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PUCO USE ONLY - Version 1.07		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		11 -5473 GA-AGG

## RENEWAL 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 renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

#### A-2 Applicant information:

Legal Name Alternative Utility Services, Inc.  
Address 750 Veterans Pkwy Suite 104 Lake Geneva, WI 53147  
Telephone No. 262-248-0930 Web site Address <http://www.ausenergy.com>  
Current PUCO Certificate No. 11-230G(2) Effective Dates November 6th, 2013 to November 6th, 2015

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

Name Alternative Utility Services, Inc.  
Address 50 West Broad Street, Suite 1800, Columbus, OH 43215 (Registered Agent)  
Web site Address <http://www.ausenergy.com> Telephone No. 262-248-0930

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

Alternative Utility Services, Inc.  
AUS

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

Name Fritz Kreiss Title President  
Business Address 750 Veterans Pkwy Suite 104 Lake Geneva, WI 53147  
Telephone No. 262-248-0930 Fax No. 262-248-9005 Email Address [info@ausenergy.com](mailto:info@ausenergy.com)

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business. (CRNGS Broker/Aggregator Renewal) Page 1 of 7  
Technician SMK Date Processed SEP 04 2015  
180 East Broad Street, Columbus, OH 43215-3793 • (614) 466-3016 • [www.PUCO.ohio.gov](http://www.PUCO.ohio.gov)  
The Public Utilities Commission of Ohio is an Equal Opportunity Employer and Service Provider

RECEIVED-DOCKETING DIV  
2015 SEP -4 PM 12:03  
PUCO

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

Name Fritz Kreiss Title President  
Business address 750 Veterans Pkwy Suite 104 Lake Geneva, WI 53147  
Telephone No. 262-248-0930 Fax No. 262-248-9005 Email Address info@ausenergy.com

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

Customer service address 750 Veterans Pkwy Suite 104 Lake Geneva, WI 53147  
Toll-Free Telephone No. 800-392-4287 Fax No. 800-290-3720 Email Address info@ausenergy.com

**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 Corporation Service Company Title Registered Agent  
Business address 50 West Broad Street, Suite 1800, Columbus, OH 43215  
Telephone No. 262-248-0930 Fax No. 262-248-9005 Email Address info@ausenergy.com

**A-9 Applicant's federal employer identification number 36-3882904**

**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 checked="" 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 checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" 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 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

☐ Dominion East 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

☐ Duke Energy 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

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

Alternative Utility Services will not take title to any energy.

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,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-18 **Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is still 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 renewed certification (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 for which it is seeking renewed certification since applicant last filed for certification.

- 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 since applicant last filed for certification.

☒ 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 since applicant last filed for certification.

☒ 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

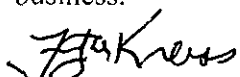
- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 Exhibit C-2 "SEC Filings,"** 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 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 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.

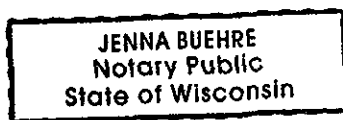
 , President  
Applicant Signature and Title

Sworn and subscribed before me this 6<sup>th</sup> day of May Month 2015 Year

  
Signature of official administering oath

Jenna Buehre, Notary Public  
Print Name and Title

My commission expires on July 15<sup>th</sup> 2017





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of

Alternative Utility Services, Inc.

for a Certificate or Renewal Certificate to Provide  
Competitive Retail Natural Gas Service in Ohio.

)  
)  
)  
)

Case No. 11 - 5473 -GA-AGG

County of Walworth  
State of WI

Fritz Kreiss

[Affiant], being duly sworn/affirmed, hereby states that:

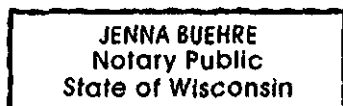
- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

*Fritz Kreiss, President*  
Affiant Signature & Title

Sworn and subscribed before me this 6<sup>th</sup> day of May Month 2015 Year

*Jenna Buehre*  
Signature of Official Administering Oath

Jenna Buehre, Notary Public  
Print Name and Title



My commission expires on July 15<sup>th</sup>, 2017

**Exhibit A-14 "Principal Officers, Directors & Partners"**

Fritz Kreiss

President

750 Veterans Pkwy Suite 104

PO Box 250

Lake Geneva, WI 53147

262-248-0930

F: 262-248-9005

fritz@communitygreenenergy.com

Catherine McQueen

Vice President - Secretary

750 Veterans Pkwy Suite 104

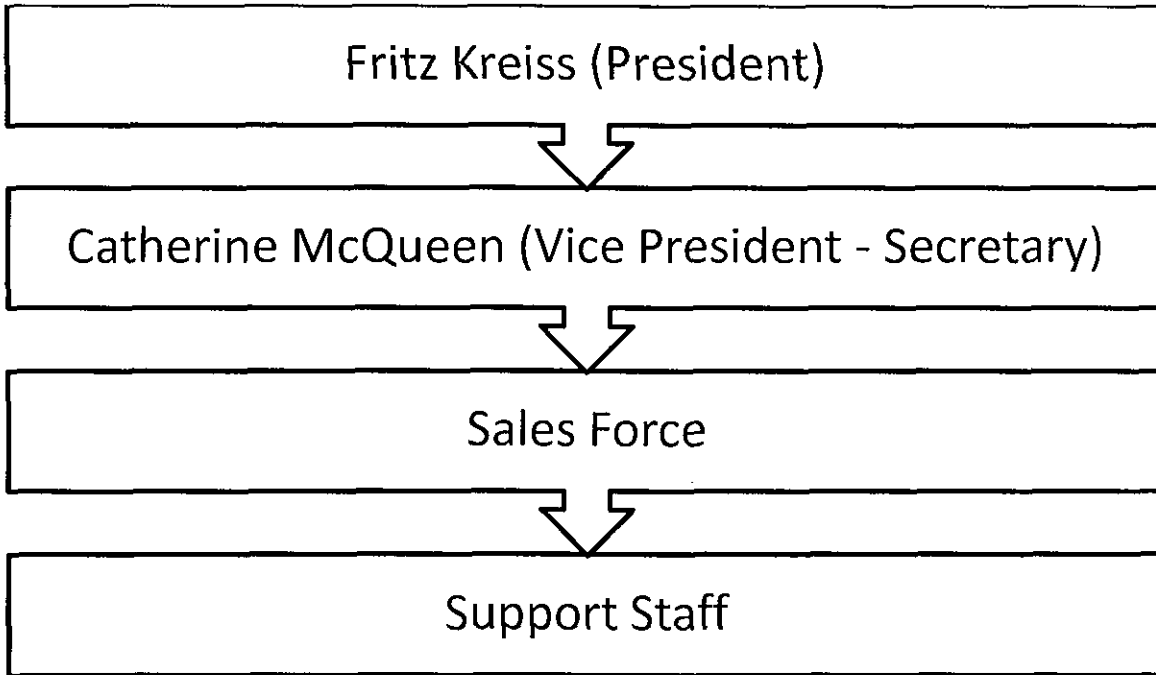
PO Box 250

Lake Geneva, WI 53147

262-248-0930

F: 262-248-9005

Catherine@theadmincenter.com

**Exhibit A-15 "Corporate Structure,"**

## **Exhibit A-16 "Company History,"**

### **Managerial Background**

Fritz A. Kreiss (president) has been in business since 1993 selling energy through sales agents throughout the US. In 1993, he founded Alternative Utility Services, Inc. (AUS) with his wife, Catherine McQueen. AUS was established to promote and install commercial Combined Heat and Power (CHP) systems, and marked the beginning of Fritz's continuing commitment to renewable green energy and sustainable building practices. Since 1993 AUS has expanded into the fields of energy management, energy brokering and utility consulting, working primarily in the deregulated natural gas and electric markets. AUS currently has more than 1,000 accounts in more than a dozen states. AUS has salespeople in 9 states including IL.

### **Technical Requirements**

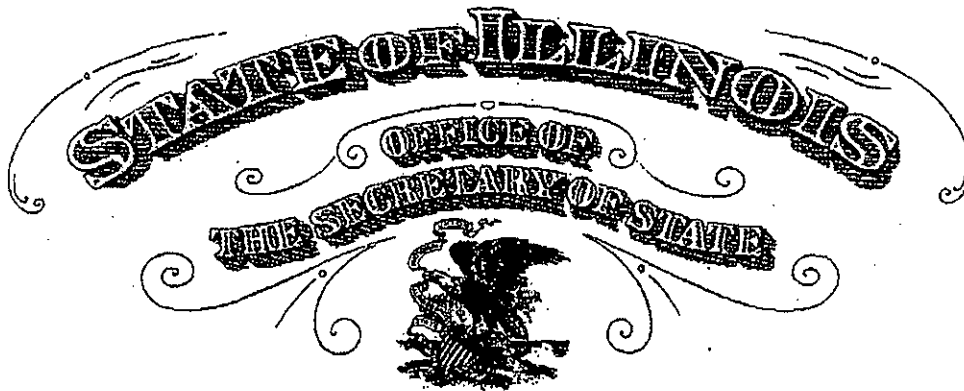
AUS has procured electricity since 2002 and natural gas since 1993.

### **Memberships and Certifications**

- Member in Good Standing of The American Solar Energy Society
- Member in Good Standing of the Association of Energy Services Professionals
- Certified as a Senior Member of The Association of Energy Engineers
- Certified as an Energy Procurement Professional by The Association of Energy Engineers
- Senior Member of the Demand-Side Management Society (DSMS)
- Senior Member in the Cogeneration & Competitive Power Institute (CCPI) of The Association of Energy Engineers
- Charter Member of the Energy Services of Marketing (ESM) Society
- Professional Member of the Society of Energy Professionals International (SEPI)
- Certificate of Completion: Fundamentals of Buying & Selling Energy, August 2007 World Congress Center, Atlanta, GA
- Published in Common Interest magazine Vol 14/NO 3 – Lights, Action Savings and Sustainable Living.

## Exhibit A-17 "Articles of Incorporation and Bylaws,"

File Number 5729-795-6



**To all to whom these Presents Shall Come, Greeting:**

*I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that*

THE FOREGOING AND HERETO ATTACHED IS A TRUE AND CORRECT COPY, CONSISTING OF 8 PAGES, AS TAKEN FROM THE ORIGINAL ON FILE IN THIS OFFICE FOR ALTERNATIVE UTILITY SERVICES, INC..\*\*\*\*\*

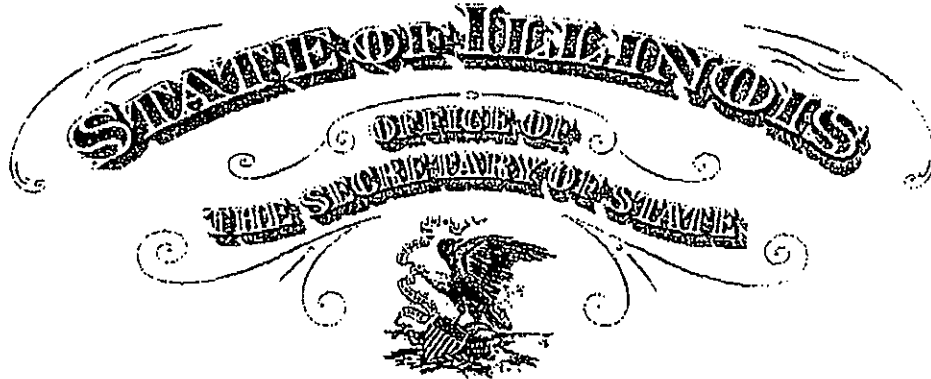


**In Testimony Whereof,** I hereto set  
my hand and cause to be affixed the Great Seal of  
the State of Illinois, this 15TH  
day of JULY A.D. 2011

*Jesse White*

SECRETARY OF STATE

Authentication #: 1119001465  
Authenticate at: <http://www.cyberdriveillinois.com>

File Number 5729-795-6

**Whereas,** ARTICLES OF INCORPORATION OF  
ALTERNATIVE UTILITY SERVICES OF IL, INC.  
INCORPORATED UNDER THE LAWS OF THE STATE OF ILLINOIS HAVE BEEN  
FILED IN THE OFFICE OF THE SECRETARY OF STATE AS PROVIDED BY THE  
BUSINESS CORPORATION ACT OF ILLINOIS, IN FORCE JULY 1, A.D. 1984.

*Now Therefore, I, George H. Ryan, Secretary of State of the  
State of Illinois, by virtue of the powers vested in me by law, do  
hereby issue this certificate and attach hereto a copy of the  
Application of the aforesaid corporation.*

**In Testimony Whereof,** I hereto set my hand and cause to  
be affixed the Great Seal of the State of Illinois,  
at the City of Springfield, this 3RD  
day of MAY A.D. 1993 and  
of the Independence of the United States  
the two hundred and 17TH.



*George H. Ryan*  
SECRETARY OF STATE

<b>Form BCA-2.10</b> <b>ARTICLES OF INCORPORATION</b>		<b>PAID</b> <b>MAY 3 1993</b>
(Rev. Jan. 1991) George H. Ryan Secretary of State Department of Business Services Springfield, IL 62766 Telephone (217) 782-8881	<b>FILED</b> <b>MAY 3 1993</b> <b>GEORGE H. RYAN</b> <b>SECRETARY OF STATE</b>	<b>SUBMIT IN DUPLICATE!</b> This space for use by Secretary of State Date <u>5-3-93</u> Franchise Tax \$ <u>75.00</u> Filing Fee \$ <u>75.00</u> Approved: <u>[Signature]</u> \$ <u>100.00</u>

1. CORPORATE NAME: Alternative Utility Services of IL, Inc.

(The corporate name must contain the word "corporation", "company", "incorporated", "limited" or an abbreviation thereof.)

2. Initial Registered Agent: Catherine McQueen  
First Name Middle Initial Last Name  
 Initial Registered Office: 2699 Walters Ave  
Number Street Suite #  
Northbrook 60062 Cook  
City Zip Code County

3. Purpose or purposes for which the corporation is organized:  
 (If not sufficient space to cover this point, add one or more sheets of this size.)  
Provide wholesale utility services to companies  
and the transaction of any or all lawful business for  
which corporations can be incorporated under  
the IL Business Corporation Act. (4)

4. Paragraph 1: Authorized Shares, Issued Shares and Consideration Received:

Class	Par Value per Share	Number of Shares Authorized	Number of Shares Proposed to be Issued	Consideration to be Received Therefor
Common	\$ 0	15,000,000	6,550,000	\$ 1,000

Paragraph 2: The preferences, qualifications, limitations, restrictions and special or relative rights in respect of the shares of each class are:  
 (If not sufficient space to cover this point, add one or more sheets of this size.)

None

(over)

5. OPTIONAL: (a) Number of directors constituting the initial board of directors of the corporation: 0112  
 (b) Names and addresses of the persons who are to serve as directors until the first annual meeting of shareholders or until their successors are elected and qualify:

Name	Residential Address
<u>Catherine McQueen</u>	<u>730 Hinman Ave #2E Evanston IL 60202</u>

6. OPTIONAL: (a) It is estimated that the value of all property to be owned by the corporation for the following year wherever located will be: \$ \_\_\_\_\_  
 (b) It is estimated that the value of the property to be located within the State of Illinois during the following year will be: \$ \_\_\_\_\_  
 (c) It is estimated that the gross amount of business that will be transacted by the corporation during the following year will be: \$ \_\_\_\_\_  
 (d) It is estimated that the gross amount of business that will be transacted from places of business in the State of Illinois during the following year will be: \$ \_\_\_\_\_

7. OPTIONAL: **OTHER PROVISIONS**  
 Attach a separate sheet of this size for any other provision to be included in the Articles of Incorporation, e.g., authorizing preemptive rights, denying cumulative voting, regulating internal affairs, voting majority requirements, fixing a duration other than perpetual, etc.

8. **NAME(S) & ADDRESS(ES) OF INCORPORATOR(S)**

The undersigned incorporator(s) hereby declare(s), under penalties of perjury, that the statements made in the foregoing Articles of Incorporation are true.

Dated April 12, 19 93.

Signature and Name
1. <u>Catherine McQueen</u> <small>Signature</small> <u>Catherine McQueen</u> <small>(Type or Print Name)</small>
2. _____ <small>Signature</small> <small>(Type or Print Name)</small>
3. _____ <small>Signature</small> <small>(Type or Print Name)</small>


Address
1. <u>730 Hinman Ave #2E</u> <small>Street</small> <u>Evanston IL 60202</u> <small>City/Town State Zip Code</small>
2. _____ <small>Street</small> <small>City/Town State Zip Code</small>
3. _____ <small>Street</small> <small>City/Town State Zip Code</small>

(Signatures must be in ink on original document. Carbon copy, photocopy or rubber stamp signatures may only be used on conformed copies.)  
 NOTE: If a corporation acts as incorporator, the name of the corporation and the state of incorporation shall be shown and the execution shall be by its President or Vice President and verified by him, and attested by its Secretary or Assistant Secretary.

**FEE SCHEDULE**

- The initial franchise tax is assessed at the rate of 15/100 of 1 percent (\$1.50 per \$1,000) on the paid-in capital represented in this state, with a minimum of \$25.
- The filing fee is \$75.
- The minimum total due (franchise tax + filing fee) is \$100.  
 (Applies when the Consideration to be Received as set forth in Item 4 does not exceed \$16,567)
- The Department of Business Services in Springfield will provide assistance in calculating the total fees if necessary.

Illinois Secretary of State	Springfield, IL 62756
Department of Business Services	Telephone (217) 782-9522
	782-9523

Form <b>BCA-10.30</b> (Rev. Jan. 1999)	<b>ARTICLES OF AMENDMENT</b>	 CP0847113
Jesse White Secretary of State Department of Business Services Springfield, IL 62756 Telephone (217) 782-1832 Remit payment in check or money order, payable to "Secretary of State." The filing fee for restated articles of amendment - \$100.00 <a href="http://www.sos.state.il.us">http://www.sos.state.il.us</a>	<b>FILED</b> FEB 6 - 2003 JESSE WHITE SECRETARY OF STATE	File # <u>57097956</u> <b>SUBMIT IN DUPLICATE</b> This space for use by Secretary of State Date <u>2-6-03</u> Franchise Tax \$ Filing Fee* \$25.00 Penalty \$ Approved: <i>WJH</i>

- CORPORATE NAME:** Alternative Utility Services of Illinois, Inc.  
(Note 1)
- MANNER OF ADOPTION OF AMENDMENT:**  
 The following amendment of the Articles of Incorporation was adopted on January 23,  
2003 in the manner indicated below. ("X" one box only)  
 (Year) (Month & Day)
  - ☐ By a majority of the incorporators, provided no directors were named in the articles of incorporation and no directors have been elected;  
(Note 2)
  - ☐ By a majority of the board of directors, in accordance with Section 10.10, the corporation having issued no shares as of the time of adoption of this amendment;  
(Note 2)
  - ☐ By a majority of the board of directors, in accordance with Section 10.15, shares having been issued but shareholder action not being required for the adoption of the amendment;  
(Note 3)
  - ☐ By the shareholders, in accordance with Section 10.20, a resolution of the board of directors having been duly adopted and submitted to the shareholders. At a meeting of shareholders, not less than the minimum number of votes required by statute and by the articles of incorporation were voted in favor of the amendment;  
(Note 4)
  - ☒ By the shareholders, in accordance with Sections 10.20 and 7.10, a resolution of the board of directors having been duly adopted and submitted to the shareholders. A consent in writing has been signed by shareholders having not less than the minimum number of votes required by statute and by the articles of incorporation. Shareholders who have not consented in writing have been given notice in accordance with Section 7.10;  
(Notes 4 & 5)
  - ☐ By the shareholders, in accordance with Sections 10.20 and 7.10, a resolution of the board of directors having been duly adopted and submitted to the shareholders. A consent in writing has been signed by all the shareholders entitled to vote on this amendment.  
(Note 5)
- TEXT OF AMENDMENT:**

- When amendment effects a name change, insert the new corporate name below. Use Page 2 for all other amendments.

Article 1: The name of the corporation is:

Alternative Utility Services, Inc. *WJH*

(NEW NAME)

**P A I D**  
**FEB 07 2003**  
**DEPARTMENT OF**  
**BUSINESS SERVICES**

All changes other than name, include on page 2  
(over)

**Text of Amendment**

- b. *(If amendment affects the corporate purpose, the amended purpose is required to be set forth in its entirety. If there is not sufficient space to do so, add one or more sheets of this size.)*

**No Change.**

4. The manner, if not set forth in Article 3b, in which any exchange, reclassification or cancellation of issued shares, or a reduction of the number of authorized shares of any class below the number of issued shares of that class, provided for or effected by this amendment, is as follows: (If not applicable, insert "No change")

No Change.

5. (a) The manner, if not set forth in Article 3b, in which said amendment effects a change in the amount of paid-in capital (Paid-in capital replaces the terms Stated Capital and Paid-in Surplus and is equal to the total of these accounts) is as follows: (If not applicable, insert "No change")

No Change.

- (b) The amount of paid-in capital (Paid-in Capital replaces the terms Stated Capital and Paid-in Surplus and is equal to the total of these accounts) as changed by this amendment is as follows: (If not applicable, insert "No change")

	Before Amendment	After Amendment
Paid-in Capital	\$ _____	\$ _____

(Complete either Item 6 or 7 below. All signatures must be in **BLACK INK**.)

6. The undersigned corporation has caused this statement to be signed by its duly authorized officers, each of whom affirms, under penalties of perjury, that the facts stated herein are true.

Dated <u>JAN-25th</u> , <u>2003</u> (Month & Day) (Year)	Alternative Utility Services of IL, Inc. (Exact Name of Corporation at date of execution)
attested by <u>Catherine McQueen</u> (Signature of Secretary or Assistant Secretary)	by <u>Fritz A. Kreis</u> (Signature of President or Vice President)
Catherine McQueen, Secretary (Type or Print Name and Title)	Fritz A. Kreis, President (Type or Print Name and Title)

7. If amendment is authorized pursuant to Section 10.10 by the incorporators, the incorporators must sign below, and type or print name and title.

OR

If amendment is authorized by the directors pursuant to Section 10.10 and there are no officers, then a majority of the directors or such directors as may be designated by the board, must sign below, and type or print name and title.

The undersigned affirms, under the penalties of perjury, that the facts stated herein are true.

Dated _____ (Month & Day) (Year)	_____
_____	_____
_____	_____
_____	_____

FORM BCA 5.10/5.20 (rev. Dec. 2003)  
 STATEMENT OF CHANGE OF  
 REGISTERED AGENT AND/OR  
 REGISTERED OFFICE  
 Business Corporation Act

Jesse White, Secretary of State  
 Department of Business Services  
 Springfield, IL 62756  
 Telephone (217) 782-3647  
 www.cyberdriveillinois.com

Remit payment in the form of a  
 check or money order payable  
 to the Secretary of State.

Filed: 10/14/2004

Jesse White Secretary of State

File # D 5729-795-6 Filing Fee: \$25.00 Approved: EM  
 Submit in duplicate Type or Print clearly in black ink Do not write above this line

1. CORPORATE NAME: Alternative Utility Services, Inc.



2. STATE OR COUNTRY OF INCORPORATION: Illinois

3. Name and address of the registered agent and registered office as they appear on the records of the office of the Secretary of State (before change):

Registered Agent	<u>Fritz A. Kreiss</u>		
Registered Office	First Name	Middle Name	Last Name
	<u>2699 Walters Avenue</u>		
	Number	Street	Suite No. (A P.O. Box alone is not acceptable)
	<u>Northbrook, IL</u>	<u>60062</u>	<u>Cook</u>
	City	ZIP Code	County

4. Name and address of the registered agent and registered office shall be (after all changes herein reported):

Registered Agent	<u>G. William Hubbard II</u>		
Registered Office	First Name	Middle Name	Last Name
	<u>222 North LaSalle Street - Suite 300</u>		
	Number	Street	Suite No. (A P.O. Box alone is not acceptable)
	<u>Chicago, IL</u>	<u>60601</u>	<u>Cook</u>
	City	ZIP Code	County

5. The address of the registered office and the address of the business office of the registered agent, as changed, will be identical.

6. The above change was authorized by: ("X" one box only)

- a. ☐ By resolution duly adopted by the board of directors. (Note 5)  
 b. ☒ By action of the registered agent. (Note 6)

**SEE REVERSE SIDE FOR SIGNATURE(S).**

7. (If authorized by the board of directors, sign here. See Note 5)

The undersigned corporation has caused this statement to be signed by a duly authorized officer who affirms, under penalties of perjury, that the facts stated herein are true.

Dated 10-6, 2004 Alternative Utility Services, Inc.  
(Month & Day) (Year) (Exact Name of Corporation)  
[Signature]  
(Any Authorized Officer's Signature)  
FRITZ A. KREISS, President  
(Type or Print Name and Title)

(If change of registered office by registered agent, sign here. See Note 6)

The undersigned, under penalties of perjury, affirms that the facts stated herein are true.

Dated \_\_\_\_\_, \_\_\_\_\_  
(Month & Day) (Year) (Signature of Registered Agent of Record)

(Type or print name. If the registered agent is a corporation, type or print the name and title of the officer who is signing on its behalf.)

NOTES

1. The registered office may, but need not be the same as the principal office of the corporation. However, the registered office and the office address of the registered agent must be the same.
2. The registered office must include a street or road address; a post office box number alone is not acceptable.
3. A corporation cannot act as its own registered agent.
4. If the registered office is changed from one county to another, then the corporation must file with the recorder of deeds of the new county a certified copy of the articles of incorporation and a certified copy of the statement of change of registered office. Such certified copies may be obtained ONLY from the Secretary of State.
5. Any change of *registered agent* must be by resolution adopted by the board of directors. This statement must then be signed by a duly authorized officer.
6. The registered agent may report a change of the *registered office* of the corporation for which he or she is registered agent. When the agent reports such a change, this statement must be signed by the registered agent. If a corporation is acting as the registered agent, a duly authorized officer of such corporation must sign this statement.

## Exhibit A-18 "Secretary of State,"

\*201118700006\*

DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
07/06/2011	201118700006	FOREIGN LICENSE/FOR-PROFIT (FLF)	125.00	100.00	.00	.00	.00

**Receipt**

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

NSI  
 ATTN: TENA LUMPKINS  
 145 BAKER STREET  
 MARION, OH 43302

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

2032329

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

**ALTERNATIVE UTILITY SERVICES INC.**

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

Document(s)

**FOREIGN LICENSE/FOR-PROFIT**

Authorization to transact business in Ohio is hereby given, until surrender, expiration or  
 cancellation of this license.

Document No(s):

**201118700006**

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 5th day of July, A.D.  
 2011.

A handwritten signature in cursive script that reads "Jon Husted".

Ohio Secretary of State

**Exhibit B-1 “Jurisdictions of Operation,”**

<b>State</b>	<b>Licensed?</b>	<b>Operations</b>
AR	Not Required	Currently doing business as a broker not taking title to the energy
CT	Not Required	Aggregator not engaged in the purchase or resale of electric generation services
DC	Yes	Currently doing business as an electricity supplier, not taking title to the electricity under docket number: EA 2014-20-5
DE	Yes	Currently doing business as an electricity broker, not taking title to the electricity under PSC docket number 14-0233
FL	Not Required	Currently doing business as a broker not taking title to the energy
GA	Not Required	Currently doing business as a broker not taking title to the energy
IL	Yes	Licensed under docket # 09-0574
IN	Not Required	Currently doing business as a broker not taking title to the energy
MA	Yes	Competitive Electric Broker license number EB-250
MD	Yes	Licensed to supply electric generation services under license Ref # IR-2579
ME	Yes	Licensed to operate as a competitive electricity provider furnishing aggregator/broker services under Docket ID # 2011 - 312
MI	Not Required	Broker not engaged in the selling of electricity to customers
NJ	Yes	Licensed as an Energy Agent, Private Aggregator, and Consultant under Registration # EA – 0123, PA – 0094 and EC - 0073
NY	Not Required	Currently doing business as energy broker and aggregator
OK	Not Required	Currently doing business as broker
OH	Yes	Licensed as a Competitive Retail Electric Service Provider and Natural Gas Aggregator/Broker under Certificate No. 11-387E (2) and 11-230G (2)
PA	Yes	Licensed as an electric generation supplier under Docket A-2011-2261520; Licensed as a broker/aggregator under docket A-2013-2393189
RI	Not Required	Broker not engaged in the purchase or resale of electric generation services

**Exhibit B-2 "Experience & Plans,"**

Section 4929.22 of the Revised Code applies to an applicant seeking the title of retail natural gas supplier or governmental aggregator, and although the applicant falls under the definition of "Retail natural gas supplier" which includes a marketer, broker, or aggregator, applicant feels that as a broker/aggregator who does not take title to the gas, the requirements set forth in this section do not apply:

A) Contract disclosure. (B) Service qualification and termination. (C) Minimum content of customer bills. (D) Disconnection and service termination, including requirements with respect to master-metered buildings. (E) Minimum service quality, safety, and reliability. (F) Customer information.

Applicant plans on negotiating competitive pricing and contracts for clients, which may include requesting contracts from providers, and sending on said contracts to the client for execution. At no point will the applicant assume legal responsibility for the client. During the pricing process, applicant agrees to disclose all aspects of each providers pricing and present said pricing in a clear and non-discriminatory way.

Billing statements will be provided and distributed by the gas provider and not by applicant. Applicant will be available Monday through Friday 8:30 am CST to 5:00 pm CST to respond to customer inquiries and complaints at the 800 number listed on the application.

Applicant will not be acting as an agent for the client and will not be involved with termination, disconnections, or any change in service. This will be handled by the actual supplier of the gas.

**Exhibit B-3 "Summary of Experience,"**

Applicant is currently serving all customer types in the majority of all deregulated utilities where they are licensed. A small snapshot of the number and load size of contracted customer is below:

<b>Accounts</b>	<b>LDC</b>	<b>State</b>	<b>Annual Volume (therm)</b>
1 Account	Centerpoint of AR	AR	191,493
164 Accounts	PG&E	CA	1,801,072
8 Accounts	SDG&E	CA	113,950
45 Accounts	SoCal Gas	CA	344,896
1 Account	Conn Natural Gas	CT	13,348
4 Accounts	Yankee Gas	CT	358,280
9 Accounts	FPU	FL	n/a
56 Accounts	TECO	FL	129,931
3 Accounts	AGL	GA	107,472
453 Accounts	NICOR	IL	4,840,069
21 Accounts	Northshore	IL	220,782
288 Accounts	PGLC	IL	16,255,133
4 Accounts	Citizens	IN	n/a
538 Accounts	NIPSCO	IN	1,640,389
1 Account	Vectren	IN	n/a
1 Account	Consumers Energy	MI	492,508
3 Accounts	MGU	MI	55,988
90 Accounts	MichCon (DTE)	MI	485,255
46 Accounts	SEMCO	MI	134,842
7 accounts	ConEdison	NY	n/a
3 Accounts	Keyspan West	NY	n/a
21 accounts	National Grid	NY	n/a
4 Accounts	O&R	NY	n/a
1 Account	RG&E	NY	n/a
6 Accounts	ONG	OK	57,597

**Exhibit B-4 "Disclosure of Liabilities and Investigations,"**

There has been no such 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.

**Exhibit C-1 “Annual Reports,”**

Applicant is a privately held company with no shareholders and therefore does not have annual reports to submit.

**Exhibit C-2 “SEC Filings,”**

Applicant is a privately held company with assets less than \$10 million and is not required to file with the SEC.

# Exhibit C-3 "Financial Statements,"

Compiled Financials for 2012 and 2013 are as follows:



## INDEPENDENT ACCOUNTANT'S COMPILATION REPORT

To Management:  
Alternative Utility Services, Inc.  
Lake Geneva, WI

We have compiled the accompanying statement of assets, liabilities, and equity – modified cash basis of Alternative Utility Services, Inc. (an Illinois corporation operating in Wisconsin) as of December 31, 2012, and the related statement of revenues, expenses, and retained earnings – modified cash basis for the year then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the modified cash basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the modified cash basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Certain errors resulting in an adjustment to and overstatement of previously reported net income as of December 31, 2012, were discovered by management of the Company subsequent to the issuance of our report on those financial statements dated March 13, 2013.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared in accordance with the modified cash basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, equity, revenues, and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

  
CARLSON & HALPERN CPAs, S.C.

Lake Geneva, WI  
March 13, 2013  
March 18, 2013

929 Williams Street Lake Geneva, WI 53147 • Telephone: 262-249-1400 Fax: 262-249-1500  
1421 Racine Street Suite G Delavan, WI 53115 • Telephone: 262-740-1100 Fax: 262-740-1200  
Web-site: [www.carlsonhalperncpas.com](http://www.carlsonhalperncpas.com)

ALTERNATIVE UTILITY SERVICES, INC.  
STATEMENT OF ASSETS, LIABILITIES, AND EQUITY - MODIFIED CASH BASIS  
As of December 31, 2012

<u>ASSETS</u>	
<b>CURRENT ASSETS</b>	
Note Receivable	\$ 10,000
Total Current Assets	<u>10,000</u>
<b>FIXED ASSETS</b>	
Fixed Assets	166,062
Less: Accumulated Depreciation	<u>57,465</u>
Total Fixed Assets	<u>108,597</u>
<b>OTHER ASSETS</b>	
Payroll Exchange	6,115
Security Deposits	<u>1,200</u>
Total Other Assets	<u>7,315</u>
<b>TOTAL ASSETS</b>	<u>\$ 125,912</u>
<u>LIABILITIES</u>	
<b>CURRENT LIABILITIES</b>	
Cash Deficit	\$ 9,508
Accrued 401K	<u>7,769</u>
Total Current Liabilities	<u>17,277</u>
<b>LONG TERM LIABILITIES</b>	
Shareholder Loan	<u>8,007</u>
Total Long Term Liabilities	<u>8,007</u>
<b>TOTAL LIABILITIES</b>	<u>25,284</u>
<u>STOCKHOLDER'S EQUITY</u>	
<b>STOCKHOLDER'S EQUITY</b>	
Common Stock	40,672
Retained Deficit	(9,725)
Net Income	<u>70,221</u>
Total Stockholder's Equity	<u>100,678</u>
<b>TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY</b>	<u>\$ 125,912</u>

ALTERNATIVE UTILITY SERVICES, INC  
 STATEMENT OF REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS  
 For Year End December 31, 2012

<b>REVENUES</b>	
Sales	\$ 1,361,584
Commissions	269,758
Refunds	2,507
Lease Income	<u>2,400</u>
Net Revenues	<u>1,634,249</u>
 <b>COST OF GOODS SOLD</b>	
Cost of Good Sold	24,369
Outside Services	<u>674,075</u>
Total Cost of Goods Sold	<u>701,444</u>
 <b>GROSS PROFIT</b>	 \$ 932,805

See Accountants' Compilation Report  
 Page 3

ALTERNATIVE UTILITY SERVICES, INC.  
 STATEMENT OF REVENUES, EXPENSES, AND RETAINED EARNINGS - MODIFIED CASH BASIS  
 For Year End December 31, 2012

<b>EXPENSES</b>	
Administration	\$ 675
Advertising	29,867
Bank Service Charges	725
Boat Renewal	100
Building	367
Depreciation	8,748
Donation	2,000
Dues and Subscriptions	4,723
Employee Reimbursements	91
Insurance	39,512
Lease Payments	1,915
Maintenance	21,594
Management Fee	30,000
Office	27,506
Payroll Expenses	\$71,307
Postage and Shipping	853
Registration	5,566
Rent	6,560
Repairs	270
Taxes and Licenses	3,550
Technical Services	64,400
Training & Recruitment	4,151
Travel and Entertainment	15,821
Utilities	23,760
<b>Total Expenses</b>	<b>\$64,063</b>
<b>NET ORDINARY INCOME</b>	<b>73,742</b>
<b>OTHER INCOME (EXPENSE)</b>	
Other Income	1,125
Income Tax	(1,440)
Non deductible Expense	(1,146)
<b>NET INCOME</b>	<b>70,281</b>
<b>BEGINNING RETAINED DEFICIT</b>	<b>(9,725)</b>
<b>ENDING RETAINED EARNINGS</b>	<b>\$ 60,556</b>

ALTERNATIVE UTILITY SERVICES, INC.  
LAKE GENEVA, WI

COMPILED  
FINANCIAL STATEMENTS

DECEMBER 31, 2013

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**Carlson & Halpern CPAs, S.C.**

*Certified Public Accountants*

**INDEPENDENT ACCOUNTANT'S COMPILATION REPORT**

To the Management of:  
Alternative Utility Services, Inc.  
Lake Geneva, WI

We have compiled the accompanying statement of assets, liabilities, and equity – modified cash basis of Alternative Utility Services, Inc. (an Illinois corporation operating in Wisconsin) as of December 31, 2013, and the related statement of revenues, expenses, and retained earnings – modified cash basis for the then year ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the income tax basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures and the statement of cash flows ordinarily included in financial statements prepared in accordance with the modified cash basis of accounting. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, equity, revenues, and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

*Carlson & Halpern*  
CARLSON & HALPERN CPAs, S.C.

Lake Geneva, WI  
May 14, 2014

924 Williams Street Lake Geneva, WI 53147 • Telephone: 262-249-1400 Fax: 262-249-1500  
1421 Racine Street Suite G Delavan, WI 53115 • Telephone: 262-740-1100 Fax: 262-740-1200  
Web-site: [www.carlsonhalperncpas.com](http://www.carlsonhalperncpas.com)

ALTERNATIVE UTILITY SERVICES, INC  
STATEMENT OF ASSETS, LIABILITIES, AND EQUITY - INCOME TAX BASIS  
As of December 31, 2011

<u>ASSETS</u>	
<b>CURRENT ASSETS</b>	
Cash - Checking Account	\$ 9,651
Note Receivable	10,000
Total Current Assets	<u>19,651</u>
<b>FIXED ASSETS</b>	
Fixed Asset	77,955
Less: Accumulated Depreciation	<u>76,324</u>
Total Fixed Assets	<u>1,631</u>
<b>OTHER ASSETS</b>	
Deposits	<u>1,200</u>
<b>TOTAL ASSETS</b>	<u><u>22,482</u></u>
<u>LIABILITIES</u>	
<b>CURRENT LIABILITIES</b>	
Due to Fritz Kreis	3,405
Accrued Federal Tax	2,243
Accrued State Tax	<u>748</u>
Total Current Liabilities	<u>6,396</u>
<b>LONG TERM LIABILITIES</b>	
Shareholder Loan	<u>4,601</u>
Total Long Term Liabilities	<u>4,601</u>
<b>TOTAL LIABILITIES</b>	<u>10,998</u>
<u>STOCKHOLDER'S EQUITY</u>	
<b>STOCKHOLDER'S EQUITY</b>	
Common Stock	40,072
Retained Earnings	(38,911)
Net Income	<u>10,345</u>
Total Stockholder's Equity	<u>11,484</u>
<b>TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY</b>	<u><u>\$ 22,482</u></u>

ALTERNATIVE UTILITY SERVICES, INC  
 STATEMENT OF REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS  
 For Year End December 31, 2013

<b>REVENUES</b>	
Sales	\$ 1,557,074
Commissions	44,549
Refunds	350
Other Income	<u>69</u>
Net Revenues	<u>1,602,042</u>
 <b>COST OF GOODS SOLD</b>	
Outside Services	<u>572,224</u>
Total Cost of Goods Sold	<u>572,224</u>
 <b>GROSS PROFIT</b>	 \$ 1,029,818

See Accountants' Compilation Report  
 Page 3

ALTERNATIVE UTILITY SERVICES, INC.  
STATEMENT OF REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS  
For Year End December 31, 2013

<b>EXPENSES</b>	
Advertising	\$ 40,369
Bank Service Charges	553
Bond Renewal	100
Building	1,623
Depreciation	12,311
Donation	500
Dues and Subscriptions	23,006
Insurance	9,640
Loan Payments	957
Legal Fees	41,876
Maintenance	11,061
Office	6,250
Payroll Expenses	217,779
Postage and Shipping	2,225
Registration	985
Rent	7,711
Taxes and Licenses	23,428
Technical Services	30,127
Training & Retraining	4,573
Travel and Entertainment	16,505
Utilities	26,384
<b>Total Expenses</b>	<b>977,905</b>
<b>NET ORDINARY INCOME</b>	<b>51,913</b>
<b>OTHER INCOME (EXPENSE)</b>	
Interest Income	48
<b>NET INCOME</b>	<b>51,961</b>
<b>BEGINNING RETAINED EARNINGS</b>	<b>60,557</b>
<b>ENDING RETAINED EARNINGS</b>	<b>\$ 112,518</b>

See Accountant's Compilation Report  
Page 4

**ALTERNATIVE UTILITY SERVICES, INC.**  
**LAKE GENEVA, WI**

**COMPILED**  
**FINANCIAL STATEMENTS**

**DECEMBER 31, 2014**

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# Carlson & Associates CPAs, Inc.

*Certified Public Accountants*

## INDEPENDENT ACCOUNTANT'S COMPILATION REPORT

To the Management of:  
Alternative Utility Services, Inc.  
Lake Geneva, WI

We have compiled the accompanying statement of assets, liabilities, and equity – modified cash basis of Alternative Utility Services, Inc (an Illinois corporation operating in Wisconsin) as of December 31, 2014, and the related statement of revenues, expenses, and retained earnings – modified cash basis for the then year ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the income tax basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures and the statement of cash flows ordinarily included in financial statements prepared in accordance with the modified cash basis of accounting. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, equity, revenues, and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

  
CARLSON & ASSOCIATES CPAs, INC.

Lake Geneva, WI  
May 5, 2015

ALTERNATIVE UTILITY SERVICES, INC  
STATEMENT OF ASSETS, LIABILITIES, AND EQUITY - MODIFIED CASH BASIS  
As of December 31, 2014

<u>ASSETS</u>	
<b>CURRENT ASSETS</b>	
Checking	\$ 39,206
Accounts Receivable	50
Note Receivable	10,000
PJM Credit	<u>50,000</u>
Total Current Assets	<u>99,256</u>
<b>FIXED ASSETS</b>	
Fixed Assets	540,710
Less: Accumulated Depreciation	<u>(422,524)</u>
Total Fixed Assets	<u>118,186</u>
<b>OTHER ASSETS</b>	
Security Deposits	<u>1,200</u>
<b>TOTAL ASSETS</b>	<u><u>\$ 218,642</u></u>
<u>LIABILITIES</u>	
<b>CURRENT LIABILITIES</b>	
Credit Cards	\$ 3,823
<b>LONG TERM LIABILITIES</b>	
KMV Loan	50,000
Shareholder Loan	<u>8,007</u>
Total Long Term Liabilities	<u>58,007</u>
<b>TOTAL LIABILITIES</b>	<u>61,830</u>
<u>STOCKHOLDER'S EQUITY</u>	
<b>STOCKHOLDER'S EQUITY</b>	
Common Stock	40,072
Retained Earnings	112,516
Net Income	<u>4,224</u>
Total Stockholder's Equity	<u>156,812</u>
<b>TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY</b>	<u><u>\$ 218,642</u></u>

**ALTERNATIVE UTILITY SERVICES, INC**  
**STATEMENT OF REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS**  
**For Year End December 31, 2014**

**REVENUES**

Sales	\$ 1,789,123
Commissions	21,729
Other Income	38

**Net Revenues**

1,810,890

**COST OF GOODS SOLD**

Outside Services

889,875

**GROSS PROFIT**

\$ 921,015

**ALTERNATIVE UTILITY SERVICES, INC**  
**STATEMENT OF REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS**  
**For Year End December 31, 2014**

**EXPENSES**

Advertising & Marketing	\$ 23,548
Bank Service Charges	616
Bond Renewal	750
Building	234
Depreciation	14,133
Donation	150
Dues and Subscriptions	12,320
Insurance	8,014
Legal Fees	2,312
Maintenance	7,032
Office	17,474
Payroll Expenses	672,581
Postage and Shipping	1,177
Registration	2,397
Rent	11,097
Taxes and Licenses	2,635
Technical Services	95,744
Temporary Labor	6,394
Training & Recruitment	2,103
Travel and Entertainment	14,759
Utilities	19,388
<b>Total Expenses</b>	<u><u>914,858</u></u>

**NET ORDINARY INCOME** 6,157

**OTHER INCOME (EXPENSE)**

Interest Income	
Other Income	(1,722)
Other Expense	(211)
<b>Total Other Income (Expense)</b>	<u><u>(1,933)</u></u>

**NET INCOME** 4,224

<b>BEGINNING RETAINED EARNINGS</b>	<u>112,516</u>
<b>ENDING RETAINED EARNINGS</b>	<u><u>\$ 116,740</u></u>

**Exhibit C-4 "Financial Arrangements,"**

usbank.com

Delavan Office  
1121 E Geneva St  
Delavan, WI 53115

March 3, 2011

To whom it may concern:

Please be advised that Us Bank has a business relationship with Alternative Utility Services Inc. This relationship began back in June 2000.

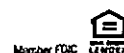
The relationship includes a checking account that averages well over a five figure balance. Alternative Utility Services Inc. does not have any current debt with us, but has access to a Line of Credit in the amount of \$50,000. Any past debt has always been paid as agreed.

If you have any further questions or concerns, please feel free to contact me at 262-740-4001.

Sincerely,

A handwritten signature in cursive script that reads "Teri L. Deschner".

Teri L. Deschner  
Manager



**Exhibit C-5 "Forecasted Financial Statements,"**

The pages to follow contain forecasted financial statements for the years of ~~2013, 2014~~ and 2015.

2016, 2017, 2018

**ALTERNATIVE UTILITY SERVICES, INC.  
LAKE GENEVA, WI**

**FORECASTED FINANCIAL STATEMENTS**

**FOR THE THREE YEARS ENDING  
DECEMBER 31, 2016, 2017 AND 2018**

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# Carlson & Associates CPAs, Inc.

*Certified Public Accountants*

To Management:  
Alternative Utility Services, Inc.  
Lake Geneva, WI

We have compiled the accompanying forecasted statements of assets, liabilities, and equity – modified cash basis of Alternative Utility Services, Inc (a C-corporation ) for the next three years, December 31, 2016, 2017 and 2018, and the related statements of revenues, expenses, and retained earnings – modified cash basis for the periods then ended in accordance with attestation standards established by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of a forecast information that is the representation of management and does not include evaluation of the support for the assumptions underlying the forecast. We have not examined the forecasts and, accordingly, do not express an opinion or any other form of assurance on the accompanying statements or assumptions. Furthermore, there will usually be differences between the forecasted and actual results, because events and circumstances frequently do not occur as expected, and those differences may be material. We have no responsibility to update this report for events and circumstances occurring after the date of this report.

  
CARLSON & ASSOCIATES CPAs, INC.

Lake Geneva, WI  
August 1, 2015

ALTERNATIVE UTILITY SERVICES, INC  
FORECASTED STATEMENTS OF ASSETS, LIABILITIES, AND EQUITY - MODIFIED CASH BASIS  
As of December 31, 2016, 2017 and 2018

<u>ASSETS</u>				
<b>CURRENT ASSETS</b>	<u>2016</u>	<u>2017</u>	<u>2018</u>	
Checking	\$ 383,305	\$ 393,651	\$ 518,875	
Accounts Receivable		73,840	15,633	
Total Current Assets	<u>383,305</u>	<u>467,491</u>	<u>534,508</u>	
<b>FIXED ASSETS</b>				
Fixed Assets	203,000	209,090	215,363	
Less: Accumulated Depreciation	<u>102,946</u>	<u>121,646</u>	<u>142,216</u>	
Total Fixed Assets	<u>100,054</u>	<u>87,444</u>	<u>73,147</u>	
<b>OTHER ASSETS</b>				
Payroll Exchange	-	7,500	8,500	
Security Deposits	<u>1,200</u>	<u>1,200</u>	<u>1,200</u>	
Total Other Assets	<u>1,200</u>	<u>8,700</u>	<u>9,700</u>	
<b>TOTAL ASSETS</b>	<u>\$ 484,559</u>	<u>\$ 563,635</u>	<u>\$ 617,355</u>	
<u>LIABILITIES</u>				
<b>CURRENT LIABILITIES</b>				
Accrued 401K	\$ 20,250	\$ 22,275	\$ 24,500	
Accounts Payable	<u>1,700</u>	-	-	
Total Current Liabilities	<u>21,950</u>	<u>22,275</u>	<u>24,500</u>	
<b>LONG TERM LIABILITIES</b>				
Shareholder Loan	<u>58,100</u>	<u>24,000</u>	-	
Total Long Term Liabilities	<u>58,100</u>	<u>24,000</u>	-	
<b>TOTAL LIABILITIES</b>	<u>80,050</u>	<u>46,275</u>	<u>24,500</u>	
<u>STOCKHOLDER'S EQUITY</u>				
<b>STOCKHOLDER'S EQUITY</b>				
Common Stock	40,072	40,072	40,072	
Retained Earnings	261,845	364,437	477,288	
Net Income	<u>102,592</u>	<u>112,851</u>	<u>75,495</u>	
Total Stockholder's Equity	<u>404,509</u>	<u>517,360</u>	<u>592,855</u>	
<b>TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY</b>	<u>\$ 484,559</u>	<u>\$ 563,635</u>	<u>\$ 617,355</u>	

ALTERNATIVE UTILITY SERVICES, INC  
 STATEMENTS OF FORECASTED REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS  
 For Years Ending December 31, 2016, 2017 and 2018

REVENUES	2016	2017	2018
Sales	\$ 1,600,000	\$ 1,760,000	\$ 1,848,000
Commissions	315,000	346,500	363,825
Refunds	3,000	3,300	3,465
Lease Income	2,500	2,750	2,888
Net Revenues	1,920,500	2,112,550	2,218,178
 COST OF GOODS SOLD			
Cost of Good Sold	29,000	31,900	35,090
Outside Services	815,000	896,500	941,325
Total Cost of Goods Sold	844,000	928,400	976,415
 GROSS PROFIT	\$ 1,076,500	\$ 1,184,150	\$ 1,241,763

**ALTERNATIVE UTILITY SERVICES, INC**  
**STATEMENTS OF FORECASTED REVENUES, EXPENSES, AND RETAINED EARNINGS -MODIFIED CASH BASIS**  
**For Years Ending December 31, 2016, 2017 and 2018**

**EXPENSES**

Administration	\$ 675	\$ 743	- \$ 817
ADP Total Source	675,000	742,500	816,750
Advertising	29,900	32,890	36,179
Bank Service Charges	630	693	762
Bond Renewal	750	825	908
Building Repairs	800	880	968
Depreciation	17,000	18,700	20,570
Donation	980	1,078	1,186
Dues and Subscriptions	13,500	14,850	16,335
Employee Reimbursements	100	110	121
Insurance	8,500	9,350	10,285
Lease Payments	250	275	303
Legal & Professional fees	15,000	16,500	18,150
Maintenance	8,000	8,800	9,680
Marketing Fees	4,000	4,400	4,840
Office	17,000	18,700	20,570
Outside Payroll Service	25,000	27,500	30,250
Postage and Shipping	1,200	1,320	1,452
Registration	2,400	2,640	2,904
Rent	12,000	13,200	14,520
Repairs	500	550	605
Taxes and Licenses	3,600	3,960	4,356
Technical Services	75,000	82,500	90,750
Training & Recruitment	2,100	2,310	2,541
Travel and Entertainment	14,000	15,400	16,939
Utilities	20,000	22,000	24,200
<b>Total Expenses</b>	<b>947,885</b>	<b>1,042,674</b>	<b>1,146,940</b>
<b>NET ORDINARY INCOME</b>	<b>128,615</b>	<b>141,477</b>	<b>94,823</b>
<b>OTHER INCOME (EXPENSE)</b>			
Other Income	1,200	1,320	1,452
Income Tax	(25,723)	(28,295)	(18,965)
Nondeductible Expense	(1,500)	(1,650)	(1,815)
<b>NET INCOME</b>	<b>102,592</b>	<b>112,851</b>	<b>75,495</b>
<b>BEGINNING RETAINED EARNINGS</b>	<b>261,845</b>	<b>364,437</b>	<b>477,288</b>
<b>ENDING RETAINED EARNINGS</b>	<b>\$ 364,437</b>	<b>\$ 477,288</b>	<b>\$ 552,783</b>

See Summary of Significant Assumptions and Accounting Policies and Accountants' Report

ALTERNATIVE UTILITY SERVICES, INC.  
 STATEMENTS OF FORECASTED CASH FLOWS  
 For the Next Three Years Ending December 31, 2016, 2017 and 2018

	<u>12/31/2016</u>	<u>12/31/2017</u>	<u>12/31/2018</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Net Income (loss)	\$ 102,592	\$ 112,851	\$ 75,495
Adjustments to reconcile excess of revenues over expenses to net cash provided by operating activities			
Depreciation	17,000	18,700	20,570
(Increase) decrease in:			
Accounts Receivable	-	(73,840)	58,207
Inventory	-	-	-
Payroll Exchange	8,500	(7,500)	(1,000)
Increase (decrease) in:			
Accounts Payable	1,700	(1,700)	-
401K Payable	430	2,025	2,225
<b>NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>	<u>130,222</u>	<u>50,536</u>	<u>155,497</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed Asset purchases	(36,900)	(6,090)	(6,273)
<b>NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES</b>	<u>(36,900)</u>	<u>(6,090)</u>	<u>(6,273)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Officer Loan	46,100	(34,100)	(24,000)
<b>NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES</b>	<u>46,100</u>	<u>(34,100)</u>	<u>(24,000)</u>
<b>NET INCREASE (DECREASE) IN CASH</b>	<u>139,422</u>	<u>10,346</u>	<u>125,224</u>
<b>CASH AT BEGINNING OF YEAR</b>	<u>\$ 243,883</u>	<u>\$ 383,305</u>	<u>\$ 393,651</u>
<b>ENDING CASH</b>	<u><u>\$ 383,305</u></u>	<u><u>\$ 393,651</u></u>	<u><u>\$ 518,875</u></u>

**ALTERNATIVE UTILITY SERVICES, INC. (AUS)**  
**SUMMARY OF SIGNIFICANT FORECAST ASSUMPTIONS AND ACCOUNTING POLICIES**

**NOTE A – NATURE OF THE BUSINESS**

AUS incorporated in the State of Illinois in 1993 and is currently based in Wisconsin. The primary purpose is to market utilities across the country. It grew out of a research and development group designing and building modular cogeneration units which burned natural gas and generated electricity onsite (now called distributed generation). AUS markets deregulated utilities across the country through independent agents and consultants. AUS reviews the client's needs and then source suppliers and pricing from multiple sources for the Agent to present.

**NOTE B – NATURE OF THE FORECASTS**

These financial forecasts present, to the best of management's knowledge and belief, the company's expected financial position, results of operations, and cash flows for the forecast periods. Accordingly, the forecasts reflect its judgment as of August 31, 2016, the date of these forecasts, of the expected conditions and its expected course of action. The assumptions disclosed herein are those that management believes are significant to the forecasts. There will usually be differences between the forecasted and actual results, because events and circumstances frequently do not occur as expected, and those differences may be material.

**NOTE C – BASIS OF ACCOUNTING**

The accompanying forecasts use the modified accrual method of accounting that the Company intends to use for federal income tax and financial reporting purposes, which differs from generally accepted accounting principles.

**NOTE D – NATURE OF OPERATIONS DURING THE FORECAST PERIOD**

The company will gradually change its operation to the following:

1. Increase annual sales by expanding its current market
2. Increase marketing exposure by expanding the number of independent agents and consultants
3. Develop new sources of revenue by increasing the number of referral partners

#### **NOTE E – SALES**

The accompanying forecasts assume that sales will increase on an annual basis and takes into consideration the potential increase in demand for green energy. Contracts with energy suppliers and customers are entered into and renewed on an annual basis. These forecasted financials include commission income received from nationally-located suppliers for services provided to Ohio end-users and are reported as income in the State of Wisconsin.

#### **NOTE F – FIXED ASSETS**

The Company's fixed assets include equipment, office furniture and leasehold improvements. All assets reflected in the accompanying forecast are listed as book value. All assets reflected in these statements are depreciated using the straight-line method of depreciation.

#### **NOTE G – DEBT**

The accompanying forecast reflects a long term debt payable to the shareholder and is projected to be paid by the year ended December 31, 2018.

#### **NOTE H – ACCRUED 401(K)**

The accrued 401(k) liability reflected in the accompanying forecasts consist of an estimated amount due to the outside payroll and human resource company that provide all contracted services for the Company's operations.

#### **NOTE I – EXPENSES**

The following summarizes significant assumptions for forecasted expenses other than interest:

1. All salaries and related expenses are serviced by ADP Total Source (ADP). ADP is considered the employer and the Company is currently under contract with ADP.
2. All independent agents, referral partners and associates are paid a commission based upon a rate schedule of generated revenue.
3. The Company has contracted with an outside firm to provide technical support services.
4. The Company is anticipating an increase in advertising in order to generate additional revenues.

**Exhibit C-6 “Credit Rating,”**

Applicant’s credit rating with D&B is 2R2. Applicant’s credit rating as reported with another company is unavailable but can be provided if necessary, and there is no substitute as a parent company or affiliate is unavailable. Please see detail of D&B credit report.

## Exhibit C-7 "Credit Report,"



ATTN: Kathleen Barzzone  
Report Printed: June 20, 2011

## Live Report : ALTERNATIVE UTILITY SERVICES, INC

D-U-N-S® Number: 94-571-2049

Trade Names: No trade names for this company.

## D&amp;B Address

Address 750 Veterans Pkwy Ste 104  
Lake Geneva, WI - 53147

Phone 262-246-0933

Fax

Location Type Single Location

Web www.auservice.com

## Company Summary

## Trade Payments - Timeliness of Historical Payments

When weighted by amount, Payments to suppliers average generally within terms



This assessment is based on D&B's 12-month PAYDEX® Score

## Predictive Indicators - Risk of Financial Stress

Low To Moderate risk of severe financial stress over the next 12 months.



This assessment is based on D&B's Financial Stress Score

## Predictive Indicators - Risk of Payment Delinquency



This assessment is based on D&B's Commercial Credit Score.

## Predictive Indicators - Supplier Evaluation Risk

Moderate risk of supplier experiencing severe financial stress over the next 12 months.



This assessment is based on D&B's Supplier Evaluation Risk Rating

## History &amp; Operations

This is a single location

Mailing PO Box 250  
Address Lake Geneva, WI 53147

Chief Executive FRITZ KRÉISS, PRESIDENT

Year Started 1990

Employees 9

SIC 4922, 4939

Line of business Natural gas transmission, combination utilities

NAICS 486210

History Status CLEAR

## Predictive Indicators - Credit Capacity

D&B RATING : 2R2

Number of employees: 2R indicates 1 to 9 employees

Composite credit appraisal: 2 is good

This assessment is based on D&B's D&B Rating.

### Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	
Judgments	0	
Uens	0	
Suits	0	
UCCs	0	

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

### Predictive Indicators

Currency: Shown in USD unless otherwise indicated <sup>D&B</sup>

#### Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the D&B Rating Key.

D&B Rating : **2R2**

Number of employees: 2R Indicates 1 to 9 employees  
Composite credit appraisal: 2 is good

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

Below is an overview of the company's rating history since 07-02-1999

D&B Rating	Date Applied	Number of Employees Total:
2R2	12-02-2008	9
	07-02-1999	

Payment Activity: (Based on 11 experiences)

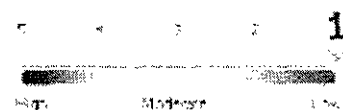
Average High Credit:	535
Highest Credit:	2,500
Total Highest Credit:	3,750

#### D&B Credit Limit Recommendation

Conservative credit Limit:	10,000
Aggressive credit Limit:	25,000

Risk category for this business :

**LOW**



This recommended Credit Limit is based on the company profile and on profiles of other companies with similarities in size, industry, and credit usage.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

### Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000), which is lower than the average of businesses in D & B's database.

#### Financial Stress Class :



Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months.

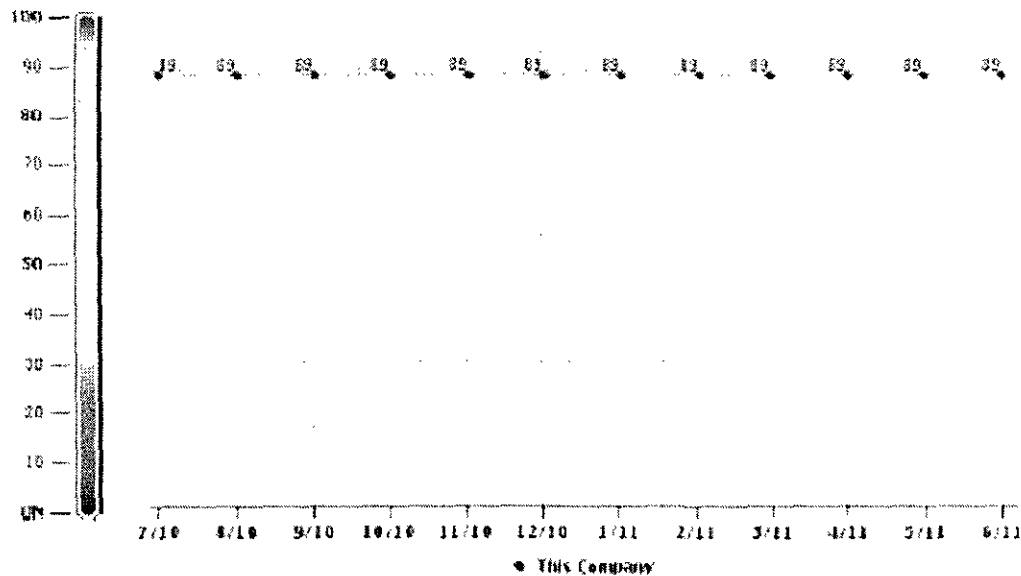
#### Probability of Failure:

- Among Businesses with this Class: 0.09 % (9 per 10,000)
- Financial Stress National Percentile: 88 (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score: 1650 (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average of Businesses in D&B's database: 0.48 % (48 per 10,000)

#### The Financial Stress Class of this business is based on the following factors:

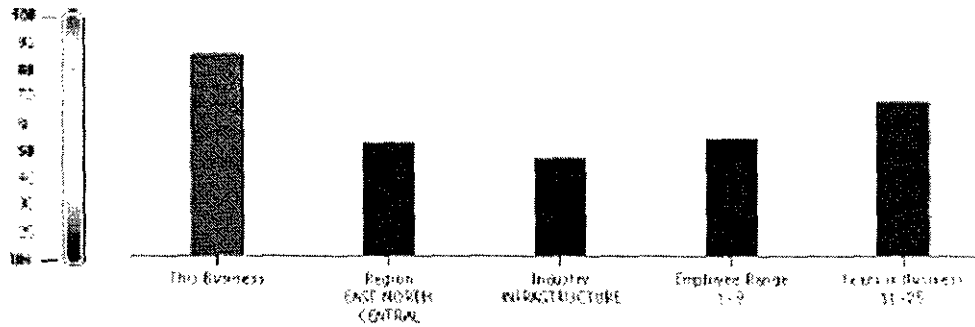
- Higher risk industry based on failure rates by industry.
- Higher risk state based on failure rates by state.

#### Financial Stress Percentile Trend:



#### Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	88
Region: EAST NORTH CENTRAL	50
Industry: INFRASTRUCTURE	43
Employee range: 1-9	52
Years in Business: 11-25	68

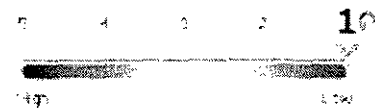
This Business has a Financial Stress Percentage that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

### Credit Score Summary

The Commercial Credit Score predicts the likelihood that a company will pay its bills in a severely delinquent manner (90 days or more past terms), obtain legal relief from creditors or cease operations without paying all creditors in full over the next 12 months. Scores are calculated using a statistically valid model derived from D&B's extensive data files. The Credit Score class of 1 for this company shows that 8.0% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

#### Credit Score Class:



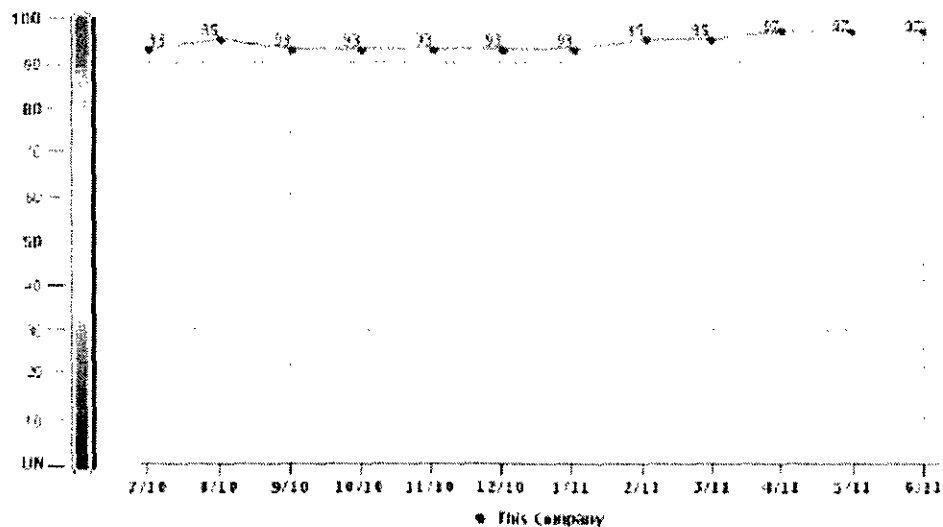
#### Incidence of Delinquent Payment

- Among Companies with this Classification: 8.00 %
- Average compared to businesses in D&B's database: 23.60 %
- Credit Score Percentile: 87 (Highest Risk: 1; Lowest Risk: 100)
- Credit Score: 608 (Highest Risk: 101; Lowest Risk: 670)

The Credit Score Class of this business is based on the following factors:

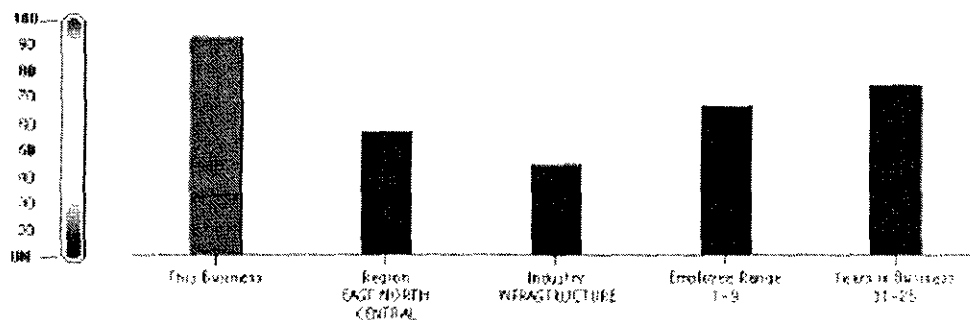
- Low number of satisfactory payments.
- General area credit conditions.
- Low proportion of satisfactory payment experiences to total payment experiences.

#### Credit Score Class Percentile Trend:



**Notes:**

- The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The incidence of delinquency shows the percentage of firms in a given percentile that are likely to pay creditors in a severely delinquent manner. The average incidence of delinquency is based on businesses in D&B's database and is provided for comparative purposes.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms	National %
This Business	97
Region: EAST NORTH CENTRAL	55
Industry: INFRASTRUCTURE	40
Employee range: 1-9	68
Years in Business: 11-25	76

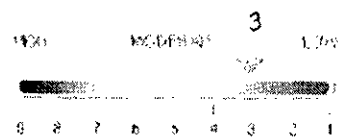
This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

**Predictive Indicators - Supplier Evaluation Risk**

## Rating

## Supplier Evaluation Risk Rating: 3



- Average Payments are on terms.
- Average Industry Payments are 2 day(s) beyond terms.
- Under present management control 18 years.

## Trade Payments

Currency: Shown in USD unless otherwise indicated <sup>2011</sup>

## Payment Summary

There are 11 payment experience(s) in D&Bs file for the most recent 24 months, with 6 experience(s) reported during the last three month period.

The highest **Now Owes** on file is 500. The highest **Past Due** on file is 0.

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

	Total Revd (\$)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90+ (%) (%) (%) (%)			
Top industries								
Nonclassified	2	2,550	2,500	100	0	0	0	0
Insurance agent	2	50	50	100	0	0	0	0
Radiotelephone commun	1	750	750	100	0	0	0	0
Personal credit	1	250	250	100	0	0	0	0
Natnl commercial bank	1	100	100	100	0	0	0	0
Whol electrical equip	1	50	50	100	0	0	0	0
Other payment categories								
Cash experiences	3	0	0					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections:								
With D&B	0	0	0					
Other	0	N/A	0					
Total in D&Bs file	11	3,750	2,500					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

## Detailed payment history for this company

Date	Selling	Last Sale
------	---------	-----------

Reported (mmyy)	Paying Record	High Credit	Now Owe	Past Due	Terms	Within (month)
05/11	Ppt	250	0	0		4-5 mos
	Ppt	50	0	0		4-5 mos
	Ppt	0	0	0		6-12 mos
04/11	Ppt	2,500	500	0		1 mo
	Ppt	750	0	0		1 mo
	Ppt	50	0	0	N30	1 mo
11/10	(007)	0	0	0	Cash account	6-12 mos
05/10	Ppt	100	100	0		1 mo
05/10	Ppt	50	0	0		
04/10	(010) Cash own option.	0	0	0		6-12 mos
11/09	(011) Cash own option.	0	0	0		6-12 mos

Payments Detail Key: ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid 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.

## Public Filings

Currency: Shown in USD unless otherwise indicated. <sup>2011</sup>

### Summary

A check of D&B's public records database indicates that no filings were found for ALTERNATIVE UTILITY SERVICES, INC at 750 Veterans Hwy Ste 104, Lake Geneva, WI.

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

### Government Activity

#### Activity summary

Borrower (D/Guar)	NO
Administrative Debt	NO
Contractor	NO
Grantee	NO
Party excluded from federal program(s)	NO

#### Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	YES (2011)
8(a) firm	N/A

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

## History & Operations

Currency: Shown in USD unless otherwise indicated <sup>REF</sup>

### Company Overview

Company Name:	ALTERNATIVE UTILITY SERVICES, INC.
Street Address:	750 Veterans Pkwy Ste 104 Lake Geneva, WI 53147
Mailing Address:	PO Box 256 Lake Geneva, WI 53147
Phone:	262 248-0900
URL:	<a href="http://www.ausenenergy.com">http://www.ausenenergy.com</a>
History:	Is clear
Present management control:	18 years

### SIC & NAICS

#### 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 about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

4922 0000 Natural gas transmission

4939 0000 Combination utilities, nec

#### NAICS:

480210 Pipeline Transportation of Natural Gas

221115 Other Electric Power Generation

## Financials

Currency: Shown in USD unless otherwise indicated <sup>REF</sup>

### Key Business Ratios

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments

25

	Industry Norms Based On 25 Establishments		
	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales	UN	20.0	UN
Return on Net Worth	UN	12.7	UN
<b>Short-Term Solvency</b>			
Current Ratio	UN	0.8	UN
Quick Ratio	UN	0.5	UN
<b>Efficiency</b>			
Assets/Sales (%)	UN	352.9	UN
Sales / Net Working Capital	UN	16.1	UN
<b>Utilization</b>			
Total Liabilities / Net Worth (%)	UN	126.2	UN

**Exhibit C-8 “Bankruptcy Information,”**

Applicant has never sought bankruptcy, so this information is unavailable.

**Exhibit C-9 “Merger Information,”**

No dissolution, merger, or acquisition has ever occurred, so this information is unavailable.

**Exhibit D-1 “Operations,”**

**Alternative Utility Services, Inc. (AUS)** is a nationwide energy and expense reduction consulting firm with services ranging from energy procurement, demand side management, with additional services including telecom, credit card processing, demand response, waste/recycling and water/sewer solutions. AUS does arrange for the retail sale of electricity, electric related services, gas supply or gas related services but does not take title to the electric or gas sold.

## **Exhibit D-2 “Operations Expertise,”**

### **Managerial Background**

Fritz A. Kreiss (president) has been in business since 1993 selling energy through sales agents throughout the US. In 1993, he founded Alternative Utility Services, Inc. (AUS) with his wife, Catherine McQueen. AUS was established to promote and install commercial Combined Heat and Power (CHP) systems, and marked the beginning of Fritz’s continuing commitment to renewable green energy and sustainable building practices. Since 1993 AUS has expanded into the fields of energy management, energy brokering and utility consulting, working primarily in the deregulated natural gas and electric markets. AUS currently has more than 1,000 accounts in more than a dozen states.

### **Technical Requirements**

AUS has procured electricity since 2002 and natural gas since 1993.

### **Memberships and Certifications**

- Member in Good Standing of The American Solar Energy Society
- Member in Good Standing of the Association of Energy Services Professionals
- Certified as a Senior Member of The Association of Energy Engineers
- Certified as an Energy Procurement Professional by The Association of Energy Engineers
- Senior Member of the Demand-Side Management Society (DSMS)
- Senior Member in the Cogeneration & Competitive Power Institute (CCPI) of The Association of Energy Engineers
- Charter Member of the Energy Services of Marketing (ESM) Society
- Professional Member of the Society of Energy Professionals International (SEPI)
- Certificate of Completion: Fundamentals of Buying & Selling Energy, August 2007 World Congress Center, Atlanta, GA
- Published in Common Interest magazine Vol 14/NO 3 – Lights, Action Savings and Sustainable Living.

**Exhibit D-3 “Key Technical Personnel,”**

Fritz Kreiss

President

750 Veterans Pkwy Suite 104

PO Box 250

Lake Geneva, WI 53147

262-248-0930

F: 262-248-9005

[fritz@communitygreenenergy.com](mailto:fritz@communitygreenenergy.com)

Catherine McQueen

Vice President - Secretary

750 Veterans Pkwy Suite 104

PO Box 250

Lake Geneva, WI 53147

262-248-0930

F: 262-248-9005

[Catherine@theadmincenter.com](mailto:Catherine@theadmincenter.com)

# Fritz A. Kreiss

5072 Hwy 50  
 Delavan, WI 53115  
 262-707-0718  
 fritz@communitygreenenergy.com

## Education

**GustavusAdolphus College**  
 BA Distributive Science

**Bemidji State University**  
 BS Social Studies and teacher certification for science and social studies through high school  
 Cumulative GPA – 3.88/4.0

## Work Experience

**Alternative Utility Services, Inc.**  
 President  
 1993 to present

- Provide Energy Procurement natural gas and electricity since 1993 with over 3,000 client locations in 20 states
- Achieved Certified Energy Procurement designation from the Association of Energy Engineers (member since 1993)
- Developed independent agent and consultant clearinghouse for gas and electricity
- Develop and maintain supplier relationships
- Manage a team of analysts for developing RFP, monitoring energy markets and utility tariffs
- Designed, built and installed combined heat and power systems from 10kw to 200kw powered by natural gas and steam
- Developed energy service program providing energy upgrades for companies on a no investment basis including boilers and controls, VFDs, lighting, and onsite generation.
- Energy project development including 50kw wind turbine (WI) and 18,000 kw solar photo voltaic currently being developed in NJ.
- Co-producer of [www.ecofair360.com](http://www.ecofair360.com) – an annual education event with 200 plus exhibitors and workshops on building sustainable futures and communities.
- Designing and building and ultimately owning a 19 suite net zero energy boutique hotel with conference center that will be a living demonstration of multiple energy technologies and systems.  
[www.thegreenleafinn.com](http://www.thegreenleafinn.com)

## Conversion Technologies

President  
 1988 to 1993

- Designed small modular cogeneration systems that burned natural gas and produced electricity and thermal energy for an overall 88% efficiency.
- Brokered natural gas for commercial customers in IL
- Developed 3rd party ownership model for financing systems
- Designed and engineered projects for health care facilities

## Residential/light commercial remodeling company

Owner and manager  
 1979 to 1988

- Designed and estimated remodeling projects
- Managed projects to completion
- Maintained supplier and customer relationships

## Achievements

- **From The American Solar Energy Society:**  
Awarded as a Member in Good Standing entitled to all rights and privileges of ASES ~John Reynolds, Chair ASES Board of Directors
- **From The Association of Energy Engineers®:**  
Certifies the admission of Fritz Kreiss to the grade of Senior Member - 1996 ~ Albert Thumann, P.E., C.E.M., Executive Director  
  
Certifies that Fritz Kreiss CEP, completed the prescribed standards, demonstrated a high level of competence and ethical fitness for energy procurement earning the title of Certified Energy Procurement Professional ~ Richard Castello, CEP, Chairman  
  
Certificate of Completion: Fund Of Buying & Selling Energy, (2.0 C.E.U. /20 P.D.H) August 2007 World Congress Center, Atlanta, GA ~ Albert Thumann, P.E., C.E.M., Executive Director
- **From The Association of Energy Services Professionals:**  
Certifies that all the qualifications have been met and is a Member in Good Standing - 1998 ~ Elliot Boardman, Executive Director
- **From Energy Services of Marketing Society of AEE (ESMs):**  
Certifies that Fritz Kreiss was elected to the grade of Charter Member in ESM Society - 1996 ~ Albert Thumann, P.E., C.E.M., Executive Director
- **From The Society of Energy Professionals International (SEPI):**  
Certifies qualification of Alternative Utility Services of Illinois, Inc. as a Professional Member - 1997 - Wayne L. Stallsmith, CEC, Executive Director, SEPI
- **From The Demand-Side Management Society of AEE (DSMs):**  
Certifies Fritz Kreiss is elected to the grade of Senior Member in the DSM Society - 1996 ~ Albert Thumann, P.E., C.E.M., Executive Director
- **From The Cogeneration & Competitive Power Institute of AEE:**  
Certifies Fritz Kreiss is elected to the grade of Senior Member in the Cogeneration & Competitive Power Institute - 1996 ~ Albert Thumann, P.E., C.E.M., Executive Director

## Activities

- 1978- Taught Junior High Physics in the Ripon, WI public school district
- Published in Common Interest magazine Vol 14/NO 3 - Lights, Action Savings and Sustainable Living.
- Certificate of Completion: Fundamentals of Buying & Selling Energy, August 2007 World Congress Center, Atlanta, GA

**Catherine McQueen**

5072 State Road 50

262-707-1683

Delavan, WI 53115

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**Skills:**

- Strong leadership and project management skills
- Excellent problem solving abilities
- Organized and highly efficient
- Enjoy challenging multifaceted projects
- Ability to build strong relationships with vendors, clients and employees

**Education:**

- BA Speech/Communication College of Wooster GPA 3.8/4.0
- MFA Theatre/Business Indiana University

**Experience:**

1994 – Present

Vice -President of Alternative Utility Services, Inc. Provides energy procurement, natural gas and electricity since 1993 with over 3,000 client locations in 20 states.

- Managed and provided support for independent agents and consultants in the field of natural gas and electricity brokering.
- Developed and maintained supplier relationships
- Manage a support team for RFP tracking, contract management and customer relationships.
- Co-producer of [www.ecofair360.com](http://www.ecofair360.com) – an annual education event with 200 plus exhibitors and workshops on building sustainable futures and communities.
- Designing and building and ultimately owning a 19 suite net zero energy boutique hotel with conference center that will be a living demonstration of multiple energy technologies and systems. [www.thegreenleafinn.com](http://www.thegreenleafinn.com)

1980 to 1994-

- Employed as independent contractor for various trade show marketing companies.
- Produced, managed, directed, wrote scripts and narrated tradeshow productions for various companies out of Chicago.
- Managed projects to completion
- Maintained client and employer relationships.