

FILE

Ohio**Public Utilities
Commission**

Original AGG Case Number	Version
13 -1438-EL-AGG	August 2004

RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-10 Corporate Structure). 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 input information directly onto the form.
You may also download the form, by saving it to your local disk, for later use.

A. RENEWAL INFORMATION**A-1 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address**

Legal Name The Eric Ryan Corporation
 Address 1 Early Street, Suite A Ellwood City PA 16117
 PUCO Certificate # and Date Certified 13-715E July 2, 2013
 Telephone # 724-752-8900 Web site address (if any) www.ericryan.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name The Eric Ryan Corporation
 Address 1 Early Street, Suite A Ellwood City PA 16117
 Telephone # 724-752-8900 Web site address (if any) www.ericryan.com

A-3 List all names under which the applicant does business in North America

The Eric Ryan Corporation

A-4 Contact person for regulatory or emergency matters

Name Mr. Chris Clark
 Title Procurement Manager
 Business address 1 Early Street, Suite A Ellwood City PA 16117
 Telephone # 724-758-2935 Fax # 724-647-1231
 E-mail address (if any) cclark@ericryan.com

PUCO

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This is to certify that the images appearing are an
 accurate and complete reproduction of a case file
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 Technician jc Date Processed MAY 22 2015

A-5 Contact person for Commission Staff use in investigating customer complaints

Name Mr. Chris Clark
Title Procurement Manager
Business address 1 Early Street, Suite A Ellwood City PA 16117
Telephone # 724-758-2935 Fax # 724-647-1231
E-mail address (if any) cclark@ericryan.com

A-6 Applicant's address and toll-free number for customer service and complaints

Customer Service address 1 Early Street, Suite A Ellwood City PA
Toll-free Telephone # 1-800-837-6406 Fax # 724-752-8999
E-mail address (if any) ericryancorporation@ericryan.com

A-7 Applicant's federal employer identification number # 25-1744565

A-8 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 _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-9 Exhibit A-9 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials. Please attachment A-9

A-10 Exhibit A-10 "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 electricity or natural gas to customers and companies that aggregate customers in North America.

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 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 or wholesale electric services including aggregation services.

B-2 Exhibit B-2 "Experience & Plans," provide a 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 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever 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-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.
☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. 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 in 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 that 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 financial arrangements to conduct CRES 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 CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's 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 credit report from Experian, 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 within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

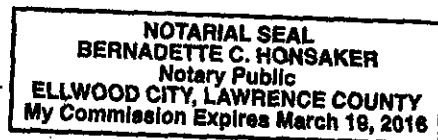

Signature of Applicant & Title

Sworn and subscribed before me this 18th day of May, 2015
Month Year


Signature of official administering oath

Mary A. DeCaria, CFO
Print Name and Title

My commission expires on 3-19-16



AFFIDAVIT

State of Pennsylvania :

Ellwood City ss.
(Town)

County of Lawrence :

Mary A. DeCaria, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the CFO (Office of Affiant) of The Eric Ryan Corporation (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it 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 herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it 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.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it 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, the Applicant herein, attests that 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. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal 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 customer complaints.

That the facts above set forth are true and correct 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.

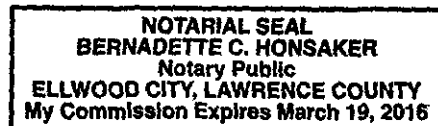
Mary A. DeCaria CFO
Signature of Affiant & Title

Sworn and subscribed before me this 18th day of May, 2015
Month Year

Bernadette Honsaker
Signature of official administering oath

Mary A. DeCaria, CFO
Print Name and Title

My commission expires on 3-19-16





A-9 Principal Officers, Directors and Partners

"Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

Principal Officers, Directors and Partners

The Eric Ryan Corporation

Keith Venezie, CEO (724) 758-2922

Mary A. DeCaria, CFO (724) 758-2938

Rebecca Hink, COO (724) 758-2931

Peggie Venezie, Vice President (724) 758-2207

Eric Venezie, Vice President (724) 752-5552

Ryan Venezie, Vice President (724) 758-4263

Nina Burke, Executive Vice President, Finance (724) 758-2923

Tawnya Roman, President Utility & Energy Services (724) 758-2909

Kathy Barillaro, Vice President Sales & Marketing (724) 758-2933

Address:

The Eric Ryan Corporation

1 Early Street, Suite A/P.O. Box 473

Ellwood City, PA 16117

(724) 752-8900



Exhibit A-10 "Corporate Structure,"
The Eric Ryan Corporation

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 electricity or natural gas to customers and companies that aggregate customers in North America.

The Eric Ryan Corporation is a Subchapter S Corporation and is wholly owned by the founder and CEO of the Corporation. The company does not maintain any affiliates or subsidiary companies that supply, aggregate, retail or wholesale electricity or natural gas for commercial clients in North America.



B-1 "Jurisdictions of Operation,"
The Eric Ryan Corporation

Provide a 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 or wholesale electric services including aggregation services.

- ♦ Pennsylvania
- ♦ Maryland
- ♦ New Jersey
- ♦ Michigan
- ♦ Maine
- ♦ Illinois
- ♦ Massachusetts
- ♦ Ohio



B-2 "Experience & Plans,"

Provide a 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 4928.10 of the Revised Code.

The Eric Ryan Corporation has been in the business of auditing utility and telecommunications billings since 1990 (25 years) offering guidance in the purchase of natural gas commodities since 1995 and offering guidance in the purchase of electric commodities since 2000. The Eric Ryan Corporation has provided guidance for the purchase of over 800 million dollars worth of commodities on behalf of over 1,600 clients. The Eric Ryan Corporation is an independent company and does not have business affiliations.

The Eric Ryan Corporation plans to provide procurement guidance to existing clients and those public and private entities that request procurement guidance.



B-3 "Disclosure of Liabilities and Investigations,"
The Eric Ryan Corporation

Provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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.

The Eric Ryan Corporation is not involved in any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations or any other matter that could adversely impact the company's ability to provide services.



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 in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

The Eric Ryan Corporation is a closely held S Corporation and is solely owned by the founder who is the President and CEO of the company. Annual reports are not prepared as there are no shareholders.



Exhibit C-2.

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 that the applicant is not required to file with the SEC and why.

The Eric Ryan Corporation is a privately held S Corporation and does not have stock holders and is not required to file any disclosures to the SEC.



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 cover the life of the business.

Please see the following financial statements which are Certified by the Chief Financial Officer of the Eric Ryan Corporation.

2:02 PM
04/21/15
Accrual Basis

The Eric Ryan Corporation
Balance Sheet
As of December 31, 2014

	Dec 31, 14
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash	
1050 · Huntington Natl Bank-Checking	77,161.48
1052 · Huntington Business Savings	1,825.28
1065 · Petty Cash	150.00
Total 1000 · Cash	79,136.76
Total Checking/Savings	79,136.76
Accounts Receivable	
1110 · Accounts Receivable-ERC	218,384.18
1140 · Accounts Receivables-TPE	151,700.41
Total Accounts Receivable	370,084.59
Other Current Assets	
1300 · Deposits/Utilities	123.33
1310 · KCV-Term Loan	96,845.54
1320 · Employee Advancements	78,050.00
1330 · Employee Receivable	32.86
1400 · Inventory	
1420 · Other Equipment - Inventory	988.25
Total 1400 · Inventory	988.25
Total Other Current Assets	176,039.98
Total Current Assets	625,261.33
Fixed Assets	
1600 · Fixed Assets	
1605 · Leasehold Improvement	122,177.41
1610 · Furniture and Fixtures	636,637.54
1612 · Computers	103,325.11
1614 · Domain Names/Rights	605.08
1616 · Software/License	12,080.25
1699 · Accumulated Dep - P & E	-602,956.16
Total 1600 · Fixed Assets	271,869.23
Total Fixed Assets	271,869.23
Other Assets	
1700 · Accounts Receivable L/T	
1712 · KCV-Emporium/HNB Loan	106,441.90
1713 · SBS-Commercial Loan	150,730.77
1714 · SBS-Promissory Note/TPE	48,181.45
1740 · CC Term Loan	2,741.30
1745 · TyDaGio-Viperizer Loan	180,490.00
Total 1700 · Accounts Receivable L/T	488,585.42
1805 · Steeler License	39,000.00
Total Other Assets	527,585.42
TOTAL ASSETS	1,424,715.98
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	230,718.08
Total Accounts Payable	230,718.08
Other Current Liabilities	
2100 · Payroll Liabilities	

2:02 PM
04/21/15
Accrual Basis

The Eric Ryan Corporation
Balance Sheet
As of December 31, 2014

	Dec 31, 14
2105 · Accrued Wages	139,600.96
2130 · FUTA	168.55
2160 · SUTA	2,295.72
2187 · LST	998.00
2188 · EIT-Local Tax	7,393.30
Total 2100 · Payroll Liabilities	150,456.53
2200 · *Sales Tax Payable	35.13
2300 · Other Payroll Items	
2304 · Aflac/Life Insurance	-37.21
2305 · Disability Rider-Aflac	-1.00
2309 · S/T Disability Insurance	-493.84
2310 · PCP-Health Insurance	27,820.67
2311 · Health Insurance	633.89
2312 · PCP-Guardian Dental Ins.	-1,970.40
2313 · Dental Insurance	24.10
2317 · PCP-Vision Guardian Insurance	-49.25
2320 · PCP-Cancer Insurance	-80.27
2325 · PCP- Accident Insurance	-299.35
2328 · PCP-Specified Event	-2.52
2329 · PCP-Hosp.Confinement	-4.50
2331 · Guardian Life Insurance	-114.21
Total 2300 · Other Payroll Items	25,426.11
Total Other Current Liabilities	175,917.77
Total Current Liabilities	406,635.85
Long Term Liabilities	
2900 · Long Term Liabilities	
2910 · Huntington Nat'l Bank-Line	264,092.41
2911 · Huntington Nat'l Bank-Term Loan	271,294.52
2912 · Huntington Nat'l Bank-KCV Term	96,830.31
2913 · Huntington Nat'l Bank-SBS Loan	150,730.77
2914 · SBS-Promissory Note Liability	48,181.45
2915 · Huntington Nat'l Bank-Server	24,172.82
2930 · Tefarus-Loan	75,000.00
2935 · Balboa Capital-Loan	42,425.04
Total 2900 · Long Term Liabilities	972,727.32
Total Long Term Liabilities	972,727.32
Total Liabilities	1,379,363.17
Equity	
3100 · Capital Stock	100.00
3200 · Equity Contributions Account	-603,193.46
3330 · Distributions	
3331 · Distributions Keith Venezie	
3331-A · Distributions KCV-Investments	-2,500.00
3331-B · Distributions-TPE	-17,536.22
3331 · Distributions Keith Venezie - Other	-1,437,439.15
Total 3331 · Distributions Keith Venezie	-1,457,475.37
3332 · Distributions Rental	1,797.40
3333 · Distributions Taxes	-579,974.46
33339 · Distribution/Emporium/Engineer/	-139,676.22
33340 · Distributions Emporium/HNB/Loan	
33340-A · Distributions Emp/HNB/Interest	-11,054.67
33340 · Distributions Emporium/HNB/Loan - Other	94,737.27
Total 33340 · Distributions Emporium/HNB/Loan	83,682.60
33341 · Distributions Emporium/Misc	-21,319.35

2:02 PM

04/21/15

Accrual Basis

The Eric Ryan Corporation
Balance Sheet
As of December 31, 2014

	Dec 31, 14
33342 · Distributions Emporium/Maint	-18,610.99
33343 · Distribution/Emp/BoroLoan	
33343-A · Distribution Emp/Boro/Interest	-5,115.10
33343 · Distribution/Emp/BoroLoan - Other	77,176.00
Total 33343 · Distribution/Emp/BoroLoan	72,060.90
33350 · Distributions-KV-keSpecialties	-24,437.77
33360 · Distributions/TPE/Loan	-1,400.00
33365 · Distribution/TyDaGio/Loan	-31,760.01
3330 · Distributions - Other	8,706.00
Total 3330 · Distributions	-2,108,407.27
3900 · Retained Earnings	2,480,461.28
Net Income	276,392.26
Total Equity	45,352.81
TOTAL LIABILITIES & EQUITY	1,424,715.98

The Eric Ryan Corporation
Profit & Loss
January through December 2014

	<u>Jan - Dec 14</u>
Ordinary Income/Expense	
Income	
Total 4300 · Commission/Sales	1,255,627.70
Total 4350 · Sales-Agent	45,869.98
Total 4500 · Sales-Broadcasting/Radio	45,765.07
Total 4600 · Sales-Depart/Retail/Wholesale	135,359.16
Total 4700 · Sales-Education	361,192.68
Total 4800 · Sales-Financial Institution	26,246.15
Total 4900 · Sales-Government	196,010.87
Total 5100 · Sales-Hospitality	1,918,947.07
Total 5200 · Sales-Manufacturing	365,422.81
Total 5300 · Sales-Miscellaneous	93,996.69
Total 5400 · Sales-Non-Profit/Other	53,685.75
Total 5500 · Sales-Publishing/Newspaper	58,617.27
Total 5600 · Sales-Scanning	<u>787.50</u>
Total Income	5,009,148.91
Cost of Goods Sold	
Total COGS	<u>14,245.75</u>
Gross Profit	4,994,903.16
Expense	
6999 · Uncategorized Expenses	165.00
7000 · Payroll Expenses & Benefits	
7005 · Accrued Wages	3,287.94
7010 · Gross Salaries & Wages	
7012 · Commission Wages	69,297.14
7010 · Gross Salaries & Wages - Other	<u>3,092,910.73</u>
Total 7010 · Gross Salaries & Wages	3,162,207.87
7020 · Social Security	133,280.41
7030 · Medicare	31,332.85
7040 · FUTA expense	4,042.80
7050 · SUTA expense	48,678.32
7000 · Payroll Expenses & Benefits - Other	<u>65,666.88</u>
Total 7000 · Payroll Expenses & Benefits	3,448,497.07
7100 · Administrative Expenses	
7120 · Advertising	8,144.43
7124 · Ascensus 401K Expense	3,312.50
7131 · Auto-Insurance	3,701.57
7132 · Auto-Lease	13,342.95
7133 · Auto-Maintenance/Misc	1,578.74
7150 · Bank Charges	2,944.32
7152 · Bank Loan Fees	597.00
7160 · Business Travel	45,791.64
7161 · Airfare-Business Travel	34,243.27
7162 · Rental-Business Travel	6,884.21
7163 · Lodging-Business Travel	13,270.23
7165 · Business Meals & Entertainment	17,398.29

The Eric Ryan Corporation
Profit & Loss
January through December 2014

	<u>Jan - Dec 14</u>
7166 · Capital Stock Tax	96.93
7172 · Computer Expense	5,124.00
7173 · Computer Software License	4,421.90
7174 · Consulting Expense	60,115.00
7180 · Convention/Conference	5,966.52
7182 · Dept of States/Misc States	4,424.87
7185 · Depreciation	32,553.00
7189 · Document Shredding	1,064.92
7190 · Donation	17,590.58
7195 · Dues/Registrations/Membership	1,301.00
7197 · Email/Outlook- Expense	9,953.00
7198 · Fax Services/Internet	240.00
7199 · Fees/Documentations	905.48
7205 · Finance Charge	11,013.73
7210 · Insurance-Health Care	229,556.73
7211 · Insurance-Dental	3,752.75
7212 · Insurance-KCV Life Insurance	7,160.56
7213 · Insurance-Professional Liabilit	5,657.03
7214 · Insurance-General Liability	4,155.51
7215 · Insurance-Life Insurance	4,751.70
7218 · Insurance-Worker's Compensation	4,975.00
7225 · Internet Expense	11,611.32
7235 · Legal Fees	11,622.59
7240 · Lease/Water System	975.80
7241 · Lease/Early Street	125,036.08
7245 · Lease/Scanner	5,700.89
7246 · Lease/Copier	21,216.96
7250 · Miscellaneous	1,050.68
7252 · Marketing Expense	1,306.93
7255 · Moving Expense	81.92
7260 · Office Lunch Room Expense	2,706.96
7270 · Office Supplies	8,648.96
7272 · Office Supplies/Misc	12,519.36
7273 · Office Break-Room Supplies	3,853.56
7282 · Payroll Expense	257.00
7290 · Postage/Shipping	9,577.22
7292 · Postage/POBox	359.00
7295 · Postage Meter Lease	1,055.76
7300 · Professional Developmt/Seminar	2,610.80
7305 · Professional Services	7,450.00
7306 · Promotion Expense	22,965.96
7315 · QuickBooks/Payroll	2,335.45
7320 · Quality Circle Meeting Expense	
7324 · Employees-Easter Event	306.97
7326 · Employees-Halloween Party	34.24
7328 · Employees-Christmas Trip/Party	938.62

The Eric Ryan Corporation
Profit & Loss
January through December 2014

	Jan - Dec 14
7320 · Quality Circle Meeting Expense - Other	8,679.47
Total 7320 · Quality Circle Meeting Expense	9,959.30
7340 · R&M-equip	6,764.37
7344 · R&M-bldg	845.29
7345 · Service Charges	45.10
7346 · Sponsorship	6,387.75
7350 · Subcontracted Services	49,136.80
7352 · Subcontracted/Office Maint	5,400.00
7360 · Subscriptions	3,034.56
7362 · Support Expense	30,496.19
7375 · Taxes-Corporate	360.00
7412 · Telephone-Local & Long Distance	15,424.09
7420 · Telephone-Cellular	5,764.68
7426 · TV Cable Expense	153.54
7600 · Utilities-Electric	22,997.57
7610 · Utilities-Gas	3,130.35
7620 · Utilities-Water	1,744.42
7625 · Waste-Refuse	3,422.07
7676 · Web Hosting- Expense	1,544.00
Total 7100 · Administrative Expenses	985,542.64
Total Expense	4,434,204.71
Net Ordinary Income	560,698.45
Other Income/Expense	
Other Income	
8060 · Other Income	
8020 · Interest Income	6.21
8070 · Shalestuff Advertising	125.00
8060 · Other Income - Other	25,133.39
Total 8060 · Other Income	25,264.60
Total Other Income	25,264.60
Other Expense	
8500 · Other Expense	
Total 8510 · Bill Processing Services	236,991.97
8520 · Interest	25,114.10
8530 · Remote/Helpdesk Services	30,437.64
8540 · Maintenance Service	15,795.00
8999 · Interest Expense/Distributions	752.04
9000 · Temporary account	0.00
8500 · Other Expense - Other	847.36
Total 8500 · Other Expense	309,938.11
Total Other Expense	309,938.11
Net Other Income	-284,673.51
Net Income	276,024.94

2:02 PM
04/21/15
Accrual Basis

The Eric Ryan Corporation
Balance Sheet
As of December 31, 2013

	Dec 31, 13
ASSETS	
Current Assets	
Checking/Savings	
1000 · Cash	
1050 · Huntington Natl Bank-Checking	92,644.54
1052 · Huntington Business Savings	35,819.07
1065 · Petty Cash	150.00
Total 1000 · Cash	128,613.61
Total Checking/Savings	128,613.61
Accounts Receivable	
1110 · Accounts Receivable-ERC	257,772.94
1140 · Accounts Receivables-TPE	75,325.45
Total Accounts Receivable	333,098.39
Other Current Assets	
1300 · Deposits/Utilities	123.33
1310 · KCV-Term Loan	100,752.33
1320 · Employee Advancements	2,400.00
1330 · Employee Receivable	1,218.31
1400 · Inventory	
1420 · Other Equipment - Inventory	988.25
Total 1400 · Inventory	988.25
Total Other Current Assets	105,482.22
Total Current Assets	567,194.22
Fixed Assets	
1600 · Fixed Assets	
1605 · Leasehold Improvement	122,177.41
1610 · Furniture and Fixtures	635,788.50
1612 · Computers	63,225.97
1614 · Domain Names/Rights	605.08
1616 · Software/License	10,392.31
1699 · Accumulated Dep - P & E	-570,403.16
Total 1600 · Fixed Assets	261,786.11
Total Fixed Assets	261,786.11
Other Assets	
1700 · Accounts Receivable L/T	
1712 · KCV-Emporium/HNB Loan	106,292.00
1713 · SBS-Commercial Loan	175,859.33
1714 · SBS-Promissory Note/TPE	83,775.14
1730 · TPE Term Loan	8,072.78
1740 · CC Term Loan	5,501.30
Total 1700 · Accounts Receivable L/T	379,500.55
1805 · Steeler License	39,000.00
Total Other Assets	418,500.55
TOTAL ASSETS	1,247,480.88
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	203,390.32
Total Accounts Payable	203,390.32
Other Current Liabilities	
2100 · Payroll Liabilities	

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04/21/15
Accrual Basis

The Eric Ryan Corporation

Balance Sheet

As of December 31, 2013

	Dec 31, 13
2105 · Accrued Wages	136,313.02
2130 · FUTA	128.23
2160 · SUTA	1,347.28
2187 · LST	1,030.00
2188 · EIT-Local Tax	7,370.66
2100 · Payroll Liabilities - Other	526.55
Total 2100 · Payroll Liabilities	146,715.74
2300 · Other Payroll Items	
2304 · Aflac/Life Insurance	-37.40
2305 · Disability Rider-Aflac	-1.00
2309 · S/T Disability Insurance	-352.68
2310 · PCP-Health Insurance	13,623.59
2311 · Health Insurance	241.31
2312 · PCP-Guardian Dental Ins.	-1,710.46
2313 · Dental Insurance	22.96
2317 · PCP-Vision Guardian Insurance	-40.69
2320 · PCP-Cancer Insurance	-134.36
2325 · PCP- Accident Insurance	-252.26
2328 · PCP-Specified Event	-17.64
2329 · PCP-Hosp.Confinement	-4.60
2331 · Guardian Life Insurance	-36.65
2360 · IRA-EE	-216.40
2361 · IRA-ER	-182.44
Total 2300 · Other Payroll Items	10,901.28
Total Other Current Liabilities	157,617.02
Total Current Liabilities	361,007.34
Long Term Liabilities	
2900 · Long Term Liabilities	
2910 · Huntington Nat'l Bank-Line	144,932.28
2911 · Huntington Nat'l Bank-Term Loan	339,938.46
2912 · Huntington Nat'l Bank-KCV Term	100,752.33
2913 · Huntington Nat'l Bank-SBS Loan	175,829.44
2914 · SBS-Promissory Note Liability	83,775.14
Total 2900 · Long Term Liabilities	845,227.65
Total Long Term Liabilities	845,227.65
Total Liabilities	1,206,234.99
Equity	
3100 · Capital Stock	100.00
3200 · Equity Contributions Account	-603,193.46
3330 · Distributions	
3331 · Distributions Keith Venezie	-1,327,499.16
3332 · Distributions Rental	13,597.40
3333 · Distributions Taxes	-511,288.33
33339 · Distribution/Emporium/Engineer/	-112,214.00
33340 · Distributions Emporium/HNB/Loan	
33340-A · Distributions Emp/HNB/Interest	-5,908.52
33340 · Distributions Emporium/HNB/Loan - Other	100,026.26
Total 33340 · Distributions Emporium/HNB/Loan	94,117.74
33341 · Distributions Emporium/Misc	-13,760.90
33342 · Distributions Emporium/Maint	-18,500.00
33343 · Distribution/Emp/BoroLoan	
33343-A · Distribution Emp/Boro/Interest	-2,700.01
33343 · Distribution/Emp/BoroLoan - Other	87,867.11

2:02 PM
04/21/15
Accrual Basis

The Eric Ryan Corporation
Balance Sheet
As of December 31, 2013

	<u>Dec 31, 13</u>
Total 33343 · Distribution/Emp/BoroLoan	85,167.10
33350 · Distributions-KV-keSpecialties	-24,437.77
33360 · Distributions/TPE/Loan	-4,000.00
33365 · Distribution/TyDaGio/Loan	-30,510.01
3330 · Distributions - Other	13,206.00
Total 3330 · Distributions	-1,836,121.93
3900 · Retained Earnings	2,241,032.31
Net Income	239,428.97
Total Equity	41,245.89
TOTAL LIABILITIES & EQUITY	1,247,480.88

10:06 AM
03/05/14
Accrual Basis

The Eric Ryan Corporation
Profit & Loss
January through December 2013

	<u>Jan - Dec 13</u>
Ordinary Income/Expense	
Income	
Commission	1,078,129.64
Agent	22,776.41
Auto Dealership	5,091.79
Broadcasting/Radio	13,713.13
Consulting	750.00
Depart/Retail/Wholesale	118,882.26
Education	455,944.08
Financial Institution	41,757.46
Government	149,663.60
Healthcare	456,140.99
Hospitality	1,922,458.32
Manufacturing	361,772.72
Miscellaneous	176,763.79
Non-Profit/Other	46,714.69
Publishing/Newspaper	73,606.45
Scanning	850.00
	<u> </u>
Total Income	4,925,015.33
Cost of Goods Sold	<u>67,198.29</u>
Gross Profit	4,857,817.04
Expense	
Payroll Expenses & Benefits	3,389,181.27
Administrative Expenses	940,595.61
	<u> </u>
Total Expense	<u>4,329,776.88</u>
Net Ordinary Income	528,040.16
Other Income/Expense	
Total Other Income	8,685.99
Total Other Expense	<u>297,297.18</u>
Net Other Income	<u>-288,611.19</u>
Net Income	<u><u>239,428.97</u></u>



C-4 Exhibit C-4 Financial Arrangements provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g. guarantees, bank commitments, contractual arrangements, credit agreements, etc)

Please see the following letter by Huntington Bank's representative David M. Grande, V.P. for the Eric Ryan Corporation.

The Huntington National Bank
One East State Street
Sharon, PA 16146



April 20, 2015

Re: The Eric Ryan Corporation

To whom it may concern:

Please be advised that the above referenced client has maintained a satisfactory relationship with Huntington Bank since June 2011.

The Eric Ryan Corporation has maintained a depository relationship with an average high 5 figure balance. Also, The Eric Ryan Corporation has available a Med 6 figure Line of Credit. The next renewal date for this Line of Credit is scheduled for June 5, 2015. Should the borrower's overall financial condition remain favorable, a renewal of the existing line of credit is anticipated.

All deposits and payments have been handled as agreed, and The Eric Ryan Corporation is considered to be a satisfactory account relationship.

Should you have any additional questions, please feel free to contact me at (724) 981-1323. Thank you for your time and attention in this matter.

Sincerely,

A handwritten signature in black ink, appearing to read 'DM Grande', written over a horizontal line.

David M. Grande
HUNTINGTON BANK
Vice President
Business Banking



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 CRES operation, along with a list of assumptions, and the name address, email address and telephone number of the preparer.

The Forecasted Financial Statements were prepared by Mary A. DeCaria, CFO of the Eric Ryan Corporation.

- **1 Early Street, Suite A**
- **Ellwood City PA 16117**

- **mdecaria@ericryan.com**
- **724-752-8900**

The Eric Ryan Corporation
Forecasted Profit Loss
January through December 2014

	<u>Jan - Dec 15</u>
Ordinary Income/Expense	
Income	
Sales/Services Income	430.50
Sales/Commission	971,476.80
Sales/Agent	27,586.99
Sales/Auto Dealership	2,683.24
Sales/Broadcasting/Radio	11,464.39
Sales/Consulting	1,124.55
Sales-Depart/Retail/Wholesale	195,245.23
Sales/Education	422,490.43
Sales/Financial Institution	36,566.91
Sales/Government	251,883.62
Sales/Healthcare	636,318.47
Sales/Hospitality	2,065,292.50
Sales/Manufacturing	416,797.69
Sales/Miscellaneous	157,985.02
Sales/Non-Profit/Other	61,826.54
Sales/Publishing/Newspaper	65,947.54
Sales/Scanning	535.50
Total Income	5,325,655.90
Cost of Goods Sold	
Healthcare	4,754.57
Commissions	15,296.40
Services	15,846.97
Hospitality	6,510.00
Energy	157.50
Manufacturing	6,825.00
Miscellaneous	105.00
Publishing/Newspaper	262.50
Education	10,500.00
Government	262.50
Total COGS	<u>60,520.44</u>
Gross Profit	5,265,135.47
Expense	
Payroll Expenses & Benefits	3,896,117.77
Administrative Expenses	<u>1,042,507.24</u>
Total Expense	4,938,625.01
Net Ordinary Income	326,510.46
Other Income/Expense	
Total Other Income	5,000.00
Total Other Expense	<u>2,000.00</u>
Net Other Income	<u>3,000.00</u>
Net Income	<u><u>329,510.46</u></u>

2:16 PM
04/20/15

The Eric Ryan Corporation
Cash Flow Forecast
January through December 2016

	Acnts Receivable	Acnts Payable	Bank Acnts	Net Inflows	Proj Balance
Beginning Balance	468,728.20	205,003.16	10,410.82		274,135.86
Jan - Dec 15	0.00	0.00	0.00	0.00	274,135.86
Jan - Dec 15	0.00	0.00	0.00	0.00	
Ending Balance	<u>468,728.20</u>	<u>205,003.16</u>	<u>10,410.82</u>		<u>274,135.86</u>

The Eric Ryan Corporation
Forecasted Profit Loss
January through December 2014

	<u>Jan - Dec 16</u>
Ordinary Income/Expense	
Income	
Sales/Services Income	452.03
Sales/Commission	1,020,050.64
Sales/Agent	28,966.34
Sales/Auto Dealership	2,817.40
Sales/Broadcasting/Radio	12,037.61
Sales/Consulting	1,180.78
Sales-Depart/Retail/Wholesale	205,007.49
Sales/Education	443,614.95
Sales/Financial Institution	38,395.25
Sales/Government	264,477.80
Sales/Healthcare	668,134.39
Sales/Hospitality	2,168,557.12
Sales/Manufacturing	437,637.58
Sales/Miscellaneous	165,884.27
Sales/Non-Profit/Other	64,917.87
Sales/Publishing/Newspaper	69,244.92
Sales/Scanning	562.28
 Total Income	 5,591,938.70
 Cost of Goods Sold	
Healthcare	4,992.30
Commissions	16,061.22
Services	16,639.32
Hospitality	6,835.50
Energy	165.38
Manufacturing	7,166.25
Miscellaneous	110.25
Publishing/Newspaper	275.63
Education	11,025.00
Government	275.63
 Total COGS	 <u>63,546.46</u>
 Gross Profit	 5,528,392.24
 Expense	
Payroll Expenses & Benefits	4,090,923.66
Administrative Expenses	<u>1,094,632.60</u>
 Total Expense	 5,185,556.26
 Net Ordinary Income	 342,835.98
 Other Income/Expense	
Total Other Income	5,000.00
 Total Other Expense	 <u>2,000.00</u>
 Net Other Income	 <u>3,000.00</u>
 Net Income	 <u><u>345,835.98</u></u>

2:16 PM
04/20/15

The Eric Ryan Corporation
Cash Flow Forecast
January through December 2016

	Accnts Receivable	Accnts Payable	Bank Accnts	Net Inflows	Proj Balance
Beginning Balance	472,728.61	206,604.96	9,410.82		275,534.47
Jan - Dec 16	0.00	0.00	0.00	0.00	275,534.47
Jan - Dec 16	0.00	0.00	0.00	0.00	
Ending Balance	<u>472,728.61</u>	<u>206,604.96</u>	<u>9,410.82</u>		<u>275,534.47</u>



C-6 "Credit Rating,"

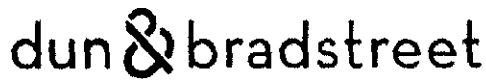
Provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its 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.

The mentioned rating agencies were contacted to initiate a credit report, the credit reporting agencies communicated their services were not applicable for the Eric Ryan Corporation's use.



C-7 Credit Report, provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.

Please see the following Supplier Qualifier Report of the Eric Ryan Corporation.



Supplier Qualifier Report

To save report(s) to your PC, [click here for instructions](#).

[Print this Report](#)

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ATTN: **ERIC RYAN CORPORATION, THE**

Report Printed: MAR 18 2015
In Date

BUSINESS INFORMATION

ERIC RYAN CORPORATION, THE
GAME ZONE
THOUGHT PROCESS ENTERPRISES
1 Early St Ste A
Ellwood City, PA 16117

This is a **single** location.

Mailing address: PO Box 473
Ellwood City, PA 16117

Telephone: 724 752-8900

Chief executive: KEITH VENEZIE, CEO

Year started: 1994

Employs: 85

All amounts are displayed in local currency.

Financial statement date: DEC 31 2013

Sales F: 4,925,015

Net worth F: 41,246

History: CLEAR

Financing: SECURED

Financial condition: UNBALANCED

D-U-N-S® Number: 13-002-6185

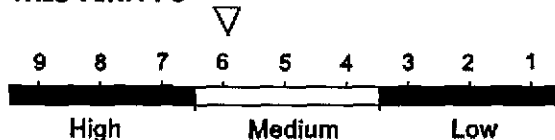
D&B Rating: **DD4**

Financial strength: DD is \$35,000 to 49,999.

Composite credit appraisal: 4 is **limited**.

D&B Supplier Risk: **6**

SUPPLIER EVALUATION RISK (SER) RATING FOR THIS FIRM : 6



D&B PAYDEX®

D&B PAYDEX: 77

When weighted by dollar amount, payments to suppliers average 5 days beyond terms.



Based on up to 24 months of trade.

SUMMARY ANALYSIS

D&B Rating: **DD4**
Financial strength: DD indicates **\$35,000 to 49,999.**
Composite credit appraisal: 4 is **limited.**

The Rating was changed on May 8, 2014 because D&B's analysis of the financial statement supports a lower Rating. This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 10/19/04:

D&B Rating	Date Applied
DD4	05/08/14
1A2	03/26/12
BA2	04/29/11
--	04/14/10
1R3	11/16/09
BB3	03/18/08
CC3	04/02/07
--	11/09/06
CB3	07/05/05
1R3	10/19/04

The Summary Analysis section reflects information in D&B's file as of March 16, 2015.

RISK SCORE ANALYSIS

SER COMMENTARY:

- Financial ratios.
- Change in net worth.
- Higher risk industry based on inactive rate for this industry.

PROBABILITY OF CEASED OPERATIONS/BECOMING INACTIVE

SUPPLIER EVALUATION RISK RATING: 6

The probability of ceased operations/becoming inactive indicates what percent of U.S. businesses is expected to cease operations or become inactive over next 12 months.

Probability of Supplier Ceased Operations/Becoming Inactive : 8.0% (800 PER 10,000)

Percentage of US business with same SER score : 11% (1,100 PER 10,000)

Average Probability of Supplier Ceased Operations/Becoming Inactive : 5.60% (560 PER 10,000)
 - Average of Businesses in D&B's Supplier Database

CREDIT DELINQUENCY SCORE: 589

DIVERSITY

Minority-Owned Business:	N/A	Historically Underutilized Business:	N/A
Women-Owned Business:	N/A	Veteran-Owned Business:	N/A
Disadvantaged Business Enterprise:	N/A	Vietnam Veteran Business:	N/A
Small Disadvantaged Business:	N/A	Disabled-Owned Business:	N/A
HUB-Zoned Certified Business:	N/A	Historical College Classification:	N/A
SBA 8(a) Certified:	N/A	Labor surplus area:	YES (2015)

Small Business:

YES
(2015)**CUSTOMER SERVICE**

If you have questions about this report, please call our Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. If you are outside the U.S. contact your local D&B office.

*** Additional Decision Support Available ***

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. or visit our website at www.dnb.com.

HISTORY

The following information was reported **01/08/2015**:

Officer(s): KEITH VENEZIE, PRES-CEO
NINA BURKE, SEC- EXEC V PRES FIN
PEGGY VENEZIE, TREAS
REBECCA HINK, COO
MARY DECARIA, CFO

DIRECTOR(S): THE OFFICER(S)

The Pennsylvania Secretary of State's business registrations file showed that Eric Ryan Corporation, The was registered as a Corporation on November 1, 1994.

Business started 1994 by Keith Venezie. 100% of capital stock is owned by Keith Venezie.

KEITH VENEZIE born 1957. 1994-present active here.

NINA BURKE born 1945. 1990-Present active here.

PEGGY VENEZIE born 1956. 1990-present active here.

REBECCA HINK born 1961. 1992-present active here.

MARY DECARIA born 1962. 2001-present active here.

BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF FEB 20 2015:

The following data is for informational purposes only and is not an official record. Certified copies may be obtained from the Pennsylvania Department of State.

Registered Name: THE ERIC RYAN CORPORATION

Business type: CORPORATION
Corporation type: NOT AVAILABLE
Date incorporated: NOV 01 1994
State of incorporation: PENNSYLVANIA
Filing date: NOV 01 1994
Registration ID: 2605807
Duration: PERPETUAL
Status: ACTIVE

Where filed:

SECRETARY OF STATE/CORPORATIONS DIVISION, HARRISBURG, PA

Principals:KEITH C VENEZIE, PRESIDENT, 1 EARLY ST, ELLWOOD CITY, PA, 161172255
KEITH C VENEZIE, TREASURER, 1 EARLY ST, ELLWOOD CITY, PA, 161172255**OPERATIONS**

01/08/2015

Description: Provides management consulting services, specializing in public utilities.

Fax: 724 752-8999.

Terms are net 30 days. Terms are Net 30 days. Sells to manufacturers, wholesale, non profit organizations, retail, commercial concerns and government. Territory : United States.

Nonseasonal.

Employees: 85 which includes officer(s) and 5 part-time.**Facilities:** Leases 12,000 sq. ft. in a one story concrete block building.**Location:** Industrial section on well traveled street.**UNSPSC**

UNSPSC (United Nations Standard Product and Services Code) is a globally accepted commodity (Product and Services) classification system. ERIC RYAN CORPORATION, THE offers the following product(s) and service(s):

80100000 Management advisory services**NAICS**Beginning in 1997, the **Standard Industrial Classification (SIC)** was replaced by the **North American Industry Classification System (NAICS)**. This six digit code is a major revision that not only provides for newer industries, but also reorganizes the categories on a production/process-oriented basis. This new, uniform, industry-wide classification system has been designed as the index for statistical reporting of all economic activities of the U.S., Canada, and Mexico.**541611 Administrative Management and General Management Consulting Services****SIC**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

87420405 Public utilities consultant**D&B PAYDEX**

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 38 payment experiences as reported to D&B by trade references.

3-Month D&B PAYDEX: 76

When weighted by dollar amount, payments to suppliers average 6 days beyond terms.



Based on trade collected over last 3 months.

D&B PAYDEX: 77

When weighted by dollar amount, payments to suppliers average 5 days beyond terms.



Based on up to 24 months of trade.

PAYMENT SUMMARY

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

PAYMENT DETAILS

Detailed payment history

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
--------------------------	---------------	---------------------	------------------	------------------	---------------	---------------------------------

02/15	Ppt	15,000	15,000	0		1 mo
	Ppt	10,000	10,000	0		
	Ppt	10,000	7,500	0		1 mo
	Ppt	7,500	7,500	0		1 mo
	Ppt	5,000	2,500	0		
	Ppt	1,000	0	0	N30	2-3 mos
	Ppt	1,000	1,000	0		1 mo
	Ppt	250	250	0		1 mo
	Ppt	250	250	0		1 mo
	Ppt	250	250	0		1 mo
	Ppt	100	0	0		4-5 mos
	Ppt	100	100	0		1 mo
	Ppt	50	0	0		4-5 mos
	Ppt	50	50	0		2-3 mos
	Ppt-Slow 30	500	100	0	N30	1 mo
	Ppt-Slow 30	250	0	0		6-12 mos
	Slow 30	1,000	0	0	N30	6-12 mos
	Slow 30-90	5,000	1,000	1,000		
	(019)				Sales COD	1 mo
01/15	Ppt	2,500	250		Lease Agreemnt	
	Ppt	1,000	750	0		1 mo
12/14	Slow 30	750	0	0		6-12 mos
10/14	Ppt	20,000	0	0		6-12 mos
	(024)	50			Cash account	1 mo
09/14	(025)	50			Cash account	1 mo
08/14	Ppt	250	0	0		6-12 mos
07/14	(027)	100			Cash account	1 mo
◆◆◆◆	◆◆◆◆Cash own option,					
	(028)	50			Cash account	6-12 mos
05/14	(029)	50			Cash account	6-12 mos
04/14	(030)	100			Cash account	1 mo
	(031)	50			Cash account	1 mo
03/14	Ppt		0	0		6-12 mos
02/14	Ppt	250	0	0	N30	6-12 mos
11/13	Ppt	1,000	1,000	0		1 mo
08/13	Ppt	20,000	0	0		6-12 mos
06/13	Ppt	500	50	0	N30	1 mo
	Ppt	250	50	0	N30	1 mo
	Ppt	100	0	0	N30	2-3 mos

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.
PAYMENT TRENDS

SUPPLIER VERSUS INDUSTRY PAYDEX

-> PRIOR 4 QTRS CURRENT 12 MONTH TREND

	2013			2014									2015			
	JUN	SEP	DEC	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR
Supplier PAYDEX	76	77	74	75	77	76	76	75	75	75	76	76	77	77	77	77
Industry PAYDEX (Based on 32 establishments in SIC 8742)																
UP QRT	80	80	80	80			80			80			80			
MEDIAN	80	80	80	80			80			80			80			
LO QRT	72	73	74	74			74			74			74			

PAYDEX scores are updated daily and are based on upto 13 months of trade experiences from the Dun& Bradstreet trade file.

All amounts displayed within this report are in local currency.

FINANCE

01/08/2015

One-year statement comparative:

	Fiscal Dec 31 2009
Current Assets	674,746
Current Liabs	1,024,061
Current Ratio	0.66
Working Capital	(349,315)
Other Assets	366,196
Net Worth	(56,755)
Sales	4,369,405
Long Term Liab	73,636
Net Profit (Loss)	441,512

Fiscal statement dated DEC 31 2013:

Assets		Liabilities	
Cash	128,614	Accts Pay	203,390
Accts Rec	333,098	Other Curr Liabs	157,617
Other Curr Assets	105,482		
Curr Assets	567,194	Curr Liabs	361,007
Fixt & Equip	261,786	L.T. Liab-Other	845,228
Other Assets	418,501	EQUITY	41,246
Total Assets	1,247,481	Total	1,247,481

From JAN 01 2013 to DEC 31 2013 annual sales \$4,925,015; cost of goods sold \$67,198. Gross profit \$4,857,817; operating expenses \$4,329,777. Operating income \$528,040; other income \$8,686; other expenses \$297,297. Net income \$239,429.

Extent of audit, if any, not indicated.

As of January 8, 2015q, attempts to contact the management of this business have been unsuccessful. Outside sources confirmed operation and location.

KEY BUSINESS RATIOS

Statement date: DEC 31 2013
Based on this number of establishments: 32

Firm		Industry Median		Quartile Rank (Supplier)
Return of Sales:	4.9	Return of Sales:	4.8	1
Current Ratio:	1.6	Current Ratio:	2.2	3
Quick Ratio:	1.3	Quick Ratio:	1.9	3
Assets / Sales:	25.3	Assets / Sales:	27.1	2
Total Liability / Net Worth:	999.9	Total Liability / Net Worth:	75.7	4

PUBLIC FILINGS

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

UCC FILINGS

Collateral: All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
Type: Original
Sec. party: THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
Debtor: THE ERIC RYAN CORPORATION
Filing number: 2012122604686
Filed with: SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
Date filed: 12/26/2012
Latest Info Received: 01/03/2013

Collateral: All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
Type: Original
Sec. party: THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
Debtor: THE ERIC RYAN CORPORATION
Filing number: 2011071208997
Filed with: SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
Date filed: 07/12/2011
Latest Info Received: 07/19/2011

Collateral: Accounts receivable - Inventory - Account(s) - Fixtures - and OTHERS
Type: Original
Sec. party: FLEX FINANCING, IRVINE, CA
Debtor: THE ERIC RYAN CORPORATION
Filing number: 2014111702495
Filed with: SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
Date filed: 11/17/2014
Latest Info Received: 11/25/2014

Collateral: Assets - Fixtures
Type: Original
Sec. party: SEF HOLDINGS, LLC, ELLWOOD CITY, PA
Debtor: ERIC RYAN CORPORATION
Filing number: 2013021504280
Filed with: SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
Date filed: 02/14/2013
Latest Info Received: 02/20/2013

Collateral: Computer equipment including proceeds and products - Equipment including

Type: proceeds and products
Sec. party: Original
Debtor: HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, MURRAY HILL, NJ
Filing number: THE ERIC RYAN CORPORATION
Filed with: 2009050803545
SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA

Date filed: 05/08/2009

Latest Info Received: 05/12/2009

There are additional UCC's in D&B's file on this company available by contacting 1-800-234-3867.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

GOVERNMENT ACTIVITY

Activity summary

Congressional District:

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The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

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C-8 Exhibit C-8 Bankruptcy Information, provide a list and description of any organizations, 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 within the two most recent years preceding the application.

The Eric Ryan Corporation has never filed for bankruptcy, protection from creditors or any type of reorganization. Also, the Eric Ryan Corporation has no parent company or affiliates who are involved in energy procurement or any ancillary activities.



C-9 Exhibit C-9 Merger Information – provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

The Eric Ryan Corporation has not dissolved, merged or acquired any entity within the five most recent years preceding the application.