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14-0703-GA-AGG

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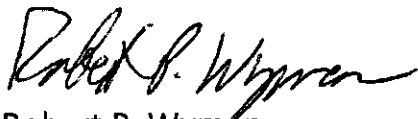
Hello,

After 15 years of doing energy business in Ohio, Energy Cost Savers, Inc. has now been told that we need to get a license to sell energy for Direct Energy. They were our main natural gas marketer for a few years until they sold to Delta, who sold to Hess, who now sold to Direct. We keep doing business with all the above. It is hard to keep up with all these transactions.

I am submitting the Energy Cost Savers, Inc. application as was required of me to do. I ask if you can please handle this request as soon as possible since I cannot do any business without the license.

It seems that a lot of the requested information applies more to the marketer, who takes title and therefore has to be extremely well funded and solid. However; I did all I could to answer all the questions as best that they applied to my business.

Thank you,



Robert P. Wyman

President

RECEIVED-BOOKETING DIV

2014 APR 17 PM 3:33

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14-0703-GAAGG

## CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS /AGGREGATORS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

### SECTION A - APPLICANT INFORMATION AND SERVICES

**A-1 Applicant intends to be certified as: (check all that apply)**

Retail Natural Gas Aggregator     Retail Natural Gas Broker

**A-2 Applicant information:**

Legal Name **ENERGY COST SAVERS INC.**  
 Address **3601 GREEN RD, SUITE 304, BEACHWOOD, OHIO 44122**  
 Telephone No. **216-464-5703**      Web site Address **www.energycostsavers**

**A-3 Applicant information under which applicant will do business in Ohio:**

Name **ROBERT P. WYMAN**  
 Address **23949 LAURELOALE RD, SHAKER HTS, OHIO 44122**  
 Web site Address **www.energycostsavers**      Telephone No. **216-464-7340**

**A-4 List all names under which the applicant does business in North America:**

**ENERGY COST SAVERS, INC.**

**A-5 Contact person for regulatory or emergency matters:**

Name **ROBERT P. WYMAN**      Title **PRESIDENT**  
 Business Address **3601 GREEN RD, SUITE 304, BEACHWOOD, OHIO 44122**  
 Telephone No. **216-464-5703**      Fax No. **216-595-9753**      Email Address **costsavers@sbcglobal.net**

**A-6 Contact person for Commission Staff use in investigating customer complaints:**

Name **ROBERT P. WYMAN** Title **PRESIDENT**  
Business address **3601 GREEN RD. SUITE 304, BEACHWOOD OHIO 44122**  
Telephone No. **216-464-5703** Fax No. **216-595-9753** Email Address **costsavers@sbcglobal.net**

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

Customer service address **3601 GREEN RD., BEACHWOOD, OH 44122**  
Toll-Free Telephone No. **800-449-4679** Fax No. **216-595-9753** Email Address **costsavers@sbcglobal.net**

**A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee**

Name **SUSAN P. WYMAN - OWNER** Title **TREASURER**  
Business address **3601 GREEN RD., BEACHWOOD, OH 44122**  
Telephone No. **216-464-5703** Fax No. **216-595-9753** Email Address **costsavers@sbcglobal.net**

**A-9 Applicant's federal employer identification number**

**34-1919523**

**A-10 Applicant's form of ownership: (Check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                     |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Corporation              | <input type="checkbox"/> Other                           |

**A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: residential, small commercial, and/or large commercial/industrial (mercantile) customers. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)**

|  |   |  |   |
|--|---|--|---|
| <input checked="" type="checkbox"/> Columbia Gas of Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Dominion East Ohio   | <input type="checkbox"/> Residential            | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Duke Energy Ohio     | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input type="checkbox"/> Vectren Energy Delivery of Ohio | <input type="checkbox"/> Residential            | <input type="checkbox"/> Small Commercial            | <input type="checkbox"/> Large Commercial / Industrial            |

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

Columbia Gas of Ohio

|  |                           |      |          |              |
|--|---------------------------|------|----------|--------------|
| <input checked="" type="checkbox"/> Residential      | Beginning Date of Service | 2000 | End Date | STILL ACTIVE |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service | "    | End Date | "            |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service | "    | End Date | "            |
| <input checked="" type="checkbox"/> Industrial       | Beginning Date of Service | "    | End Date | "            |

Dominion East Ohio

|  |                           |      |          |              |
|--|---------------------------|------|----------|--------------|
| <input checked="" type="checkbox"/> Residential      | Beginning Date of Service | 2000 | End Date | STILL ACTIVE |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service | "    | End Date | "            |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service | "    | End Date | "            |
| <input checked="" type="checkbox"/> Industrial       | Beginning Date of Service | "    | End Date | "            |

Duke Energy Ohio

|  |                           |                  |          |  |
|--|---------------------------|------------------|----------|--|
| <input checked="" type="checkbox"/> Residential      | Beginning Date of Service | TO BE DETERMINED | End Date |  |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service |                  | End Date |  |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service |                  | End Date |  |
| <input checked="" type="checkbox"/> Industrial       | Beginning Date of Service |                  | End Date |  |

Vectren Energy Delivery of Ohio

|   |                           |  |          |  |
|---|---------------------------|--|----------|--|
| <input type="checkbox"/> Residential      | Beginning Date of Service |  | End Date |  |
| <input type="checkbox"/> Small Commercial | Beginning Date of Service |  | End Date |  |
| <input type="checkbox"/> Large Commercial | Beginning Date of Service |  | End Date |  |
| <input type="checkbox"/> Industrial       | Beginning Date of Service |  | End Date |  |

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

|                          |  |                            |
|--------------------------|--|----------------------------|
| <input type="checkbox"/> | <b>Columbia Gas of Ohio</b>            | <b>Intended Start Date</b> |
| <input type="checkbox"/> | <b>Dominion East Ohio</b>              | <b>Intended Start Date</b> |
| <input type="checkbox"/> | <b>Duke Energy Ohio</b>                | <b>Intended Start Date</b> |
| <input type="checkbox"/> | <b>Vectren Energy Delivery of Ohio</b> | <b>Intended Start Date</b> |

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.**

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 Exhibit A-17 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

## **SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED**

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- 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.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all 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.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

No     Yes

**If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.**

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

No     Yes

**If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.**

## **SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED**

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (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, it shall file audited or officer-certified financial statements covering the life of the business.
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

**SECTION D – APPLICANT TECHNICAL CAPABILITY**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- 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.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

*Rafael H. Wyman - Pres.*  
Applicant Signature and Title

Sworn and subscribed before me this 10<sup>th</sup> day of April Month 2014 Year

*Jamie L. Clark*  
Signature of official administering oath

Jamie L. Clark  
Print Name and Title

My commission expires on December 19, 2015

**JAMIE L. CLARK**  
NOTARY PUBLIC • STATE OF OHIO  
Recorded in Cuyahoga County  
My commission expires Dec. 19, 2015

Energy Cost Savers, Inc.

Exhibit A-14 "PRINCIPAL OFFICERS"

Robert P. Wyman            Pres.

Susan P. Wyman            Treasure

Both at:

23949 Laureldale Rd.

Shaker Hts., Ohio 44122

216-464-7340



Energy Cost Savers, Inc.

Exhibit A-15 "CORPORATE STRUCTURE"

We formed Energy Cost Savers, Inc. in 2000. It is a S corp.

Susan P. Wyman is the only shareholder.

Energy Cost Savers, Inc.

## Exhibit A-16 "Company History"

Energy Cost Savers, Inc. was formed in Ohio in 2000.

We started out selling natural gas contracts as a broker firm. We could only sell GTS contracts on Dominion's system and both GTS and Choice plans on Columbia's system, until Choice plans were also approved for marketers to sell. About 10 years ago we had a short period of time where we could sell Choice electricity plans, which we did. Then three or four years ago we were able to sell electricity plans and that is what we have done more than gas.

About 11, or 12 years ago we took on selling electrical products that mitigate the end users costs. Those products included re-lamping, surge suppression, transformers, and power factor improvement.

Energy Cost Savers, Inc.

Exhibit A-17 "ARTICLES OF INCORPORATION  
AND BYLAWS"

Exhibit A-17 Articles of Incorporation and Bylaws are attached.



Prescribed by **J. Kenneth Blackwell**

Please obtain fee amount and mailing instructions from the **Forms Inventory List** (using the 3 digit form # located at the bottom of this form). To obtain the **Forms Inventory List** or for assistance, please call Customer Service:

Central Ohio: (614)-466-3910 Toll Free: 1-877-SOS-FILE (1-877-767-3453)

Expedite this form  Yes

2-4-2

### ARTICLES OF INCORPORATION

(Under Chapter 1701 of the Ohio Revised Code)  
Profit Corporation

The undersigned, desiring to form a corporation, for profit, under Sections 1701.01 et seq. of the Ohio Revised Code, do hereby state the following:

FIRST. The name of said corporation shall be:  
Energy Cost Savers, Inc.

SECOND. The place in Ohio where its principal office is to be located is  
Beachwood Cuyahoga County, Ohio  
(city, village or township)

THIRD. The purpose(s) for which this corporation is formed is:  
To engage in any lawful activity for which corporations may be formed under Sections 1701.01 through 1701.98 inclusive, of the Ohio Revised Code.

FOURTH. The number of shares which the corporation is authorized to have outstanding is: 850  
(Please state whether shares are common or preferred, and their par value, if any. Shares will be recorded as common with no par value unless otherwise indicated.)

IN WITNESS WHEREOF, we have hereunto subscribed our names, on 01/01/00  
(date)

By: \_\_\_\_\_, Incorporator  
Name: \_\_\_\_\_

By: \_\_\_\_\_, Incorporator  
Name: \_\_\_\_\_

SUSAN P. WYMAN  
SHAKER HEIGHTS, OH 44122

Date 12-27-99 1257  
3/410

Pay to the Order of Secretary of State of Ohio \$ 95<sup>00</sup>/<sub>100</sub>  
Twenty five and 00/100 Dollars

THE HUNTINGTON NATIONAL BANK  
CLEVELAND, OH 44115

HUNTINGTON BANKS



Department of the Treasury  
Internal Revenue Service  
CINCINNATI OH 45999

Date of this notice: JULY 24, 2000  
Taxpayer Identifying Number 34-1919523  
Form: Tax Period:

For assistance you may  
call us at:  
1-800-829-1040



ENERGY COST SAVERS INC  
25201 CHAGRIN BLVD STE 130  
CLEVELAND OH 44122-5635305

NOTICE OF ACCEPTANCE AS AN S-CORPORATION

YOUR ELECTION TO BE TREATED AS AN S-CORPORATION WITH AN ACCOUNTING PERIOD OF DECEMBER IS ACCEPTED. THE ELECTION IS EFFECTIVE BEGINNING APR. 1, 2000, SUBJECT TO VERIFICATION IF WE EXAMINE YOUR RETURN.

IF YOUR EFFECTIVE DATE IS NOT AS REQUESTED, IT WILL HAVE BEEN CHANGED FOR ONE OF TWO REASONS. EITHER YOUR ELECTION WAS MADE AFTER THE 15TH DAY OF THE THIRD MONTH OF THE TAX YEAR TO WHICH IT APPLIES, BUT BEFORE THE END OF THAT TAX YEAR, OR THE ELECTION WHEN SUBMITTED WAS INCOMPLETE, AND REQUESTED INFORMATION WAS RECEIVED AFTER THE FILING PERIOD. IN EITHER CASE, YOUR ELECTION IS INVALID FOR THE TAX YEAR REQUESTED AND HAS THEREFORE, BEEN TREATED AS THOUGH IT WERE MADE FOR THE NEXT TAX YEAR.

PLEASE KEEP THIS NOTICE IN YOUR PERMANENT RECORDS AS VERIFICATION OF YOUR ACCEPTANCE AS AN S-CORPORATION.

IF YOU HAVE ANY QUESTIONS ABOUT THIS NOTICE OR THE ACTIONS WE HAVE TAKEN, PLEASE WRITE TO US AT THE ADDRESS SHOWN ABOVE. IF YOU PREFER, YOU MAY CALL US AT THE IRS TELEPHONE NUMBER LISTED IN YOUR LOCAL DIRECTORY. AN EMPLOYEE THERE MAY BE ABLE TO HELP YOU; HOWEVER, THE OFFICE AT THE ADDRESS SHOWN ON THIS NOTICE IS MOST FAMILIAR WITH YOUR CASE.

IF YOU WRITE TO US, PLEASE PROVIDE YOUR TELEPHONE NUMBER AND THE MOST CONVENIENT TIME FOR US TO CALL SO WE CAN CONTACT YOU TO RESOLVE YOUR INQUIRY. PLEASE RETURN THE BOTTOM PART OF THIS NOTICE TO HELP US IDENTIFY YOUR CASE.

THANK YOU FOR YOUR COOPERATION.



341919523 YQ 00 000000

INTERNAL REVENUE SERVICE  
CINCINNATI OH 45999

ENERGY COST SAVERS INC  
25201 CHAGRIN BLVD STE 130  
CLEVELAND OH 44122-5635305

Energy Cost Savers, Inc.

Exhibit A-18 "SECRETARY OF STATE"

**\* 200623402234 \***

| DATE      | DOCUMENT ID  | DESCRIPTION                      | FLING | EXPED | PENALTY | CERT | COPY |
|-----------|--------------|----------------------------------|-------|-------|---------|------|------|
| 08/2/2008 | 200623402234 | TRADE NAME/ORIGINAL FILING (RNO) | 50.00 | .00   | .00     | .00  | .00  |

**Receipt**

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

**ENERGY COST SAVERS, INC.  
3601 GREEN RD STE 304  
CLEVELAND, OH 44122**

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, J. Kenneth Blackwell**

**1643043**

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

**FRESH START DINER**

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

Document(s):

**TRADE NAME/ORIGINAL FILING**

Date of First Use: 07/27/2006  
Expiration Date: 08/21/2011

Document No(s):

**200623402234**

**ROBERT P. WYMAN  
3061 GREEN RD STE 304  
BEAUCHWOOD, OH 44122**

#524



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 21st day of August, A.D. 2006.

*J. Kenneth Blackwell*  
Ohio Secretary of State

Energy Cost Savers, Inc.

Exhibit B-1 "JURISDICTIONS OF OPERATION"

We have never been asked to get a license before, and we have been doing Business in Ohio, Illinois, and Michigan.



Energy Cost Savers, Inc.

## Exhibit B-2 "EXPERIENCE & PLANS"

Robert Wyman has been in the energy business since 1998 selling for two different companies. Then in 2000 my wife and I decided to go into the energy business for ourselves. Susan had a very good job and we decided that she should stay there. We put together a few investors and formed Energy Cost Savers, Inc. I have always been the primary operator and salesman. We had tried a couple of other sales people over the years, but none made it. A couple of years ago Susan bought out the investors and is now the sole shareholder.

I have always had a good retention record, until a short time ago. I was not paying enough attention to my business, and the competition for selling electricity is way greater than it is for selling gas. After all, both commodities are the same whoever sells them. The only difference is the service and attention we pay to our customers that gives us a chance at a future sale. I am gearing up to get back into doing a better job of staying on top of my customer's needs and getting back to some cold calling to building up our business again. At one time we had well over 1,000,000 MCF on our books.

Energy Cost Savers, Inc.

Exhibit B-3 "Summary of Experience"

I pointed out most of the answers to B-3 in B-2.

The customers that we have served include the Greater Cleveland Auto Dealers Association until IGS told them that The Association could do away with ECS and give my commission to the Association. I have had restaurant chains, restaurants, cleaner chains, tire company chains, many apartments and office buildings, developers, including strip centers, industrial plants, group living facilities, and commercial buildings.

Energy Cost Savers, Inc.

Exhibit B-4 "DISCLOSURE OF LIABILITIES AND INVESTIGATIONS"

We have never had any such problem.

Energy Cost Savers, Inc.

Exhibit C-1 "ANNUAL REPORTS"

We have never done an annual report

We are including our last two year's tax returns.

# Hobe&Lucas

Certified Public Accountants, Inc.

4807 Rockside Road, Suite 510  
Independence, Ohio 44131

Tel: (216) 524-8900  
Fax: (216) 524-8777

[www.hobe.com](http://www.hobe.com)

ENERGY COST SAVERS, INC.  
3601 GREEN ROAD, SUITE 304  
CLEVELAND, OH 44122

ENERGY COST SAVERS, INC.:

WE HAVE PREPARED YOUR TAX RETURNS FROM INFORMATION PROVIDED BY YOU. THE RECEIPT OF SUCH INFORMATION CONFIRMS YOUR ACCEPTANCE OF OUR FIRM'S STANDARD POLICIES AND PROCEDURES APPLICABLE TO TAX COMPLIANCE AND PREPARATION SERVICES.

THE FOLLOWING RETURNS WERE PREPARED FOR YOU:

2012 U.S. INCOME TAX RETURN FOR AN S CORPORATION

2012 REGIONAL INCOME TAX AGENCY S CORPORATION INCOME TAX RETURN

EACH ORIGINAL RETURN, NOT FILED ELECTRONICALLY, SHOULD BE SIGNED, DATED AND FILED IN ACCORDANCE WITH THE FILING INSTRUCTIONS. THE COPIES SHOULD BE RETAINED FOR YOUR FILES.

WE SINCERELY APPRECIATE THE OPPORTUNITY TO SERVE YOU. PLEASE CONTACT US IF YOU HAVE ANY QUESTIONS CONCERNING YOUR RETURNS.

SINCERELY,



DAVID S. BALDOZA

Form **8879-S**

IRS e-file Signature Authorization for Form 1120S

Department of the Treasury  
Internal Revenue Service

▶ Do not send to the IRS. Keep for your records.  
▶ Information about Form 8879-S and its instructions is at [www.irs.gov/form1120s](http://www.irs.gov/form1120s)  
For calendar year 2012, or tax year beginning \_\_\_\_\_, 2012, ending \_\_\_\_\_, 20\_\_\_\_

**2012**

Name of corporation

**ENERGY COST SAVERS, INC.**

Employer identification number

**34-1919523**

**Part I Tax Return Information** (Whole dollars only)

|   |   |   |          |
|---|---|---|----------|
| 1 | Gross receipts or sales less returns and allowances (Form 1120S, line 1c) | 1 | 100,998. |
| 2 | Gross profit (Form 1120S, line 3)   | 2 | 100,998. |
| 3 | Ordinary business income (loss) (Form 1120S, line 21)                     | 3 | -77.     |
| 4 | Net rental real estate income (loss) (Form 1120S, Schedule K, line 2)     | 4 |          |
| 5 | Income (loss) reconciliation (Form 1120S, Schedule K, line 18)            | 5 | -277.    |

**Part II Declaration and Signature Authorization of Officer** (Be sure to get a copy of the corporation's return)

Under penalties of perjury, I declare that I am an officer of the above corporation and that I have examined a copy of the corporation's 2012 electronic income tax return and accompanying schedules and statements and to the best of my knowledge and belief, it is true, correct, and complete. I further declare that the amounts in Part I above are the amounts shown on the copy of the corporation's electronic income tax return. I consent to allow my electronic return originator (ERO), transmitter, or intermediate service provider to send the corporation's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the corporation's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the corporation's electronic income tax return and, if applicable, the corporation's consent to electronic funds withdrawal.

Officer's PIN: check one box only

I authorize **HOBE & LUCAS CPAS, INC.** to enter my PIN **44122**  
ERO firm name do not enter all zeros

as my signature on the corporation's 2012 electronically filed income tax return.

As an officer of the corporation, I will enter my PIN as my signature on the corporation's 2012 electronically filed income tax return.

Officer's signature ▶ \_\_\_\_\_ Date ▶ \_\_\_\_\_ Title ▶ **PRESIDENT**

**Part III Certification and Authentication**

ERO's EFIN/PIN. Enter your six-digit EFIN followed by your five-digit self-selected PIN. **34544544131**  
do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2012 electronically filed income tax return for the corporation indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 3112, IRS e-file Application and Participation, and Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ *Wanda S. Balduz* Date ▶ *2/22/13*

**ERO Must Retain This Form - See Instructions  
Do Not Submit This Form to the IRS Unless Requested To Do So**

For Paperwork Reduction Act Notice, see instructions.

Form **8879-S**(2012)

LHA

2012

Form 1120S

U.S. Income Tax Return for an S Corporation

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.

Information about Form 1120S and its separate instructions is at www.irs.gov/form1120s.

Department of the Treasury Internal Revenue Service

For calendar year 2012 or tax year beginning and ending

Header section containing: A S election effective date (04/01/2000), B Business activity code number (541990), C Check if Sch. M-3 attached, D Employer identification number (34-1919523), E Date incorporated (04/01/2000), F Total assets (20,770), and company name (ENERGY COST SAVERS, INC.)

Section G: Is the corporation electing to be an S corporation beginning with this tax year? (No, checked). Section H: Check if: (1) Final return, (2) Name change, (3) Address change, (4) Amended return, (5) S election termination or revocation. Section I: Enter the number of shareholders (18).

Caution: Include only trade or business income and expenses on lines 1a through 21. See the instructions for more information.

Main table with columns for Income (lines 1-6), Deductions (lines 7-21), and Ordinary business income (line 21). Includes sub-sections for Tax and Payments (lines 22-27).

Section 22: Excess net passive income or LIFO recapture tax. Section 23: 2012 estimated tax payments and 2011 overpayment credited to 2012. Section 24: Estimated tax penalty. Section 25: Amount owed. Section 26: Overpayment. Section 27: Enter amount from line 26 credited to 2013 estimated tax.

Signature section: Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Preparer information section: Print/Type preparer's name (DAVID S. BALDOZA), Preparer's signature (DAVID S. BALDOZA), Date (2/22/13), Firm's name (HOBE & LUCAS CPAS), Firm's address (4807 ROCKSIDE ROAD, #510 INDEPENDENCE, OH 44131), Firm's EIN (31-1488076), and Phone no. (216-524-8900).

# Hobe & Lucas

Certified Public Accountants, Inc.

4807 Rockside Road, Suite 510  
Independence, Ohio 44131

Tel: (216) 524-8900  
Fax: (216) 524-8777

[www.hobe.com](http://www.hobe.com)

ENERGY COST SAVERS, INC.  
3601 GREEN ROAD, SUITE 304  
CLEVELAND, OH 44122

ENERGY COST SAVERS, INC.:

WE HAVE PREPARED YOUR TAX RETURNS FROM INFORMATION PROVIDED BY YOU. THE RECEIPT OF SUCH INFORMATION CONFIRMS YOUR ACCEPTANCE OF OUR FIRM'S STANDARD POLICIES AND PROCEDURES APPLICABLE TO TAX COMPLIANCE AND PREPARATION SERVICES.

THE FOLLOWING RETURNS WERE PREPARED FOR YOU:


2013 U.S. INCOME TAX RETURN FOR AN S CORPORATION

2013 REGIONAL INCOME TAX AGENCY S CORPORATION INCOME TAX RETURN

EACH ORIGINAL RETURN, NOT FILED ELECTRONICALLY, SHOULD BE SIGNED, DATED AND FILED IN ACCORDANCE WITH THE FILING INSTRUCTIONS. THE COPIES SHOULD BE RETAINED FOR YOUR FILES.

WE SINCERELY APPRECIATE THE OPPORTUNITY TO SERVE YOU. PLEASE CONTACT US IF YOU HAVE ANY QUESTIONS CONCERNING YOUR RETURNS.

SINCERELY,



DAVID S. BALDOZA



8879-S

IRS e-file Signature Authorization for Form 1120S

OMB No. 1545-1863

Do not send to the IRS. Keep for your records.

2013

Information about Form 8879-S and its instructions is at www.irs.gov/form8879s

For calendar year 2013, or tax year beginning 2013, ending 20

Department of the Treasury  
Internal Revenue Service

Department of Corporation

ENERGY COST SAVERS, INC.

Employer identification number

34-1919523

Part I Tax Return Information (Whole dollars only)

|   |   |         |
|---|---|---------|
| Gross receipts or sales less returns and allowances (Form 1120S, line 1c) | 1 | 99,558. |
| Gross profit (Form 1120S, line 3)   | 2 | 99,558. |
| Ordinary business income (loss) (Form 1120S, line 21)                     | 3 | 6,172.  |
| Net rental real estate income (loss) (Form 1120S, Schedule K, line 2)     | 4 |         |
| Income (loss) reconciliation (Form 1120S, Schedule K, line 18)            | 5 | 5,972.  |

Part II Declaration and Signature Authorization of Officer (Be sure to get a copy of the corporation's return)

Under penalties of perjury, I declare that I am an officer of the above corporation and that I have examined a copy of the corporation's 2013 electronic income tax return and accompanying schedules and statements and to the best of my knowledge and belief, it is true, correct, and complete. I further declare that the amounts in Part I above are the amounts shown on the copy of the corporation's electronic income tax return. I consent to allow my electronic return originator (ERO), transmitter, or intermediate service provider to send the corporation's return to the IRS and to receive from the ERO an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the corporation's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-800-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the corporation's electronic income tax return and, if applicable, the corporation's consent to electronic funds withdrawal.

Officer's PIN: check one box only

I authorize HOBE & LUCAS CPAS, INC. to enter my PIN 44122 as my signature on the corporation's 2013 electronically filed income tax return. ERO firm name do not enter all zeros

As an officer of the corporation, I will enter my PIN as my signature on the corporation's 2013 electronically filed income tax return.

Officer's signature Date Title PRESIDENT

Part III Certification and Authentication

Officer's EFIN/PIN. Enter your six-digit EFIN followed by your five-digit self-selected PIN. 34544544131 do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2013 electronically filed income tax return for the corporation indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 3112, IRS e-file Application and Participation, and Rev. Rul. 2009-4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

Officer's signature Date

ERO Must Retain This Form - See Instructions Do Not Submit This Form to the IRS Unless Requested To Do So

Paperwork Reduction Act Notice, see instructions.

Form 8879-S (2013)

Form 1120S

U.S. Income Tax Return for an S Corporation

OMB No. 1545-0130

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.

Information about Form 1120S and its separate instructions is at www.irs.gov/form1120s.

2013

Department of the Treasury Internal Revenue Service

For calendar year 2013 or tax year beginning and ending

Header section containing: A S election effective date (04/01/2000), B Business activity code number (541990), C Check if Sch. M-3 attached, D Employer identification number (34-1919523), E Date incorporated (04/01/2000), F Total assets (\$32,832), and Name (ENERGY COST SAVERS, INC.)

Section G: Is the corporation electing to be an S corporation beginning with this tax year? (Yes/No)
Section H: Check if: (1) Final return, (2) Name change, (3) Address change, (4) Amended return, (5) S election termination or revocation
Section I: Enter the number of shareholders who were shareholders during any part of the tax year (3)

Caution: Include only trade or business income and expenses on lines 1a through 21. See the instructions for more information.

Table with 21 rows for Income and Deductions. Includes columns for line numbers, descriptions, and amounts. Total income is 99,574. Total deductions is 93,402. Ordinary business income is 6,172.

Table for Tax and Payments (lines 22-27). Includes excess net passive income, tax from Schedule D, 2013 estimated tax payments, and amount owed.

Signature section: Sign Here, Signature of officer (DAVID S. BALDOZA), Date (3/10/14), Title (PRESIDENT), and a box for 'May the IRS discuss this return with the preparer shown below?' (Yes/No).

Preparer information section: Print/Type preparer's name (DAVID S. BALDOZA), Preparer's signature (DAVID S. BALDOZA), Date (3/10/14), PTIN (P00394564), Firm's name (HOBE & LUCAS CPAS), Firm's EIN (31-1488076), Firm's address (4807 ROCKSIDE ROAD, #510 INDEPENDENCE, OH 44131), and Phone no. (216-524-8900).

Energy Cost Savers, Inc.

Exhibit C-2 "SEC Filings"

We have never done a SEC Filing. We have never been public.

Energy Cost Savers, Inc.

Exhibit C-3 "FINANCIAL STATEMENTS"

The only thing I can think of is the two years of tax returns I have attached to exhibit C-1.

Energy Cost Savers, Inc.

## Exhibit C-4 "FINANCIAL ARRANGEMENTS"

With our brokerage business we do not take title to either natural gas or electricity commodities and so we do not require any financial help. Our customers are billed by the regulated utilities, or the marketers. We never are involved with any money transfers.

Energy Cost Savers, Inc.

Exhibit C-5 "FORECASTED FINANCIAL STATEMENTS"

As you can see by looking at the last two years of our tax return we are fairly steady in our annual business. I am planning to get back to more prospecting this year and so I hope we will increase our sales. Again, we do not need financing to do our business even if it were to greatly increase.

## Energy Cost Savers, Inc.

### Exhibit C-6 Credit Rating

I have attached the credit report that I received from S and P. I contacted all the names you listed in C-6. For a small private company like ours they all use Credit, Inc. So when I finally reached someone at Moody's who said that they would call me back, but never did I called Credit, Inc. (not on your list) and said I struck out trying to get another credit report form the others on the list he told me that they all use Credit, Inc. for companies like ours.

### Credit Report

I have no idea how they came up with a negative credit report. We have never had an issue with a late payment in 14 years. We have zero debt. We have a very simple business with virtually no accounts receivable and very little of ever billing for any electrical products, which have NEVER been paid in arrears.

We keep a bank balance of between \$25,000 and \$30,000 all the time. We do so little buying and virtually no billing to form any kind of record, but whatever we do is always clean.

*Standard & Poor's*

Your rep is Dale Medinger (888) 274-5325  
 Email: [dale.medinger@infoUSA.com](mailto:dale.medinger@infoUSA.com)

[Log-out](#)



[Home](#) | [About Us](#) | [Testimonials](#) | [Sample Report](#) | [My Credit Account](#)

**Energy Cost Savers Inc** Cleveland, OH / Business Credit Report as of 4/14/2014

69

A+ = 95+  
 A = 90 - 94  
 B+ = 85 - 89  
 B = 80 - 84  
 C+ = 75 - 79  
 C = 70 - 74  
 U = Unknown

**Business Credit Rating Score \***  
**Unknown**

**Recommended Credit**  
**No Recommendation**

**Address:** 3601 Green Rd # 304  
**City:** Cleveland  
**State/Prov:** OH  
**Zip Code:** 44122-5710  
**Line of** Energy Conservation  
**Business:** Prods-Svcs-Systems  
**Phone:** (216) 464-5703  
**Map & Click for** [Map and Directions](#)



View this business just mouse over photo.

[Need Collection Help?](#)

**Payment Rating\***  
 ☆☆☆☆☆  
[Rate this business](#)

**Customer Rating\***  
 ☆☆☆☆☆  
[Rate this business](#) \* [About ratings](#)

**Tip:** Click "Rate this business" to send comments on your payment or customer experiences with this company - or see comments from others.

Start New Search | Email this Report | Print Report | My Credit Notes | Add to Watchdog | Business Rating | Data Feedback

**Corporate Information**

**No. of Employees:** 1-4  
**Est. Annual Sales:** Less Than \$500,000  
**Type of Business:** Privately Owned  
**Location Type:** Single Loc  
**Metro Area:**  
 County: Cuyahoga  
**View Web Site:** No Web Site  
**InfoUSA ID:** 54-141-8921  
**Business Hours:** N/A

**Years In Database:** 10+  
**Year of Incorporation:** N/A  
**Corporate Affiliation:** None  
**Credit Cards Accepted:** N/A  
**Ticker Symbol:** None  
**Annual Report:** No report available  
**Parent Company:** None

**Management Directory**

| TITLE     | NAME             |
|-----------|------------------|
| PRESIDENT | Mr. Robert Wyman |

**Company Description**

✓ **Primary Line of Business:** Energy Conservation Prods-Svcs-Systems (SIC 6211-36) **Business Profile:** N/A  
**Other Lines of Business:** None **SIC:** Brand/Specialty:

**Legal Filings**

| Date Placed         | State | County | Type | Amount | Case Number |
|---------------------|-------|--------|------|--------|-------------|
| No Filings Reported |       |        |      |        |             |

**Tip:** Legal Filings include bankruptcy, tax liens, and civil court cases to help gauge the stability of a company.

**UCC Filings**

[About UCC Codes](#)

The UCC (Uniform Commercial Code) records report property pledged as collateral to creditors. If a company already has claims on its assets, this may influence your decision to extend credit.



No UCC Filings are currently in our database for this company.

However, we currently do not have UCC Information from every state. For details on our UCC coverage, click [About UCC Codes](#).

The data has been obtained from the Secretaries of State, or other governing bodies of the various states. Neither the states, nor infoUSA warrant the completeness or accuracy of the data. For certified copies of UCC filings, make a request from the appropriate Secretary of States office.

#### Similar Local Businesses

|  |   |  |   |   |
|--|---|--|---|---|
| <u><a href="#">A E Power Group</a></u><br>274 Kercheval<br>Ave<br>Grosse Pte<br>Farms, MI<br>48236-3106<br>Credit Score:<br>U (66) | <u><a href="#">Eco Green<br/>Energy LLC</a></u><br>17401 E 10 Mile<br>Rd<br>Eastpointe, MI<br>48021-1256<br>Credit Score:<br>U (66) | <u><a href="#">Energy Efficient<br/>Light Signs</a></u><br>19151<br>Birmingham St<br>Roseville, MI<br>48068-4122<br>Credit Score:<br>C+ (76) | <u><a href="#">Bio Gas<br/>Technologies<br/>LLC</a></u><br>2025 George St<br>Sandusky, OH<br>44870-1742<br>Credit Score:<br>C+ (76) | <u><a href="#">Clean Energy</a></u><br>8924 Lake Rd<br>Seville, OH<br>44273-8003<br>Credit Score:<br>C (71) |
| <u><a href="#">Good Cents</a></u><br>6670 W<br>Snowville Rd # 5<br>Brecksville, OH<br>44141-4300<br>Credit Score:<br>C+ (76)       | <u><a href="#">Patriot Energy<br/>LLC</a></u><br>1574 Main St<br>Cuyahoga Falls,<br>OH 44221-4937<br>Credit Score:<br>C (71)        | <u><a href="#">United Resource<br/>Group Inc</a></u><br>28289 Clemens<br>Rd # 1a<br>Westlake, OH<br>44145-1051<br>Credit Score:<br>B (84)    | <u><a href="#">Pioneer Energy<br/>Products Inc</a></u><br>671 Colbert Ave<br>Oil City, PA<br>16301-2288<br>Credit Score:<br>B (83)  | <u><a href="#">Pure Nrg</a></u><br>2454 Mill St<br>Aliquippa, PA<br>15001-2237<br>Credit Score:<br>C (70)   |

Tip: Check other companies as a source for additional vendors or customer prospects.

#### Nearby Businesses

|  |  |   |   |  |
|--|--|---|---|--|
| <u><a href="#">Abacus Solutions Erie</a></u><br>3601 Green Rd # 316<br>Beachwood, OH 44122         | <u><a href="#">Jane R Buder-<br/>Shapiro MD</a></u><br>3601 Green Rd #<br>210<br>Cleveland, OH 44122 | <u><a href="#">C GI Voluntary<br/>Inc</a></u><br>3601 Green Rd<br>Cleveland, OH 44122               | <u><a href="#">Camp Ho Mita KODA<br/>Inc</a></u><br>3601 Green Rd #<br>100<br>Cleveland, OH 44122 | <u><a href="#">Care Management<br/>Svc Inc</a></u><br>3601 Green Rd #<br>202<br>Cleveland, OH 44122  |
| <u><a href="#">Clarion Management<br/>LTD</a></u><br>3601 Green Rd #<br>308<br>Cleveland, OH 44122 | <u><a href="#">Cleveland<br/>Psychologists</a></u><br>3601 Green Rd<br>Cleveland, OH 44122           | <u><a href="#">Cleveland<br/>Psychologists</a></u><br>3601 Green Rd #<br>210<br>Cleveland, OH 44122 | <u><a href="#">Cohesant Inc</a></u><br>3601 Green Rd #<br>308<br>Cleveland, OH 44122              | <u><a href="#">Cura Flo Franchising<br/>Inc</a></u><br>3601 Green Rd #<br>308<br>Cleveland, OH 44122 |

#### Company News

[Click to view Company News](#)

#### Terms & Conditions

- The information contained in this report is exclusively provided to you for your own use and may not be transferred to any other party. By necessity, credit decisions must be based on the credit provider's policies as applied to each unique transaction. In no event should the information contained in this report be used as the sole source in making a credit decision. InfoUSA expressly disclaims all warranties associated with the provision of this information, and makes no representations as to the accuracy or timeliness. In all events, InfoUSA's liability shall be limited to the amount actually received by it on account of the provision of this report.
- Due to changes occurring every day, this information is believed to be accurate but is not guaranteed.
- It is a violation of both federal and state law to transmit an unsolicited advertisement to a facsimile machine. Any person violating such laws may be subject to civil and criminal penalties which may exceed \$500 for each transmission of any unsolicited facsimile. We provide business information for lawful purposes and expressly forbid the use of our business information in any unlawful manner.

#### Sponsored by

**(Infogroup)Credit.net** 1020 E. 1st St  
Papillon, NE 68046  
Toil-Free: (866) 285-1058  
email: [customerservice@credit.net](mailto:customerservice@credit.net)  
Fax: (402) 838-1200

**Energy Cost Savers, Inc.**

**Exhibit C-7**

**I was told that all credit reports on small very little complicated business all use Credit, Inc. so it is already supplied in exhibit C-6.**

Energy Cost Savers, Inc.

EXHIBIT C-8 "BANKRUPTCY INFORMATION"

Energy Cost Savers, Inc. has never had any bankruptcy issues.

Energy Cost Savers, Inc.

EXHIBIT C-9 "MERGER INFORMATION"

Energy Cost Savers, Inc. has not had any dissolution or merger issues.

Energy Cost Savers, Inc.

EXHIBIT D-1 "OPERATIONS"

Energy Cost Savers, Inc. (ECS) is a broker of natural gas and electricity, as well as some products that deal with mitigating electricity costs to the end user. Our primary job is to act on behalf of the end users to find the best plan, or product. We do the shopping for them and provide answers to their concerns. We work for the customer, not any one provider. We do not add any extra cost to the customer since we get paid a commission by the provider who wins the sale. The only time we ever handle money is if we do a re-lamping, or a transformer, or the like, which is a very small part of our business.

## Energy Cost Savers, Inc.

Exhibit D-2 and D-3

I suppose that I am more experienced in doing energy work than most of my competitors. I have had 15 years of doing this business. For example, when I was awarded the Auto Dealer's Association I had offered to energy survey any of their buildings free. I wound up surveying over 200 buildings and learned from the ground floor up about all kinds of energy issues. I also worked with the Cuyahoga County Energy Manager, who was an engineer and a lighting expert as well as other knowledgeable people.