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August 22, 2017

Public Utilities Commission of Ohio
Docketing Division 13th Fl
180 East Broad Street
Columbus, OH 43215-3793

Subject: Renewal Application for Competitive Retail Gas Broker 15-1664-GA-AGG

To Whom It May Concern:

Attached is our renewal application for licensing as a competitive Retail Gas Broker. As required, there is one original copy with notary seals and three copies.

If there are any questions, please contact me directly at 617-862-0213 or via email at sgarson@bettercostcontrol.com.

Thanks for your consideration.

Sincerely,

Steve Garson
President and Managing Member

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.
Technician MN Date Processed AUG 28 2017



Public Utilities Commission

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		15 - 1664 - 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-15 - 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 Better Cost Control, LLC
 Address 2274 Washington St., Newton, MA 02462
 Telephone No. 617-332-7767 Web site Address www.bettercostcontrol.com
 Current PUCO Certificate No. 15-473G (1) Effective Dates 10/24/2015 - 10/24/2017

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

Name
 Address 2274 Washington St., Newton, MA 02462
 Web site Address www.bettercostcontrol.com Telephone No. 800-453-0027x150

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

Better Cost Control
 BCC
 Ardor Power

A-5 Contact person for regulatory or emergency matters:

Name Steve Garson Title Managing Member
 Business Address 2274 Washington St, Newton, MA 02462
 Telephone No. 617-332-7767 Fax No. 617-332-3881 Email Address sgarson@bettercostcontrol.com

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

Name Steve Garson

Title Managing Member

Business address 2274 Washington St, Newton, MA 02462

Telephone No. 617-332-7767

Fax No. 617-332-3881

Email Address sgarson@bettercostcontrol.com

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

Customer service address 2274 Washington St, Newton, MA 02462

Toll-Free Telephone No. 800-454-0027

Fax No. 617-332-7767

Email Address sgarson@bettercostcontrol.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 InCorp Services, Inc.

Title Registered Agent

Business address 9435 Waterstone Boulevard Suite 140, Cincinnati, OH 45249

Telephone No. 800-246-2677

Fax No. 702-866-2689

Email Address processing@incorp.com

A-9 Applicant's federal employer identification number 90-0009071

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

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☒ Limited Liability Company (LLC)

☐ Corporation

☐ 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 type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input 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 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

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 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "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-17 Exhibit A-17 "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.
(This is generally only applicable to publicly traded companies who publish annual reports.)
- 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

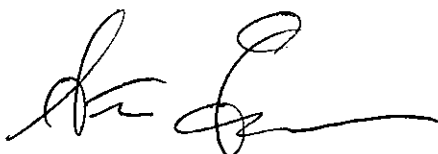
- C-8 Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

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.

Applicant Signature and Title

 *MANAGING MEMBER*

Sworn and subscribed before me this

day of August

Month 2017

Year



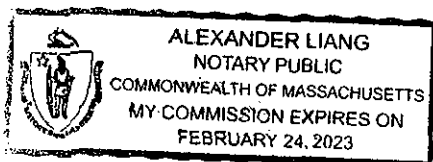
Signature of official administering oath

Alexander Liang, Notary Public

Print Name and Title

My commission expires on

02/24/2023





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Better Cost Control, LLC)

for a Certificate or Renewal Certificate to Provide)

Competitive Retail Natural Gas Service in Ohio.)

Case No.

15

1664

-GA-AGG

County of Middlesex

State of Mass

Steve Garson

[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.

Affiant Signature & Title

MANAGING MEMBER

Sworn and subscribed before me this

17

day of August

Month

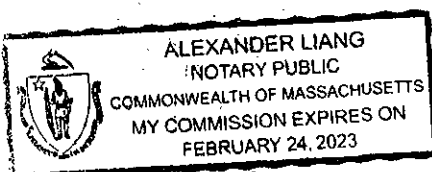
2017

Year

Signature of Official Administering Oath

Print Name and Title

Alexander Liang, Notary Public



My commission expires on

02/24/2023

Exhibit A-14
Principal Officers, Directors & Partners

Applicant as two Officers, Partner and Director
Steve Garson and Barbara Garson
2274 Washington Street
Newton, MA 02462
Ph: 617-862-0213

Exhibit A-15
Company History

Applicant was incorporated in February, 2002 to provide cost reduction services to businesses. Over time, these services focused on the procurement of electricity, natural gas and telecommunications services. Our business was focused on the New England states, and gradually migrated to the Atlantic States and Ohio electricity and natural gas brokerage.

Exhibit A-16
Articles of Incorporation
No changes since last renewal application

Exhibit A-17
Secretary of State

Better Cost Control, LLC has been registered with the Ohio Secretary of State office since
10/18/2010 with Entity Number 1970335

Jon Husted
Ohio Secretary of State



Jon Husted & the Office | Elections & Voting | Campaign Finance | Legislation & Ballot Issues | Businesses | Records

Business Filing Portal

Corporate Search

Business Search by Name

1970335	BETTER COST CONTROL, LLC	FOREIGN LIMITED LIABILITY COMPANY	10/18/2010	-	Active	-	-	MASSACHUSETTS
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[Download Business Search Results](#) | [Print](#)

Total Number of filings found: 1

Exhibit B-1
Jurisdictions of Operations

Applicant is licensed as an gas broker in the following states:
Ohio, Pennsylvania, New Jersey, Massachusetts

Exhibit B-2
Experience and Plans

Applicant has been operating as an energy broker since 2002, so we already have relationships with competitive gas suppliers.
We have never had a complaint filed by any customer. If we ever did receive a complaint, we would respond to it immediately and in accordance with rules adopted under section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

Exhibit B-3
Summary of Experience

Applicant has been brokering natural gas in Massachusetts, New Jersey, Pennsylvania and Ohio, as well as in states that do not require a broker license. We have approximately 250,000 DTH/Year for 120 small business customers that have been contracted with suppliers.

Exhibit B-4
Disclosure of Liabilities and Investigations
None.

Exhibit B-5
Disclosure of Consumer Protection Violations
None.

Exhibit B-6
Disclosure of Certification Denial, Curtailment, Suspension, or Revocation
None.

Exhibit C-1
Annual Reports

Applicant is a small family business with no annual reports

Exhibit C-2
SEC Filings

Not Applicable

Exhibit C-3
Financial Statements

Better Cost Control, LLC
Balance Sheet Prev Year Comparison

As of December 31, 2016

	Dec 31, 16	Dec 31, 15	\$ Change	% Change
▼ ASSETS				
▼ Current Assets				
▼ Checking/Savings				
Bank Of America-BCC	86,680.30	67,477.05	19,203.25	28.5%
Total Checking/Savings	<u>86,680.30</u>	<u>67,477.05</u>	<u>19,203.25</u>	<u>28.5%</u>
Total Current Assets	<u>86,680.30</u>	<u>67,477.05</u>	<u>19,203.25</u>	<u>28.5%</u>
▼ Fixed Assets				
▶ Software Development	159.36	0.00	159.36	100.0%
▶ Office Equipment	2,148.75	546.75	1,602.00	293.0%
▶ Intangible Assets	0.00	0.00	0.00	0.0%
Total Fixed Assets	<u>2,308.11</u>	<u>546.75</u>	<u>1,761.36</u>	<u>322.2%</u>
▼ Other Assets				
Loans to Sales People	100.00	0.00	100.00	100.0%
Total Other Assets	<u>100.00</u>	<u>0.00</u>	<u>100.00</u>	<u>100.0%</u>
TOTAL ASSETS	<u>89,088.41</u>	<u>68,023.80</u>	<u>21,064.61</u>	<u>31.0%</u>
▼ LIABILITIES & EQUITY				
▼ Liabilities				
▼ Current Liabilities				
▼ Accounts Payable				
Accounts Payable	3,902.25	0.00	3,902.25	100.0%
Total Accounts Payable	<u>3,902.25</u>	<u>0.00</u>	<u>3,902.25</u>	<u>100.0%</u>
▼ Credit Cards				
Bank of America - 3751	1,452.19	0.00	1,452.19	100.0%
Total Credit Cards	<u>1,452.19</u>	<u>0.00</u>	<u>1,452.19</u>	<u>100.0%</u>
▼ Other Current Liabilities				
Key Deposits from Tenan...	450.00	450.00	0.00	0.0%
▶ Payroll Liabilities	1,539.76	0.00	1,539.76	100.0%
Total Other Current Liabili...	<u>1,989.76</u>	<u>450.00</u>	<u>1,539.76</u>	<u>342.2%</u>
Total Current Liabilities	<u>7,344.20</u>	<u>450.00</u>	<u>6,894.20</u>	<u>1,532.0%</u>
Total Liabilities	<u>7,344.20</u>	<u>450.00</u>	<u>6,894.20</u>	<u>1,532.0%</u>
▼ Equity				
▶ Member One Equity-Steve Gar...	-1,937,495.76	-1,611,404.64	-326,091.12	-20.2%
Retained Earnings	1,678,978.44	1,241,598.34	437,380.10	35.2%
Net Income	340,261.53	437,380.10	-97,118.57	-22.2%
Total Equity	<u>81,744.21</u>	<u>67,573.80</u>	<u>14,170.41</u>	<u>21.0%</u>
TOTAL LIABILITIES & EQUITY	<u>89,088.41</u>	<u>68,023.80</u>	<u>21,064.61</u>	<u>31.0%</u>

**Exhibit C-3
Financial Statements**

**Better Cost Control, LLC
Profit & Loss Prev Year Comparison**

January through December 2016

	Jan - Dec 16	Jan - Dec 15	\$ Change	% Change
▼ Ordinary Income/Expense				
▼ Income				
Rental Income ▶	17,100.00 ◀	14,100.00	3,000.00	21.3%
Audit Fee Income	0.00	2,000.00	-2,000.00	-100.0%
▶ Commission Income Rece...	782,174.27	763,732.09	18,442.18	2.4%
Consulting Income	0.00	99.00	-99.00	-100.0%
Total Income	<u>799,274.27</u>	<u>779,931.09</u>	<u>19,343.18</u>	<u>2.5%</u>
Gross Profit	799,274.27	779,931.09	19,343.18	2.5%
▶ Expense	459,012.74	320,575.99	138,436.75	43.2%
Net Ordinary Income	<u>340,261.53</u>	<u>459,355.10</u>	<u>-119,093.57</u>	<u>-25.9%</u>
▼ Other Income/Expense				
▼ Other Expense				
Loan Forgiveness	0.00	21,975.00	-21,975.00	-100.0%
Total Other Expense	<u>0.00</u>	<u>21,975.00</u>	<u>-21,975.00</u>	<u>-100.0%</u>
Net Other Income	<u>0.00</u>	<u>-21,975.00</u>	<u>21,975.00</u>	<u>100.0%</u>
Net Income	<u><u>340,261.53</u></u>	<u><u>437,380.10</u></u>	<u><u>-97,118.57</u></u>	<u><u>-22.2%</u></u>

**Better Cost Control, LLC
Statement of Cash Flows**

January through December 2016

	Jan - Dec 16
▼ OPERATING ACTIVITIES	
Net Income	340,173.43
▼ Adjustments to reconcile Net Income	
▶ to net cash provided by operations:	
Net cash provided by Operating Activities	347,155.73
▶ INVESTING ACTIVITIES	-1,861.36
▶ FINANCING ACTIVITIES	<u>-326,091.12</u>
Net cash increase for period	19,203.25
Cash at beginning of period ▶	<u>67,477.05 ◀</u>
Cash at end of period	<u><u>86,680.30</u></u>

Exhibit C-4
Financial Arrangements

As a broker, no financial arrangements are needed.

Exhibit C-5
Forecasted Financial Statements

	Jan 1 - Dec 31, 2017	Jan 1 - Dec 31, 2018
Ordinary Income/Expense		
Income		
Commission Income- Gas Sales	25,000.00	30,000.00
Total Commission Income Received	25,000.00	30,000.00
Total Income	25,000.00	30,000.00
 Gross Profit	25,000.00	30,000.00
 Expense		
Licenses and Permits	200.00	200.00
Commissions Paid to Others	12,500.00	15,000.00
Office Expense	1,500.00	1,750.00
Total Office Expense	1,500.00	1,750.00
Telephone	1,000.00	1,050.00
Total Expense	16,700.00	19,750.00
Net Ordinary Income	8,300.00	10,250.00
 Net Income	8,300.00	10,250.00

**Exhibit C-6
Credit Rating**

As a small business, we are only rated by D&B as Low Risk

**Exhibit C-7
Credit Report**

Our Experian and D&B credit report offers no useful information. The only credit that our company has need for is our office rent and telephone/internet bills.

**Exhibit C-8
Bankruptcy Information**

None

**Exhibit C-9
Merger Information**

None

**Exhibit D-1
Operations**

Operations of our brokerage business is quite simple. Sales people obtain utility invoices from prospective customers. We generate an RFP to send to different competitive suppliers and then provide the options to the customer. When they determine the contract term desired, we obtain a contract from the supplier and obtain a signature from the customer. The contract is then sent to the supplier for booking.

**Exhibit D-2
Operations Expertise**

Applicant has been in this business since 2002, so we have a great deal of experience in the gas brokering business.

**Exhibit D-3
Key Technical Personnel**

As a broker, we do not need many personnel. The key person is the owner of the business with one administrative assistant.

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