

RD Energy
Ohio Gas
2017 Profit & Loss Forecast
January through December 2017

	<u>Jan- Dec 2017</u>
Ordinary Income/Expense	
Commission Earned	299,335
 Total Income	 299,335
 Expense	
Advertising	6850
Commissions	11,699
Dues and Subscriptions	896
Insurance	16,873
 Internet Expenses	 532
Marketing	2,750
Office Suppliers & Expense	1,862
Promotions	930
Professional Fees	2,138
 Salaries & Wages	 225,090
Sales Expense	430
SEP Expense	4,935
Taxes	10,973
 Telephone	 2,745
Trade Shows	608
Travel	2,440
 Total Expense	 291,751
Net Income	7,584

Assumption:

- 2017 Ohio gas income is forecasted to be \$48,000 higher in 2016 due to customer volume growth

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	<u>Jan-Dec 2018</u>
Ordinary Income/Expense	
Commission Earned	291,700
Total Income	291,700
Expense	
Advertising	6,496
Commissions	11,000
Dues and Subscriptions	852
Insurance	16,014
Internet Expenses	506
Marketing	2,615
Office Suppliers & Expense	1,204
Promotions	885
Professional Fees	2033
Salaries & Wages	225,000
Sales Expense	408
SEP Expense	4,692
Taxes	10,150
Telephone	2,884
Trade Shows	578
Travel	2,607
Total Expense	287,924
Net Income	3,776

Assumption:

- 2018 Ohio gas income is forecasted to be slightly lower due to small account erosion and margin reduction offsetting customer growth.

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Summary: Amended Application Amended RD Energy Ohio Natural Gas Forecast to RD Energy Natural Gas Broker Renewal Application electronically filed by Mr. Darrell Bragg on behalf of RD Energy Inc.