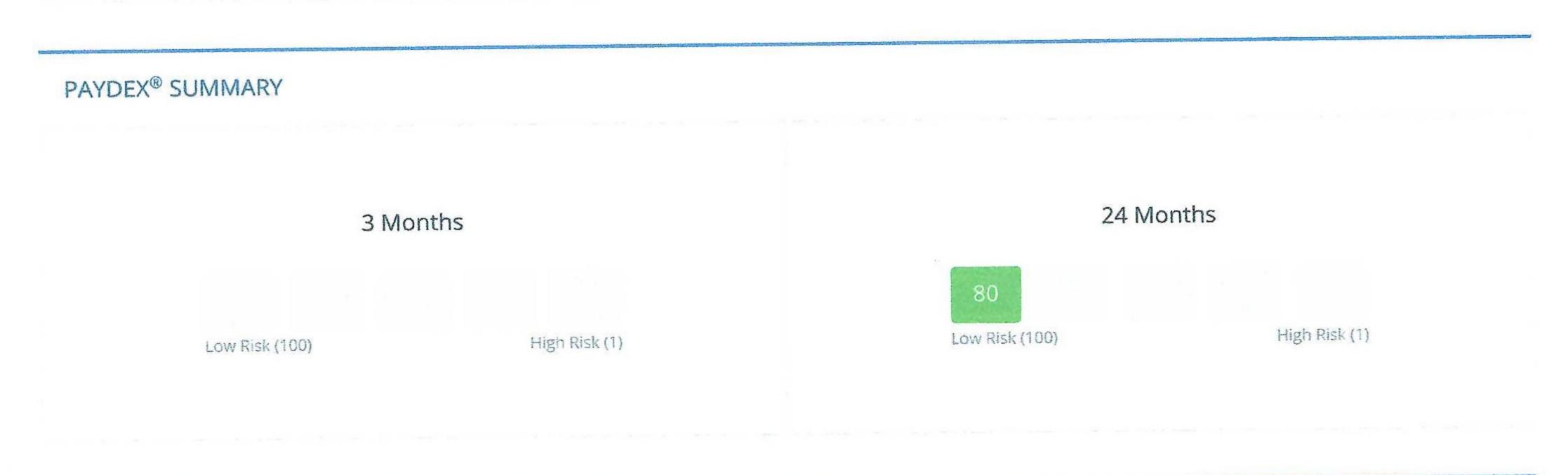
Maximum Credit Recommendation

US\$45,000

The recommended limit is based on a low probability of severe delinquency.

Dun & Bradstreet Thinks...

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



PAYDEX®

80

Low Risk (100)

Based on 24 months of data

High Risk (1)

JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN

Payment Behavior

Risk of Slow Pay

TRADE PAYMENTS SUMMARY

Based on 24 months of data

Overall Payment Behavior

0

Days Beyond Terms

Highest Now Owing: US\$ 100

% of Trade Within Terms

100%

Total Trade Experiences: 5

Largest High Credit: US\$ 500

Average High Credit: US\$ 175

Highest Past Due

US\$0

Total Unfavorable Comments: 0

Largest High Credit: US\$ 0

Total Placed in Collections: 0

Largest High Credit: US\$ 0

TRADE PAYMENTS BY CRED	IT EXTENDED		
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	0%	0	\$0
50,000 - 100,000	0%	0	\$0
15,000 - 49,999	0%	0	\$0
5,000 - 14,999	0%	0	\$0
1,000 - 4,999	0%	0	\$0
UNDER 1,000	100%	2	\$350

EVENTS

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.

SUITS	JUDGEMENTS LIENS			UCC FILINGS			
TOTAL	0	TOTAL	0	TOTAL	0	TOTAL	0
LAST FILING DATE		LAST FILING DATE		LAST FILING DATE	-	LAST FILING DATE	-

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UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

COMPANY PROFILE

COMPANY OVERVIEW

Named Principal

EMMET M LEIN III, PRES-SEC

Business Form

Corporation (US)

SIC

8748

Age (Year Started)

30 years (1991)

Annual Sales

-

Employees

15

Line of Business

Business consulting services

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Commission of Ohio Docketing Information System on

6/14/2021 10:38:22 AM

in

Case No(s). 15-1208-EL-AGG

Summary: Text electronically filed by Mrs. Mary Alice Waltz on behalf of Edge Insights, Inc.