

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

COPY

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 June 14, 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:

C-2 - Financial Statements (4 pages)
C-3 - Forecast (1 page)
C-5 D + B Credit Report (5 pages)

C-2: Financial Statements (4 pages)

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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		
110220 · Checking Account - Fulton	155,319.55	624,718.57
110230 · Payroll Account - Fulton	207.67	207.67
Total Checking/Savings	155,527.22	624,926.24
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		
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	24,826.63	33,475.96
210620 · Deferred Revenue	0.00	23,832.00
Total Other Current Liabilities	429,301.08	322,341.20
Total Current Liabilities	439,005.46	329,689.16
Total Liabilities	439,005.46	329,689.16

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

C-2: Financial Statements (3 of 4)

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06/09/21

Accrual Basis

Edge Insights, Inc Profit & Loss Prev Year Comparison January through December 2020

	Jan - Dec 20	Jan - Dec 19
Ordinary Income/Expense		
Income		
410100 • Sales - Telecommunications	899,946.79	775,102.84
410200 • Sales - Electric	1,261,084.74	1,335,234.99
410300 • Sales - Gas	229,392.07	246,777.37
410500 • Sales - Waste Consult	711,530.79	898,276.30
410700 • Sales - Consulting	79,979.94	1,406.00
440400 • Revenue - Miscellaneous	0.00	0.00
Total Income	3,181,934.33	3,256,797.50
Cost of Goods Sold		
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	134,893.47
520122 • Employee Retirement	122,291.95	129,858.18
520131 • 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	45,362.84	51,118.31
520515 • HR Admin Fees	27,011.84	11,770.98
520520 • Bonuses SG&A	75,950.49	83,749.79
520530 • Building Lease	95,954.02	76,770.28
520610 • Autos & Trucks Insurance	0.00	0.00
520620 • Gnrl Business Insurance	13,049.05	7,096.26
520630 • Other Insurance	0.00	54.00
520710 • Lodging	1,281.34	3,159.66
520720 • Transportation	33,692.07	45,444.36
520730 • Meals	2,466.24	9,305.69
520740 • Entertainment	11,246.46	9,485.22
521000 • Agents' Commissions	52,078.44	36,562.64
521030 • Legal	1,100.00	2,900.00
521040 • Certified Consultant	6,420.00	6,570.00
521050 • Accountant	11,000.00	32,500.00
521060 • Payroll Services	0.00	1,146.20
521100 • Contributions	5,160.00	11,985.00
521110 • Office Supplies	11,668.97	24,189.12
521120 • IT Maint Expense	44,256.57	28,879.21
521130 • Mail/Postage	1,874.42	3,261.46
521140 • Utilities	0.00	72.04
521160 • Licenses / Permits	6,600.00	6,600.00
521170 • Dues & Subscriptions	7,775.00	3,300.00
521180 • Cleaning Service	2,093.50	3,076.39
521190 • Telecommunications	26,769.86	29,627.18
521200 • Miscellaneous Expenses	25,240.78	5,883.53
521330 • Mercantile Tax	4,782.00	4,835.00
521410 • Education/Training	0.00	6,668.00
521530 • Marketing & Advertising	29,420.80	97,784.61
521800 • Bad Debt	0.00	664.95
530200 • Interest Expense	0.00	207.42
Total Expense	1,093,682.28	1,211,794.55
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	
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

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

SCORES AND RATINGS

Max. Credit Recommendation

US\$ 45,000

PAYDEX® SCORE

80

LOW RISK

MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk

LOW

LOW-
MODERATE

MODERATE

MODERATE-
HIGH

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® SUMMARY

3 Months

Low Risk (100)

High Risk (1)

24 Months

80

Low Risk (100)

High Risk (1)

PAYDEX®

Based on 24 months of data

80

Low Risk (100)

High Risk (1)

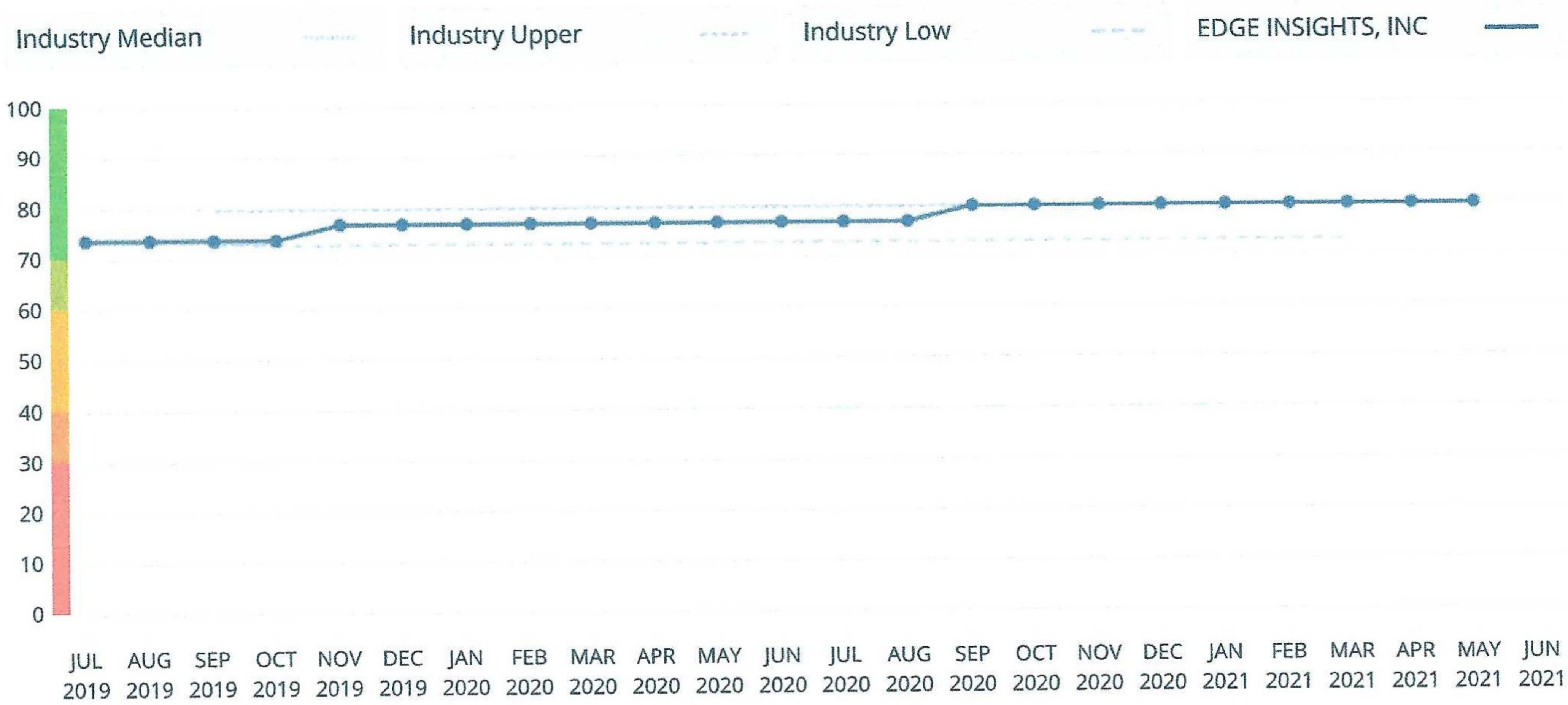
Based on a D&B PAYDEX® of 80

Risk of Slow Pay
LOW

Payment Behavior
Pays On Time

Business and Industry Trends

8748 - Business consulting services



TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
Overall Payment Behavior	% of Trade Within Terms	Highest Past Due	
0	100%	US\$ 0	
Days Beyond Terms			
Highest Now Owing: US\$ 100	Total Trade Experiences: 5	Total Unfavorable Comments : 0	
	Largest High Credit: US\$ 500	Largest High Credit: US\$ 0	
	Average High Credit: US\$ 175	Total Placed in Collections: 0	
		Largest High Credit: US\$ 0	

TRADE PAYMENTS BY CREDIT 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

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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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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	Age (Year Started)	Employees
EMMET M LEIN III, PRES-SEC	30 years (1991)	15
Business Form	Annual Sales	Line of Business
Corporation (US)	-	Business consulting services
SIC		
8748		

This foregoing document was electronically filed with the Public Utilities

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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.