



DIS Case Number: 12-1143-EL-AGG

## Section A: Application Information

### A-1. Provider type:

☒ Power Broker    ☒ Aggregator    ☐ Retail Generation Provider    ☐ Power Marketer

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

**Legal Name:** Unified Energy Services LLC    **Country:** United States  
**Phone:** 8328187000    **Extension (if applicable):**    **Street:** 2625 Greenbriar Drive  
**Website (if any):** www.unifiedenergy.com    **City:** Houston    **Province/State:**  
**Postal Code:** 77098

### 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
Unified Energy Services, LLC	Official Name	2625 Greenbriar Dr. Houston, TX 77098	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
Unified Energy Services, LLC	Official Name	2625 Greenbriar Dr. Houston, TX 77098	Yes	File

### A-5. Contact person for regulatory matters



## Public Utilities Commission

Michael Harris  
2625 Greenbriar Dr  
Houston, TX 77098  
US  
michael.harris@unifiedenergy.com  
8328187000

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

Michael Harris  
2625 Greenbriar Dr  
Houston, TX 77098  
US  
michael.harris@unifiedenergy.com  
8328187000

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

<b>Phone:</b> 832-818-7000	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 832-204-8411	<b>Extension (if applicable):</b>	<b>Street:</b> 2625 Greenbriar Dr.
<b>Email:</b> michael.harris@unifiedenergy.com	<b>City:</b> Houston	<b>Province/State:</b> TX
	<b>Postal Code:</b> 77098	

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

26-3989748

### A-9. Applicant's form of ownership

**Form of ownership:** Limited Liability Company (LLC)

### 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

Duke Energy Ohio

FirstEnergy - Cleveland Electric Illuminating  
 FirstEnergy - Ohio Edison  
 FirstEnergy - Toledo Edison  
 AES Ohio  
 American Electric Power (AEP)

### **Class of customer selection**

Commercial  
 Industrial  
 Mercantile  
 Residential

### **A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 03-24-2010

### **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
Michael Harris	michael.harris@unifiedenergy.com	CEO	2625 Greenbriar Dr Houston, TX 77098 US
Bennett Rowe	michael.harris@unifiedenergy.com	President	2625 Greenbriar Dr. Houston, TX 77098 US

### **A-13. Company history**

Unified Energy was founded in November 13th, 2008 with the sole purpose of providing its customers with better energy procurement services than could otherwise be found. Unified Energy Services, LLC continues to operate under the same name, and Tax ID, however, are now a wholly-owned subsidiary of Tullett Prebon as of January 1st, 2012.

We help small, medium and large customers across multiple SIC codes to procure electricity and natural gas from retail energy providers. Our analysis involves analyzing contract terms and conditions, providing pricing in a true market format accurately portraying one provider's costs versus another, as well as understanding what kind of product would best benefit our customers.



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The company has focused on the Texas market since inception, however is now actively engaged on a national basis to become fully licensed where such licenses are required. Additionally, we are a certified member of the Texas Energy Professionals Association. Our business stems from years of working on both the customer and retail energy provider side and thus gives us a better understanding on how to better answer customer questions and retrieve data quickly and accurately for our clients.

### **A-14. Secretary of State**

Secretary of State Link:

## 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..

File Attached

### **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.

File(s) attached

### **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: None Applicable

### **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



## Public Utilities Commission

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.

File(s) attached

### **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.

File(s) attached

### **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



## Public Utilities Commission

organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

This does not apply

### 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**

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.

File(s) attached

### **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.

File(s) attached





Public Utilities  
Commission

# Application Attachments

## ELECTRICITY NATURAL BROKER LICENSES AND STATE REGISTRATIONS

Exhibit B-1, Jurisdiction of Ops UE License Summary for (NG & EL)

unified energy

STATE	ELECTRIC	GAS	REGISTERED TO DO BUSINESS WITH SECRETARY OF STATE
Arkansas	N/A	Yes	Yes
California	Yes	Yes	Yes
Connecticut	Yes	Yes	Yes
Delaware	License # 4960036	Yes	Yes
District of Columbia	License # EA-11-1-6	License # GA 2015-02-8	Yes
Florida	Yes	Yes	Yes
Georgia	N/A	Yes	Yes
Illinois	License # 10-0118	Yes	Yes
Indiana	N/A	Yes	Yes
Iowa	Yes	License # G-0047	Yes
Kentucky	N/A	Yes	Yes
Louisiana	N/A	Yes	Yes
Maine	License # 2010-136	License # 2010-136	Yes
Maryland	License # IR – 1751	License # IR-3376	Yes
Massachusetts	License # EB-142	License # RA-118	Yes

# ELECTRICITY NATURAL BROKER LICENSES AND STATE REGISTRATIONS

Michigan	Yes	Yes	Yes
Minnesota	N/A	Yes	Yes
Nevada	N/A	Yes	Yes
New Hampshire	License # DM 12-129	License # DM 14-215	Yes
New Jersey	License # EA-0104 (Agent) License # EC-0055 (Consultant) Dkt # EE10120933L	License # EA-0104 (Agent) License # EC-0055 (Consultant) Dkt # EE10120933L	Yes
New Mexico	N/A	Yes	Yes
New York	Yes	Yes	Yes
North Carolina	N/A	Yes	Yes
North Dakota	N/A	Yes	Yes
Ohio	License # 12-512-E (1) Case Number 12-1143-EL-AG	License # 13-312 G(1)	Yes
Oklahoma	N/A	Yes	Yes
Ontario, Canada	License # ER-2015-0357	License # EB-2016-0156	Yes
Oregon	N/A	Yes	Yes
Pennsylvania	License # A-2009-2139811	License # A-2014-2446698	Yes
Rhode Island	License # Division Docket # D-96-6 (V4)	License # Division Docket # D-2379 (N3)	Yes
South Carolina	N/A	Yes	Yes
Tennessee	N/A	Yes	Yes
Texas	Yes	Yes	Yes
Virginia	License # A-62 PUR-2018-00169	License # A-62 PUR-2018-00169	Yes
West Virginia	N/A	Yes	Yes

Created by: Kirsty-Lee Norvell (COO)

Updated: January 14th, 2019

**Receipt**

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

UNIFIED ENERGY SERVICES, LLC  
3900 ESSEX LANE  
SUITE 750  
HOUSTON, TX 77027

**STATE OF OHIO  
CERTIFICATE**

Ohio Secretary of State, Jennifer Brunner

1911354

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

**UNIFIED ENERGY SERVICES, LLC**

and, that said business records show the filing and recording of:

Document(s):

**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):

**201003400528**



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 2nd day of February, A.D. 2010.

A handwritten signature in cursive script, appearing to read "Jennifer Brunner".

Ohio Secretary of State

**B-2** **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and 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 Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

With more than 25 years of combined wholesale, retail, and supply side energy experience, Unified Energy Group is a national leader in power purchasing and negotiations. Specializing in price discovery and timely market assessments, Unified Energy simplifies the purchase and management of electricity.

Our retail, wholesale, and supplier experience uniquely shows how Unified Energy has unified the services essential to helping businesses navigate complex energy markets and buy energy more cost effectively.

We use our procurement experience as well as our demand side/conservation capabilities to develop a holistic energy management program for you that is second to none. Our staff's experience includes working for companies including Constellation Energy, Wisconsin Public Service, Integrys Energy Service, Choice Energy Services, among other retail energy providers and consultants.

Generally speaking, Unified Energy creates a market for its customers among retail energy suppliers interested in their electricity load. We provide insight to customers on contract specifics including: 1) contract disclosure of terms and conditions; 2) service termination provisions; 3) disconnection and service termination requirements of selected retail energy provider; 4) minimum service quality and assurance of retail energy provider credit worthiness and status within the state; 5) generation resource mix for electricity provided and; 6) customer information including load profile usage and historical usage used to provide a fair and competitive price for electricity.

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Cash Basis

**Unified Energy Services**  
**Profit & Loss**  
January through December 2021

	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	TOTAL
<b>Ordinary Income/Expense</b>													
Income													
Sales	474,679	536,864	533,082	506,902	605,459	515,020	471,734	529,153	503,978	536,871	502,282	477,235	6,193,260
Waste	2,729	1,666	3,952	3,795	4,460	3,275	2,263	3,713	3,969	3,577	2,534	3,396	39,330
<b>Total Income</b>	<b>477,408</b>	<b>538,530</b>	<b>537,034</b>	<b>510,697</b>	<b>609,919</b>	<b>518,295</b>	<b>473,997</b>	<b>532,866</b>	<b>507,947</b>	<b>540,448</b>	<b>504,816</b>	<b>480,631</b>	<b>6,232,590</b>
<b>Cost of Goods Sold</b>													
Commissions													
Commissions - DAC	36,726	36,726	28,810	29,060	22,685	22,685	22,685	44,189	39,397	39,397	31,750	31,750	385,859
DAC Gain	-5,509	-5,509	-4,321	-4,371	-3,415	-3,415	-3,415	-6,641	-5,926	-5,926	-4,779	-4,779	-58,008
Commissions - Other	153,490	159,959	173,053	186,749	177,540	209,140	165,200	150,740	164,394	151,272	171,705	158,164	2,021,406
<b>Total Commissions</b>	<b>184,708</b>	<b>191,176</b>	<b>197,541</b>	<b>211,437</b>	<b>196,810</b>	<b>228,410</b>	<b>184,470</b>	<b>188,288</b>	<b>197,864</b>	<b>184,743</b>	<b>198,675</b>	<b>185,135</b>	<b>2,349,257</b>
<b>Total COGS</b>	<b>184,708</b>	<b>191,176</b>	<b>197,541</b>	<b>211,437</b>	<b>196,810</b>	<b>228,410</b>	<b>184,470</b>	<b>188,288</b>	<b>197,864</b>	<b>184,743</b>	<b>198,675</b>	<b>185,135</b>	<b>2,349,257</b>
<b>Gross Profit</b>	<b>292,700</b>	<b>347,354</b>	<b>339,493</b>	<b>299,260</b>	<b>413,109</b>	<b>289,885</b>	<b>289,528</b>	<b>344,578</b>	<b>310,083</b>	<b>355,705</b>	<b>306,141</b>	<b>295,497</b>	<b>3,883,333</b>
<b>Expense</b>													
Accounting	3,750	4,000	0	0	11,400	4,000	0	4,000	16,000	4,000	4,000	4,000	55,150
Advertising	0	0	0	0	0	0	0	0	0	75	0	0	75
Auto and Truck Expenses	2,000	2,000	2,000	2,000	2,000	2,000	2,950	2,000	2,000	2,000	2,000	2,000	24,950
Bank Service Charges	556	642	564	568	717	483	538	1,788	1,064	619	49	48	7,635
Charitable Contributions	1,612	0	2,500	1,522	0	0	0	525	3,507	1,000	0	0	10,666
Computer and Internet Expenses	1,055	430	875	6,696	444	441	1,500	479	1,249	2,486	5,869	673	22,197
Consulting Fees	42,000	42,000	42,000	79,000	110,663	42,821	129,296	69,833	52,775	73,055	44,614	117,250	845,307
Dues and Subscriptions	1,000	0	0	0	0	0	0	0	0	0	0	0	1,000
Employee Benefits	11,409	950	0	3,288	232	4,422	1,176	1,644	1,735	780	5,795	5,496	36,928
Entertainment	358	0	0	0	0	0	0	325	0	3,559	297	3,671	8,211
Insurance Expense	0	0	0	0	0	0	0	0	21,317	0	4,367	0	25,684
Interest Expense	9,320	478	18,329	8,899	8,524	-37,680	8,121	8,158	9,766	7,518	9,570	7,670	58,674
Legal Fees	0	0	0	0	0	90	0	0	0	0	0	0	90
Meals	22,928	8,550	6,227	17,028	8,124	24,207	16,097	17,344	9,525	11,675	21,430	39,623	202,759
Miscellaneous Expense	9,396	0	750	7,205	751	799	0	893	1,827	750	750	745	23,866
Office Expenses	227	105	246	7,977	265	917	243	362	252	305	296	252	11,447
Office Supplies	4,682	2,426	636	12,326	2,406	6,163	11,213	3,429	12,586	7,427	3,882	21,431	88,609
<b>Payroll Expenses</b>													
401k Employer Match	1,820	1,820	1,820	1,820	2,060	1,820	2,060	1,820	1,820	2,060	1,820	2,060	22,805
Health Dental Vision Insurance	15,077	14,769	15,023	14,524	14,523	14,524	14,523	14,584	14,965	14,939	14,941	14,939	177,332
Payroll Taxes	7,141	5,821	5,466	5,466	6,084	5,466	6,084	5,466	5,466	6,837	5,487	5,798	70,581
Wages	60,691	60,690	60,691	60,691	68,691	60,691	68,691	60,691	60,691	74,636	64,634	74,636	776,121
<b>Total Payroll Expenses</b>	<b>84,729</b>	<b>83,100</b>	<b>83,000</b>	<b>82,500</b>	<b>91,359</b>	<b>82,500</b>	<b>91,359</b>	<b>82,561</b>	<b>82,942</b>	<b>98,472</b>	<b>86,883</b>	<b>97,433</b>	<b>1,046,839</b>
<b>Permits and Licenses</b>	<b>1,956</b>	<b>1,176</b>	<b>384</b>	<b>3,288</b>	<b>2,628</b>	<b>2,709</b>	<b>2,776</b>	<b>25</b>	<b>2,983</b>	<b>1,491</b>	<b>394</b>	<b>185</b>	<b>19,995</b>
<b>Postage and Delivery</b>	<b>0</b>	<b>0</b>	<b>1,985</b>	<b>367</b>	<b>0</b>	<b>145</b>	<b>610</b>	<b>99</b>	<b>327</b>	<b>697</b>	<b>-658</b>	<b>139</b>	<b>3,712</b>
<b>Property Taxes</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,293</b>	<b>18,293</b>

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01/20/22

Cash Basis

**Unified Energy Services**  
**Profit & Loss**  
January through December 2021

	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	TOTAL
<b>Rent</b>	6,950	6,950	10,310	6,367	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	86,177
<b>Software</b>	1,894	11,146	0	22,453	1,866	1,837	3,731	3,798	1,866	7,876	1,866	1,866	60,197
<b>Taxes</b>													
Franchise Tax	0	0	0	13,346	800	0	0	0	0	0	50	0	14,196
Taxes - Other	0	0	-251	0	0	0	0	0	0	0	0	0	-251
<b>Total Taxes</b>	0	0	-251	13,346	800	0	0	0	0	0	50	0	13,945
<b>Telephone</b>	2,295	2,273	1,027	1,775	1,070	2,093	3,198	1,776	1,480	2,174	2,034	2,040	23,235
<b>Travel</b>													
Airfare	1,513	576	10	4,119	688	39	39	9,862	1,062	4,635	8,197	3,769	34,508
Auto	2,432	777	654	1,998	1,024	8,291	679	4,237	1,464	1,611	2,446	1,652	27,263
Hotels	2,926	1,470	731	3,557	0	394	1,931	3,083	8,517	3,384	6,549	17,382	49,923
<b>Total Travel</b>	6,870	2,823	1,395	9,674	1,711	8,724	2,649	17,182	11,043	9,629	17,192	22,802	111,694
<b>Utilities</b>	194	170	162	165	208	243	309	329	348	293	216	171	2,809
<b>Total Expense</b>	215,183	169,220	172,141	286,445	252,118	153,863	282,716	223,501	241,541	242,832	217,846	352,736	2,810,141
<b>Net Ordinary Income</b>	77,517	178,134	167,352	12,815	160,991	136,022	6,812	121,077	68,542	112,873	88,295	-57,239	1,073,192
<b>Other Income/Expense</b>													
Other Income													
Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	2
Non-Taxable SBA Pymt Forgiveness	0	0	18,000	0	0	0	0	0	0	0	0	0	18,000
PPP Loan Forgiveness	0	0	138,510	0	0	0	0	0	0	0	0	0	138,510
<b>Total Other Income</b>	0	0	156,510	0	0	0	0	0	0	0	0	0	156,512
<b>Net Other Income</b>	0	0	156,510	0	0	0	0	0	0	0	0	0	156,512
<b>Net Income</b>	<u>77,518</u>	<u>178,134</u>	<u>323,862</u>	<u>12,815</u>	<u>160,992</u>	<u>136,023</u>	<u>6,812</u>	<u>121,078</u>	<u>68,542</u>	<u>112,873</u>	<u>88,295</u>	<u>-57,239</u>	<u>1,229,704</u>

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Cash Basis

**Unified Energy Services**  
**Balance Sheet**  
As of December 31, 2020

	Jan 31, 20	Feb 29, 20	Mar 31, 20	Apr 30, 20	May 31, 20	Jun 30, 20	Jul 31, 20	Aug 31, 20	Sep 30, 20	Oct 31, 20	Nov 30, 20	Dec 31, 20
<b>ASSETS</b>												
Current Assets												
Checking/Savings												
BBVA - Energia Logix - 9200	5,253	5,253	5,253	5,253	5,253	5,253	5,253	5,253	7,361	0	0	0
BBVA Checking - 9066	273,704	294,363	340,879	551,302	508,180	344,860	319,130	224,544	240,176	356,103	367,922	293,781
BBVA Corp MMA - 9511	2,302	2,255	2,208	2,161	2,114	2,067	2,020	1,974	1,927	1,880	1,833	1,787
Independent Bk - Checking 3154	83,256	59,106	60,664	51,756	11,775	49,519	46,097	54,036	82,356	43,670	17,394	21,991
<b>Total Checking/Savings</b>	<b>364,515</b>	<b>360,977</b>	<b>409,003</b>	<b>610,472</b>	<b>527,322</b>	<b>401,699</b>	<b>372,500</b>	<b>285,806</b>	<b>331,820</b>	<b>401,654</b>	<b>387,149</b>	<b>317,559</b>
Accounts Receivable												
Prepaid Commission - DAC	0	80,750	74,021	132,317	120,169	108,021	96,681	234,491	209,773	263,056	231,839	200,621
<b>Total Accounts Receivable</b>	<b>0</b>	<b>80,750</b>	<b>74,021</b>	<b>132,317</b>	<b>120,169</b>	<b>108,021</b>	<b>96,681</b>	<b>234,491</b>	<b>209,773</b>	<b>263,056</b>	<b>231,839</b>	<b>200,621</b>
Other Current Assets												
Investment - 2101 Mustang	0	0	0	0	0	0	0	-89	-89	0	0	0
Investment - 930 Hills of Palos	-4,928	-5,096	-5,325	-5,325	-5,325	-5,325	-5,325	-5,851	-5,851	0	0	0
Investment - Ashley House SC	65,000	65,000	67,460	68,690	69,920	71,150	73,158	74,388	75,618	0	0	0
Investment - Black Oaks LLC	249,016	255,113	261,217	267,191	273,164	276,151	276,151	276,151	31,018	31,018	31,018	31,018
Investment - Eastwood Oaks	-262	-2,101	-2,101	-2,101	-2,101	-2,101	-2,101	-2,101	-3,092	0	0	0
Investment - Horse - Honorable	0	0	0	0	18,900	18,900	18,900	19,828	19,828	0	0	0
Investment - Horse - Soros	31,679	31,679	31,679	31,679	33,350	33,350	33,350	34,619	34,619	0	0	0
Short Term Loan - Harris	93,000	93,000	93,000	93,000	93,000	40,000	28,673	4,133	0	0	0	0
Short Term Loan - McKeever	59,105	56,440	53,743	51,051	48,337	45,617	42,876	40,129	37,367	0	0	0
<b>Total Other Current Assets</b>	<b>492,611</b>	<b>494,035</b>	<b>499,674</b>	<b>504,185</b>	<b>529,245</b>	<b>477,742</b>	<b>465,682</b>	<b>441,206</b>	<b>189,418</b>	<b>31,018</b>	<b>31,018</b>	<b>31,018</b>
<b>Total Current Assets</b>	<b>857,125</b>	<b>935,762</b>	<b>982,697</b>	<b>1,246,974</b>	<b>1,176,736</b>	<b>987,462</b>	<b>934,863</b>	<b>961,502</b>	<b>731,011</b>	<b>695,728</b>	<b>650,006</b>	<b>549,198</b>
Fixed Assets												
Accumulated Amortization	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777
Accumulated Depreciation	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500
Office Equipment												
Computer Equipment	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879
Computer Software	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879
<b>Total Office Equipment</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>	<b>63,759</b>
<b>Total Fixed Assets</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>	<b>23,482</b>
Other Assets												
Note Rec - Enerlogix	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834	0	0	0
Outstanding Contract Value												
Sales Commission Liability	-6,964,786	-6,977,910	-7,016,072	-7,081,772	-7,216,703	-7,075,334	-7,043,831	-7,305,233	-7,461,070	-7,005,161	-6,904,523	-6,812,193
Outstanding Contract Value - Other	21,105,411	21,145,182	21,260,825	21,459,914	21,868,798	21,440,405	21,344,942	22,137,069	22,609,303	21,227,762	20,922,796	20,643,009
<b>Total Outstanding Contract Value</b>	<b>14,140,626</b>	<b>14,167,272</b>	<b>14,244,753</b>	<b>14,378,142</b>	<b>14,652,095</b>	<b>14,365,072</b>	<b>14,301,111</b>	<b>14,831,836</b>	<b>15,148,233</b>	<b>14,222,601</b>	<b>14,018,273</b>	<b>13,830,816</b>
SBA Loan Origination Fees	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006
<b>Total Other Assets</b>	<b>14,409,466</b>	<b>14,436,112</b>	<b>14,513,593</b>	<b>14,646,982</b>	<b>14,920,935</b>	<b>14,633,911</b>	<b>14,569,951</b>	<b>15,100,676</b>	<b>15,417,073</b>	<b>14,335,607</b>	<b>14,131,280</b>	<b>13,943,823</b>
<b>TOTAL ASSETS</b>	<b>15,290,072</b>	<b>15,395,355</b>	<b>15,519,772</b>	<b>15,917,438</b>	<b>16,121,152</b>	<b>15,644,855</b>	<b>15,528,296</b>	<b>16,085,660</b>	<b>16,171,565</b>	<b>15,054,816</b>	<b>14,804,767</b>	<b>14,516,502</b>
<b>LIABILITIES &amp; EQUITY</b>												
Liabilities												
Current Liabilities												
Other Current Liabilities												



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Cash Basis

**Unified Energy Services**  
**Balance Sheet**  
As of December 31, 2020

	Jan 31, 20	Feb 29, 20	Mar 31, 20	Apr 30, 20	May 31, 20	Jun 30, 20	Jul 31, 20	Aug 31, 20	Sep 30, 20	Oct 31, 20	Nov 30, 20	Dec 31, 20
<b>BBVA Line of Credit</b>	418,000	293,335	294,822	294,822	194,822	0	0	0	0	0	100,000	0
<b>Cares Act PPP Loan</b>	0	0	0	138,510	138,510	138,510	138,510	138,510	138,510	138,510	138,510	138,510
<b>Total Other Current Liabilities</b>	418,000	293,335	294,822	433,332	333,332	138,510	138,510	138,510	138,510	138,510	238,510	138,510
<b>Total Current Liabilities</b>	418,000	293,335	294,822	433,332	333,332	138,510	138,510	138,510	138,510	138,510	238,510	138,510
<b>Long Term Liabilities</b>												
<b>BBVA Compass SBA Loan</b>	2,746,947	2,746,947	2,701,410	2,655,684	2,609,767	2,564,040	2,517,740	2,471,247	2,424,560	2,377,678	2,330,601	2,283,328
<b>Total Long Term Liabilities</b>	2,746,947	2,746,947	2,701,410	2,655,684	2,609,767	2,564,040	2,517,740	2,471,247	2,424,560	2,377,678	2,330,601	2,283,328
<b>Total Liabilities</b>	3,164,947	3,040,282	2,996,232	3,089,016	2,943,099	2,702,550	2,656,250	2,609,757	2,563,070	2,516,188	2,569,111	2,421,838
<b>Equity</b>												
<b>Capital Loss</b>	0	0	0	0	0	0	0	0	-193,000	-193,000	-193,000	-193,000
<b>Distributions</b>	-1,653,754	-1,653,754	-1,743,754	-1,743,754	-1,839,154	-1,932,154	-2,063,808	-2,159,888	-2,255,628	-2,255,628	-2,349,628	-2,396,628
<b>Members Equity</b>	13,644,410	13,671,057	13,748,538	13,881,927	14,155,880	13,868,856	13,804,896	14,335,621	14,652,018	13,394,176	13,110,892	12,922,392
<b>Net Income</b>	134,470	337,771	518,756	690,249	861,328	1,005,603	1,130,958	1,300,171	1,405,106	1,593,080	1,667,392	1,761,900
<b>Total Equity</b>	12,125,126	12,355,073	12,523,540	12,828,422	13,178,053	12,942,305	12,872,046	13,475,903	13,608,496	12,538,628	12,235,656	12,094,663
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>15,290,072</b>	<b>15,395,355</b>	<b>15,519,772</b>	<b>15,917,438</b>	<b>16,121,152</b>	<b>15,644,855</b>	<b>15,528,296</b>	<b>16,085,660</b>	<b>16,171,565</b>	<b>15,054,816</b>	<b>14,804,767</b>	<b>14,516,502</b>

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Cash Basis

**Unified Energy Services**  
**Profit & Loss**  
January through December 2020

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	TOTAL
<b>Ordinary Income/Expense</b>													
Income													
Gain on Investment	2,146	0	1,693	750	0	0	0	0	0	3,180	0	0	7,770
Sales	454,112	529,549	527,954	523,797	503,814	500,489	458,006	491,002	486,511	525,701	493,027	496,416	5,990,379
Waste	5,148	3,278	2,680	3,217	3,637	2,557	1,823	3,686	3,504	2,633	3,924	3,484	39,572
<b>Total Income</b>	<b>461,406</b>	<b>532,826</b>	<b>532,328</b>	<b>527,764</b>	<b>507,452</b>	<b>503,046</b>	<b>459,829</b>	<b>494,688</b>	<b>490,016</b>	<b>531,515</b>	<b>496,951</b>	<b>499,901</b>	<b>6,037,721</b>
<b>Cost of Goods Sold</b>													
Commissions													
Commissions - DAC	0	0	7,917	7,917	14,292	14,292	14,292	14,371	29,079	29,079	36,726	36,726	204,690
DAC Gain	0	0	-1,188	-1,188	-2,144	-2,144	-2,144	-2,156	-4,362	-4,362	-5,509	-5,509	-30,704
Commissions - Other	129,426	138,324	156,404	190,259	150,768	165,919	161,622	136,614	137,194	130,450	151,099	148,602	1,796,680
<b>Total Commissions</b>	<b>129,426</b>	<b>138,324</b>	<b>163,133</b>	<b>196,988</b>	<b>162,916</b>	<b>178,067</b>	<b>173,770</b>	<b>148,829</b>	<b>161,911</b>	<b>155,167</b>	<b>182,317</b>	<b>179,819</b>	<b>1,970,667</b>
<b>Total COGS</b>	<b>129,426</b>	<b>138,324</b>	<b>163,133</b>	<b>196,988</b>	<b>162,916</b>	<b>178,067</b>	<b>173,770</b>	<b>148,829</b>	<b>161,911</b>	<b>155,167</b>	<b>182,317</b>	<b>179,819</b>	<b>1,970,667</b>
<b>Gross Profit</b>	<b>331,980</b>	<b>394,502</b>	<b>369,195</b>	<b>330,776</b>	<b>344,535</b>	<b>324,979</b>	<b>286,059</b>	<b>345,859</b>	<b>328,105</b>	<b>376,348</b>	<b>314,634</b>	<b>320,081</b>	<b>4,067,054</b>
<b>Expense</b>													
Accounting	3,766	2,966	2,966	8,916	5,066	2,966	2,966	2,966	5,541	2,966	3,750	6,000	50,835
Advertising	0	0	525	0	0	0	0	0	1,675	0	0	0	2,200
Auto and Truck Expenses	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Bank Service Charges	458	522	549	607	552	586	552	759	539	545	522	542	6,735
Charitable Contributions	0	1,000	1,570	0	2,500	0	0	0	0	2,500	0	0	7,570
Computer and Internet Expenses	443	6,954	443	443	6,527	442	6,682	430	430	1,483	430	430	25,138
Consulting Fees	41,000	47,875	29,825	60,223	57,500	40,000	60,223	67,000	64,123	40,000	40,000	69,350	617,118
Contract Labor	4,800	2,767	4,535	3,525	3,681	2,298	1,792	602	34,373	0	0	0	58,373
Dues and Subscriptions	0	1,000	0	0	0	0	0	0	0	0	0	0	1,000
Employee Benefits	365	84	2,251	0	-1,000	100	-150	104	92	2,950	2,950	125	7,870
Entertainment	2,075	0	1,193	0	0	95	0	0	0	0	0	0	3,362
Insurance Expense	0	0	0	0	0	0	2,564	3,845	17,392	1,678	0	0	25,479
Interest Expense	11,630	11,442	12,740	12,551	12,146	59,365	11,046	10,583	10,432	9,909	9,713	10,145	181,703
Legal Fees	4,017	280	0	0	4,167	8,743	0	0	16,085	0	51,131	0	84,423
Meals	16,093	8,837	18,750	8,997	10,657	9,752	14,913	19,107	12,357	17,155	17,812	12,995	167,426
Miscellaneous Expense	1,219	4,711	895	600	750	287	850	850	1,957	2,422	0	1,100	15,640
Office Expenses	4,093	211	-1,094	279	6,337	211	211	4,502	223	113	317	386	15,790
Office Supplies	4,658	5,161	4,534	1,257	3,590	13,228	3,128	3,154	10,694	994	2,310	1,034	53,743
Payroll Expenses													
401k Employer Match	1,933	1,933	1,933	2,215	1,933	1,870	2,090	1,808	2,090	1,802	1,808	1,970	23,383
Health Dental Vision Insurance	13,592	13,956	14,592	13,774	13,774	13,146	12,518	11,664	13,761	13,912	11,631	13,835	160,155
Payroll Taxes	7,624	6,429	5,977	6,558	5,832	5,619	6,131	5,458	6,079	5,406	4,850	5,018	70,980
Wages	58,325	58,333	58,325	67,846	58,456	59,359	69,653	60,263	69,653	60,274	60,274	65,684	746,443
<b>Total Payroll Expenses</b>	<b>81,473</b>	<b>80,650</b>	<b>80,826</b>	<b>90,392</b>	<b>79,994</b>	<b>79,994</b>	<b>90,392</b>	<b>79,192</b>	<b>91,583</b>	<b>81,394</b>	<b>78,563</b>	<b>86,507</b>	<b>1,000,961</b>
Permits and Licenses	562	1,313	50	2,297	3,451	1,726	1,527	634	3,044	4,833	281	700	20,417
Postage and Delivery	143	218	613	61	159	464	292	225	125	434	210	160	3,105
Property Taxes	0	0	0	0	0	0	0	20,297	0	0	0	20,275	40,572
Rent	4,249	4,249	4,249	12,747	8,498	8,498	8,498	8,498	-16,997	4,249	4,249	4,249	55,239
Software	4,491	1,894	1,894	6,949	1,894	1,894	7,667	1,894	1,894	6,656	3,789	1,894	42,812
Taxes													
Franchise Tax	0	800	0	0	10,434	0	0	0	0	0	0	0	11,234
Property Tax	0	0	1,064	0	0	0	0	0	0	0	0	0	1,064

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Cash Basis

**Unified Energy Services**  
**Profit & Loss**  
January through December 2020

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	TOTAL
Taxes - Other	106	0	0	0	0	0	0	0	0	0	0	0	106
<b>Total Taxes</b>	106	800	1,064	0	10,434	0	0	0	0	0	0	0	12,404
Telephone	1,662	1,508	2,786	1,577	1,603	2,647	1,895	2,437	2,024	2,058	1,917	1,628	23,743
Travel	7,724	694	7,381	107	3,043	967	314	2,322	2,184	804	5,333	3,510	34,383
Airfare	502	1,036	1,638	424	1,348	1,424	332	1,523	783	819	2,108	2,366	14,303
Auto	1,650	3,287	6,190	2,340	5,529	0	0	683	18,447	2,367	12,733	0	53,226
Hotels													
<b>Total Travel</b>	9,876	5,018	15,209	2,872	9,920	2,391	646	4,528	21,413	3,989	20,174	5,876	101,912
Utilities	403	40	104	55	71	54	24	47	307	230	203	177	1,716
<b>Total Expense</b>	199,582	191,502	188,479	216,347	230,499	237,741	217,719	233,655	281,306	188,559	240,322	225,574	2,651,284
<b>Net Ordinary Income</b>	132,398	203,000	180,716	114,429	114,037	87,238	68,340	112,204	46,799	187,789	74,312	94,507	1,415,769
Other Income/Expense													
Other Income													
Interest Income	2,072	301	269	274	252	246	225	219	1,347	185	0	0	5,390
Non-Taxable SBA Pymt Forgiveness	0	0	0	56,790	56,790	56,790	56,790	56,790	56,790	0	0	0	340,740
<b>Total Other Income</b>	2,072	301	269	57,064	57,042	57,036	57,015	57,009	58,137	185	0	0	346,130
<b>Net Other Income</b>	2,072	301	269	57,064	57,042	57,036	57,015	57,009	58,137	185	0	0	346,130
<b>Net Income</b>	<b>134,470</b>	<b>203,301</b>	<b>180,985</b>	<b>171,493</b>	<b>171,079</b>	<b>144,275</b>	<b>125,355</b>	<b>169,213</b>	<b>104,935</b>	<b>187,974</b>	<b>74,313</b>	<b>94,507</b>	<b>1,761,900</b>

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Cash Basis

**Unified Energy Services**  
**Balance Sheet**  
**As of December 31, 2021**

	Jan 31, 21	Feb 28, 21	Mar 31, 21	Apr 30, 21	May 31, 21	Jun 30, 21	Jul 31, 21	Aug 31, 21	Sep 30, 21	Oct 31, 21	Nov 30, 21	Dec 31, 21
<b>ASSETS</b>												
<b>Current Assets</b>												
<b>Checking/Savings</b>												
Independent Bk - Checking 3154	18,400	24,891	37,680	42,855	14,267	21,304	35,118	10,865	8,127	3,086	12,075	16,613
PNC Checking - 3625	384,726	317,006	398,846	286,156	596,786	404,006	342,631	279,565	417,295	487,435	312,235	315,164
PNC Corp MMA - 3721	1,740	1,693	1,646	2,600	2,553	2,600	2,573	2,547	2,520	2,493	2,493	2,493
<b>Total Checking/Savings</b>	404,866	343,590	438,173	331,610	613,605	427,910	380,323	292,976	427,941	493,013	326,803	334,269
<b>Accounts Receivable</b>												
Prepaid Commission - DAC	169,404	138,186	116,098	91,410	72,141	52,871	253,602	317,154	283,683	250,212	223,241	196,270
<b>Total Accounts Receivable</b>	169,404	138,186	116,098	91,410	72,141	52,871	253,602	317,154	283,683	250,212	223,241	196,270
<b>Other Current Assets</b>												
Investment - 930 Hills of Palos	-1,042	0	0	0	0	0	0	0	0	0	0	0
Investment - Eastwood Oaks	0	-1,415	0	0	0	0	0	0	0	0	0	0
Investment - Land Partners Amer	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500
<b>Total Other Current Assets</b>	30,458	30,085	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500	31,500
<b>Total Current Assets</b>	604,727	511,861	585,771	454,520	717,246	512,281	665,425	641,630	743,124	774,725	581,544	562,040
<b>Fixed Assets</b>												
Accumulated Amortization	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777	-2,777
Accumulated Depreciation	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500	-37,500
<b>Office Equipment</b>												
Computer Equipment	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879	43,879
Computer Software	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879	19,879
Office Equipment - Other	0	0	15,908	15,908	15,908	15,908	15,908	15,908	15,908	15,908	15,908	15,908
<b>Total Office Equipment</b>	63,759	63,759	79,667	79,667	79,667	79,667	79,667	79,667	79,667	79,667	79,667	79,667
<b>Total Fixed Assets</b>	23,482	23,482	39,390	39,390	39,390	39,390	39,390	39,390	39,390	39,390	39,390	39,390
<b>Other Assets</b>												
Note Rec - Enerlogix	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834	155,834
<b>Outstanding Contract Value</b>												
Sales Commission Liability	-6,756,950	-6,790,610	-6,761,365	-6,724,715	-6,590,491	-7,013,097	-7,222,639	-7,104,106	-6,937,255	-6,922,586	-6,927,292	-6,905,137
Outstanding Contract Value - Other	20,475,606	20,577,607	20,488,986	20,377,924	19,971,184	21,251,809	21,886,785	21,527,593	21,021,985	20,977,534	20,991,794	20,924,659
<b>Total Outstanding Contract Value</b>	13,718,656	13,786,997	13,727,620	13,653,209	13,380,693	14,238,712	14,664,146	14,423,487	14,084,730	14,054,948	14,064,502	14,019,521
<b>SBA Loan Origination Fees</b>	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006	113,006
<b>Total Other Assets</b>	13,987,496	14,055,837	13,996,460	13,922,049	13,649,533	14,507,552	14,932,986	14,692,327	14,353,570	14,323,788	14,333,342	14,288,361
<b>TOTAL ASSETS</b>	<b>14,615,705</b>	<b>14,591,180</b>	<b>14,621,621</b>	<b>14,415,959</b>	<b>14,406,169</b>	<b>15,059,223</b>	<b>15,637,800</b>	<b>15,373,347</b>	<b>15,136,083</b>	<b>15,137,903</b>	<b>14,954,275</b>	<b>14,889,791</b>
<b>LIABILITIES &amp; EQUITY</b>												
<b>Liabilities</b>												
<b>Current Liabilities</b>												
<b>Other Current Liabilities</b>												
BBVA Line of Credit	145,348	45,348	45,348	45,348	195,348	0	220,000	220,000	295,000	295,000	95,000	295,000
Cares Act PPP Loan	138,510	138,510	0	0	0	0	0	0	0	0	0	0
<b>Total Other Current Liabilities</b>	283,858	183,858	45,348	45,348	195,348	0	220,000	220,000	295,000	295,000	95,000	295,000

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01/20/22

Cash Basis

**Unified Energy Services**  
**Balance Sheet**  
**As of December 31, 2021**

	Jan 31, 21	Feb 28, 21	Mar 31, 21	Apr 30, 21	May 31, 21	Jun 30, 21	Jul 31, 21	Aug 31, 21	Sep 30, 21	Oct 31, 21	Nov 30, 21	Dec 31, 21
<b>Total Current Liabilities</b>	283,858	183,858	45,348	45,348	195,348	0	220,000	220,000	295,000	295,000	95,000	295,000
<b>Long Term Liabilities</b>												
<b>BBVA Compass SBA Loan</b>	2,190,510	2,190,510	2,094,976	2,046,910	1,998,644	1,949,005	1,900,336	1,851,464	1,804,416	1,755,144	1,705,667	1,655,984
<b>Total Long Term Liabilities</b>	2,190,510	2,190,510	2,094,976	2,046,910	1,998,644	1,949,005	1,900,336	1,851,464	1,804,416	1,755,144	1,705,667	1,655,984
<b>Total Liabilities</b>	2,474,368	2,374,368	2,140,324	2,092,258	2,193,992	1,949,005	2,120,336	2,071,464	2,099,416	2,050,144	1,800,667	1,950,984
<b>Equity</b>												
<b>Distributions</b>	-2,396,628	-2,492,628	-2,492,628	-2,588,628	-2,588,628	-2,684,628	-2,684,628	-2,780,628	-2,780,628	-2,812,628	-2,844,628	-2,957,628
<b>Members Draw</b>	-131,333	-206,333	-206,333	-206,333	-206,333	-206,333	-231,333	-231,333	-231,333	-231,333	-231,333	-230,915
<b>Members Equity</b>	14,591,781	14,660,121	14,600,745	14,526,334	14,253,818	15,111,837	15,537,271	15,296,612	14,962,854	14,933,073	14,942,626	14,897,646
<b>Net Income</b>	77,518	255,652	579,514	592,329	753,321	889,343	896,155	1,017,233	1,085,775	1,198,648	1,286,943	1,229,704
<b>Total Equity</b>	12,141,337	12,216,811	12,481,297	12,323,701	12,212,177	13,110,218	13,517,465	13,301,883	13,036,667	13,087,759	13,153,608	12,938,807
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>14,615,705</b>	<b>14,591,180</b>	<b>14,621,621</b>	<b>14,415,959</b>	<b>14,406,169</b>	<b>15,059,223</b>	<b>15,637,800</b>	<b>15,373,347</b>	<b>15,136,083</b>	<b>15,137,903</b>	<b>14,954,275</b>	<b>14,889,791</b>



**Background Screening Report**  
ACUTRAQ BACKGROUND SCREENING  
P. O. Box 766  
Elkins, AR 72727  
Phone: 479-439-9174  
Fax: 479-439-9156

FILE NUMBER	815682	REPORT DATE	03-22-2022
REPORT TO	Unified Energy Services, LLC (UNIFIED) 2625 Greebriar Drive Houston, TX 77098 Phone: 713-820-6181 Fax: 832-204-8411	ORDER DATE	03-22-2022 Brooke Caden
		TYPE	Business Credit Report \$65

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#### Application Information

APPLICANT	UNIFIED ENERGY	SSN	-	DOB	-
ADDRESS(ES)	2625 GREENBRIAR DR.	CITY / STATE / ZIP	HOUSTON, TX 77098		

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#### Credit

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#### Business Credit Reports

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## Premier Profile - UNIFIED ENERGY SERVICES, LLC

Ordered: 3/22/2022

Transaction Number:

C434963803

Search Inquiry: UNIFIED ENERGY SERVICES, LLC / 3900 ESSEX LN / HOUSTON / TX

Business Name

**UNIFIED ENERGY SERVICES, LLC**



Business Identification Number

**898883714**

Doing Business As: UNIFIED ENERGY SERVICES LLC

Website: [www.unifiedenergy.com](http://www.unifiedenergy.com)

Primary Address: 3900 ESSEX LN  
HOUSTON, TX 77027-5133

Phone: (832) 319-7777

Tax ID: 26-3989748



This business is the ultimate parent.  
See the 'Corporate Linkage' section for more info.

### Risk Dashboard

Risk Scores and Credit Limit Recommendation		Days Beyond Terms	Derogatory Legal	Fraud Alerts
Intelliscore Plus	Financial Stability Risk	Company DBT	Original Filings	High Risk Alerts
<b>31</b> MEDIUM RISK	<b>56</b> LOW TO MEDIUM RISK	DBT Unavailable	<b>0</b>	<b>0</b>
Score range: 1 - 100 percentile				
Credit Limit Recommendation: \$600				

### Business Facts

Years on File:	13 (FILE ESTABLISHED 01/2009)	SIC Code:	BUSINESS CONSULTING SERVICES, NEC - 8748
State of Incorporation:	TX		MANAGEMENT CONSULTING SERVICES - 8742
Date of Incorporation:	01/21/2010		ELECTRIC SERVICES - 4911
Business Type:	Institutions - Profit	NAICS Code:	Other Management Consulting Services - 541618
Contacts:	MICHAEL J HARRIS - CHIEF EXECUTIVE OFFICER		Management Consulting Services - 541610
	BENNETT ROWE - OFFICER		Electric Power Generation, Transmission and Distribution - 221100
	SARAH SALINAS - MANAGER	Number of Employees:	2
		Sales:	\$89,000

### Commercial Fraud Shield

Evaluation for: UNIFIED ENERGY SERVICES, LLC, 3900 ESSEX LN, HOUSTON, TX 77027-5133

Business Alerts	Verification Triggers
Active Business Indicator:	The primary Business Name, Address, and Phone Number on Experian File were reviewed for High Risk indicators, no High Risk indicators were found.
Possible OFAC Match:	
Business Victim Statement:	

## Credit Risk Score and Credit Limit Recommendation

### Credit Risk Score: Intelliscore Plus

This score predicts the likelihood of serious credit delinquencies within the next 12 months. The score uses tradeline and collections information, public filings as well as other variables to predict future risk. Higher scores indicate lower risk.

#### Current Score: 31



#### Intelliscore Plus Risk Assessment

Action or risk threshold, based on your company's thresholds:

MEDIUM RISK

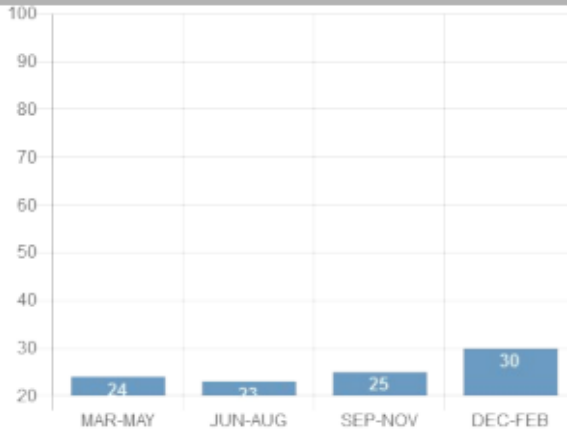
#### Factors lowering the score

- › TOTAL BALANCE OF ALL COMMERCIAL ACCOUNTS
- › NBR OF COMMERCIAL ACCTS WITH TERMS OTHER THAN NET 1-30 DAYS

#### Intelliscore Plus Industry Risk Comparison

30% of businesses indicate a higher likelihood of severe delinquency.

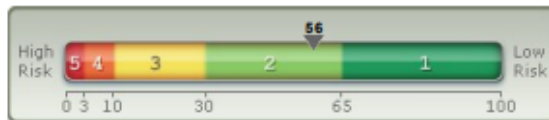
### Quarterly Score Trends



The Quarterly Score Trends provide a view of the likelihood of delinquency over the past 12 months for this business. The trends will indicate if the score improved, remained stable, fluctuated or declined over the last 12 months.

### Credit Risk Score: Financial Stability Risk

#### Current Financial Stability Risk Score: 56



#### Risk Class: 2

LOW - MEDIUM RISK

The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

This score predicts the likelihood of financial stability risk within the next 12 months. The score uses tradeline and collections information, public filings as well as other variables to predict future risk. Higher scores indicate lower risk.

#### Factors lowering the score

- › NUMBER OF ACTIVE COMMERCIAL ACCOUNTS
- › PERCENT OF COMMERCIAL ACCOUNTS DELINQUENT
- › RISK ASSOCIATED WITH THE COMPANY'S INDUSTRY SECTOR
- › RISK ASSOCIATED WITH THE BUSINESS TYPE

#### Industry Risk Comparison

55% of businesses indicate a higher likelihood of financial stability risk.

### Credit Limit Recommendation

#### Credit Limit Recommendation

\$600

This recommendation compares this business against similar businesses in the Experian business credit database. It is based on trade information, industry, age of business and the Intelliscore Plus. The recommendation is a guide. The final decision must be made based on your company's business policies.



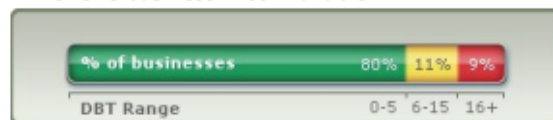
Payment and Legal Filings Summary					
Payment Performance		Trade and Collection Balance		Legal Filings	
Current DBT:	Not Available	Total trade and collection (2):	\$2,099,400	Bankruptcy:	No
Predicted DBT :	N/A	All trades (2):	\$2,099,400	Tax Lien filings:	0
Monthly Average DBT:	0	All collections (0):	\$0	Judgment filings:	0
Highest DBT Previous 6 Months:	0	Continuous trade (0):	\$0	Sum of legal filings:	\$0
Highest DBT Previous 5 Quarters:	0	6 month average:	\$0 - \$0	UCC filings:	2
Payment Trend Indication:		Highest credit amount extended:	\$0	Cautionary UCC filings:	No
Payment trend indicator not available		Most frequent industry purchasing terms:			
		Industry purchasing terms not available			

#### Industry Comparison

##### Industry DBT Range Comparison

The current DBT of this business is Not Available.

#### DBT for this business: Not Available



Trade Payment - Additional Trade Details											
Payment Experiences (Trade Lines with an (*) after the date are newly reported)						Account Status Days Beyond Terms					
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
AIR TRANS	05/2019	02/2019	OTHER		\$500	\$200	67%	33%			
FINCL SVCS	09/2021		CONTRACT	\$2,998,000	\$2,099,200	100%					

Uniform Commercial Code (UCC) Filings						
UCC Filing Summary						
Date Range	Year	Cautionary UCCs**	Total Filed	Released / Termination	Continuous	Amended / Assigned
JAN - PRESENT	2022					
JUL - DEC	2021					
JAN - JUN	2021					
JUL - DEC	2020					
JAN - JUN	2020					
PRIOR TO JAN	2020	1	2			
<b>Total</b>		<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>

\*\* Cautionary UCC Filings include one or more of the following collateral:  
Accounts, Accounts Receivables, Contract Rights, Hereafter Acquired Property, Inventory, Leases, Notes Receivable or Proceeds.

UCC Details	
<b>UCC Filed Date:</b> 04/03/2019 <b>Filing Number:</b> 190011931085 <b>Jurisdiction:</b> SEC OF STATE TX <b>Secured Party:</b> COMPASS BANK AL BIRMINGHAM 701 32ND ST. SOUTH CBIRMING	<b>UCC Filed Date:</b> 06/27/2017 <b>Filing Number:</b> 170021851964 <b>Jurisdiction:</b> SEC OF STATE TX <b>Secured Party:</b> COMPASS BANK TX DALLAS 75379 P.O. BOX 797808 <b>Collateral:</b> EQUIP, FURN & FIX, INVENTORY, AFTER ACQUIRED PROP, UNDEFINED

Additional Business Facts		
Corporate Registration		
THE FOLLOWING INFORMATION WAS PROVIDED BY THE STATE OF TEXAS.		
State of Origin:	TX	
Date of Incorporation:	01/21/2010	
Current Status:	Active	
Business Type:	Institutions - Profit	
Charter Number:	Z13401518	
Agent:	INCRP SERVICES, INC.	
Agent Address:	1519 YORK ROAD LUTHERVILLE, MD	
Corporate Linkage		
Business Name	Location	BIN
The inquired upon business, UNIFIED ENERGY SERVICES, LLC, is the Ultimate Parent		
UNIFIED ENERGY SERVICES, LLC	3900 ESSEX LN - HOUSTON, TX	896863714

Corporate Linkage		
Business Name	Location	BIN

**Branches of the inquired upon business:\***

UNIFIED ENERGY SERVICES, LLC	2625 GREENBRIAR DR - HOUSTON, TX	473749780
------------------------------	----------------------------------	-----------

\* The inquired upon business has more than 10 branches.

Inquiries									
Summary of Inquiries									
Business Category	MAR22	FEB22	JAN22	DEC21	NOV21	OCT21	SEP21	AUG21	JUL21
BANK CARD								1	
<b>Totals</b>								<b>1</b>	

End of report

1 of 1 report

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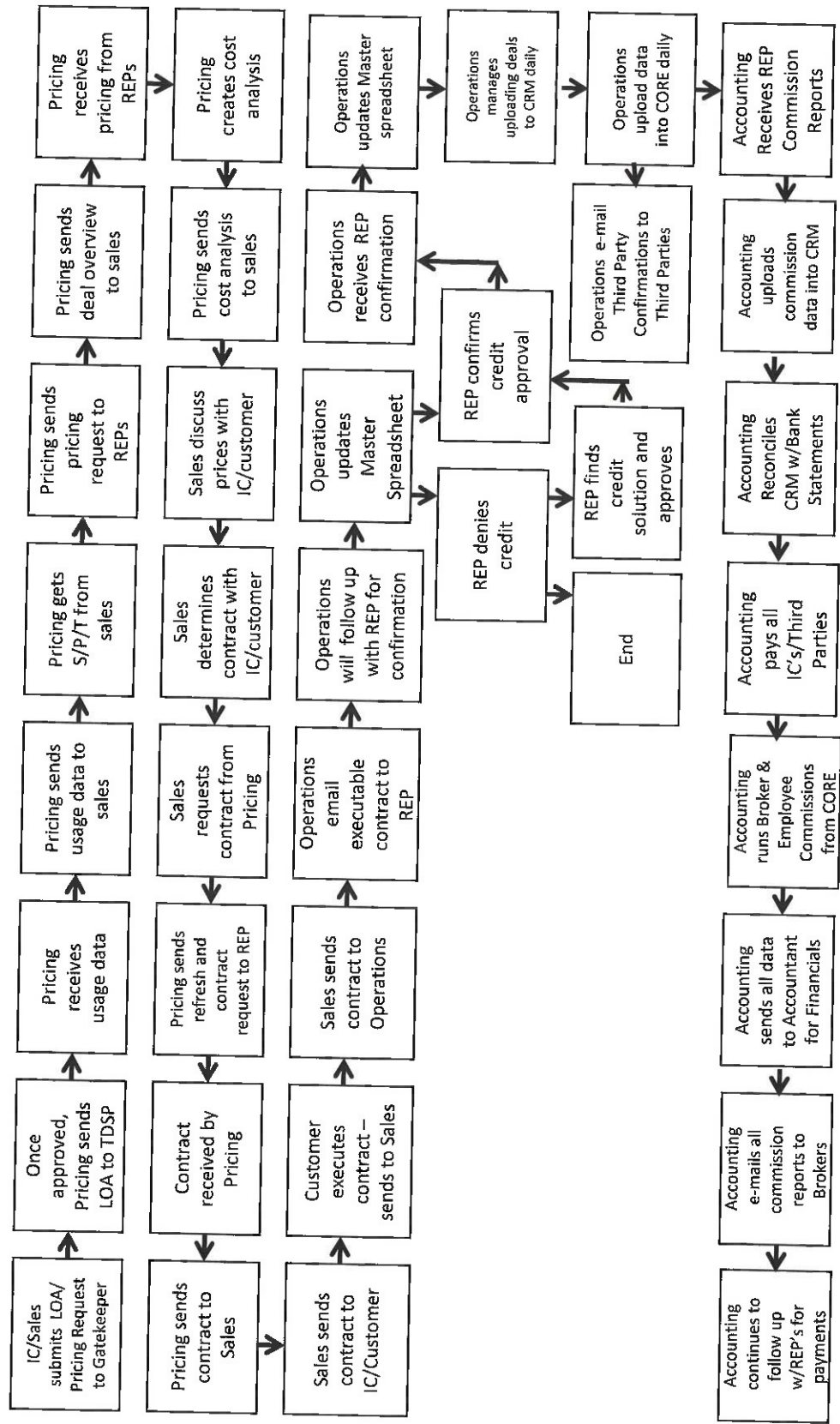
### Disclaimer

The information provided above by ACUTRAQ Background Screening (CRA) searched for public records in the sources referenced herein for criminal history information as permitted by federal and state law. 'Records Found' means that our researchers found a record(s) in that jurisdiction that matched at least three personal identifier (i.e., Name, Date of Birth, or Address) listed for the subject in the above abstract. ACUTRAQ Background Screening (CRA) does not guarantee the accuracy or truthfulness of the information as to the subject of the investigation, but only that it is accurately copied from public records. This information is based upon the availability of identifying information in the public record and may not be accurate. Information generated as a result of identity theft, including evidence of criminal activity, could be inaccurately associated with the consumer who is the subject of this report. Further investigation into additional jurisdictions, or utilization of additional identifying information, may be warranted. It is your responsibility to use additional sources to determine whether this information is related to the individual who is the subject of this report. Please call for assistance.

\*\*\* End Of Report \*\*\*

# Unified Energy Indirect Deal Process Map

- Contracts = Christian Jordan, Michael Gorzkowski, Kirsty & Brooke
- Pricing = Michael Gorzkowski, Christian Jordan
- Accounting = Brooke Green and Kirsty-Lee Norvell



**D-2 Exhibit D-2 “Operations Expertise,”** given the operational nature of the applicant’s business, provide evidence of the applicant’s current experience and technical expertise in performing such operations.

My retail, wholesale, and supplier experience uniquely shows how I have unified the services essential to helping businesses navigate complex energy markets and buy energy more cost effectively. I use our procurement experience as well as our demand side/conservation capabilities to develop a holistic energy management program for you that are second to none.

My management knowledge consists of:

- > Wholesale Experience - pricing, market curves
- > Retail Consultants - managing an RFP, negotiate all credit worthy suppliers, contracts, products
- > Supply Side Experience - by utilizing RTF Controls (demand response) I can shape electricity load to look more like a wholesale load, thus saving customers money
- > I have numerous retail electricity provider (REP) relationships
- > I have experienced with pricing and product structures that tailor customers load to offering the lowest price

**Michael Harris**

*Chief Executive Officer*

Phone: 832-818-7000 / Email: [Michael.Harris@unifiedenergy.com](mailto:Michael.Harris@unifiedenergy.com)

Michael manages overall operations, which includes implementing marketing strategies and monitoring the company’s growth. His experience includes working as a senior sales executive at Constellation New Energy and Integrys Energy Services. Michael earned a Master’s in Marketing at Northwestern University and a BS from University of Kansas.

**Kirsty Norvell**

*Chief Operations Officer*

Phone: 713-820-6181 Email: [kirsty.norvell@unifiedenergy.com](mailto:kirsty.norvell@unifiedenergy.com)

Kirsty has more than 20 years’ experience in the retail energy business. As COO, she manages all phases of business operations on a tactical basis for both retail and wholesale transactions. Ms. Norvell was previously with Integrys Energy Services, Constellation New Energy, AES, Amerigas and Dynegy, all with a focus on contract administration and operational efficiencies. Kirsty holds a BS from Sam Houston State University.

**Christian Skov**

*Vice President of Sales*

Phone: 713-550-7424 / Email: [Christian.Skov@unifiedenergy.com](mailto:Christian.Skov@unifiedenergy.com)

Christian has 9+ years of experience in retail energy markets and specializes in procurement for large commercial and industrial customers. He successfully implements hedging strategies and tailor energy solutions for multinational enterprises, hedge funds and private equity firms. Prior to UE, Christian was a Sales Manager at GDF Suez, spearheading the entry of the Illinois and Ohio markets. Christian holds a BS from the University of Houston.

**Michael Gorzkowski**

*Vice President, Pricing & Structure*

Phone: 832-319-7780 / Email: [mike.gorzkowski@unifiedenergy.com](mailto:mike.gorzkowski@unifiedenergy.com)

Michael has 10+ years of experience in the retail energy sector and is responsible for managing Unified Energy's deal process, RFP requests, market intelligence as well as structuring. Prior to coming to Unified Energy in 2012, Michael was V.P. of Operations for Modern Gas Sales. He is a former board member of PAPGA and member of the National Propane Gas Association (NPGA). Michael is a graduate of West Chester University with a B.S. in Business Management.

**Brooke Caden**

*Commission and Operational Manager*

Phone: 713-820-6181 / Email: [brooke.caden@unifiedenergy.com](mailto:brooke.caden@unifiedenergy.com)

Brooke is the Commission & Operational Manager for Unified Energy Services. She has 2+ years' experience in the retail energy business with a focus on the operational side, specializing in managing supplier commissions as well as commission payments paid to ICs. Brooke is responsible for paying and tracking all UE bills and invoices and helps with annual requirements for UE licenses held in over 30 states.

# Competitive Retail Electric Service Affidavit

County of Harris :

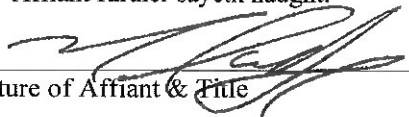
State of Texas :

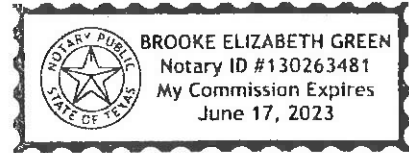
Michael Harris, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

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

13. Affiant further sayeth naught.

  
\_\_\_\_\_  
Signature of Affiant & Title



Sworn and subscribed before me this 24<sup>th</sup> day of March, 2022  
Month Year

  
\_\_\_\_\_  
Signature of official administering oath

Brooke Green  
\_\_\_\_\_  
Print Name and Title

My commission expires on 6/17/2023

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## Exhibit C-3 "Forecasted Financial Statements"



### Ohio Forecasted Income Statement

*For the Years Ending [Dec 31, 2022 and Dec 31, 2023 and Dec 31, 2024]*

	Current Year (Estimated) 2022	Forecast Year 1 2023	Forecast Year 2 2024
<b>Revenues</b>			
Ohio Electric Brokering Revenues	\$ 105,334.28	\$ 171,992.61	\$ 101,546.72
<b>Expenses</b>			
Total Expenses *	\$ 63,200.56	\$ 103,195.56	\$ 60,928.03
<b>Taxes</b>			
Provision for Income Taxes *	\$ -	\$ -	\$ -
<b>Net Income (Loss)</b>			
Net Income	\$ 42,133.72	\$ 68,797.05	\$ 40,618.69



**This foregoing document was electronically filed with the Public Utilities  
Commission of Ohio Docketing Information System on**

**3/24/2022 1:30:43 PM**

**in**

**Case No(s). 12-1143-EL-AGG**

**Summary: In the Matter of the Application of Unified Energy Services LLC**