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PUCO

January 3, 2018

PUCO
Docketing Division
180 East Broad Street
Columbus, OH 43215

18-0151-EL-AGG

Re: **LakePoint Energy, LLC.**
Electric Broker License Renewal Application

To Whom It May Concern:

Enclosed please find an **Electric Broker License Renewal Application** for our client, **LakePoint Energy, LLC.** Once the application has been processed, please forward evidence of approval to the mailing address on the application. If there is any issue, or if you require any further information, please do not hesitate to contact us.

Thank you,

LicenseLogix
140 Grand Street, Suite 300
White Plains, NY 10601
renewals@licenselogix.com
(800) 292-0909

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Technician HL Date Processed 1/26/18



**Public Utilities
Commission**

PUCO USE ONLY		
Date Received	Case Number	Version
	EL-AGG	May-2016

18-0151-

INITIAL CERTIFICATION APPLICATION FOR ELECTRIC AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 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 input information directly onto the form.
You may also download the form, by saving it to your local disk, for later use.**

A. APPLICANT INFORMATION

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

☒ Power Broker ☐ Aggregator

A-2 Applicant's legal name, address, telephone number and web site address

Legal Name LakePoint Energy, LLC
Address 2556 Covington Place, Avon, OH 44011
Telephone # (216) 695-4000 Web site address (if any) www.lakepointenergy.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name LakePoint Energy, LLC
Address 2556 Covington Place, Avon, OH 44011
Telephone # (216) 695-4000 Web site address (if any) www.lakepointenergy.com

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

LakePoint Energy

A-5 Contact person for regulatory or emergency matters

Name Steve Egger
Title President

Business address 2556 Covington Place, Avon, OH 44011
Telephone # (216) 695-4000 Fax # (440) 848-8112
E-mail address steve.egger@ipenergy.com

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

Name Steve Egger
Title President
Business address 2556 Covington Place, Avon, OH 44011
Telephone # (216) 695-4000 Fax # (440) 848-8112
E-mail address steve.egger@ipenergy.com

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

Customer Service address 2556 Covington Place, Avon, OH 44011
Toll-free Telephone # (216) 695-4000 Fax # (440) 848-8112
E-mail address steve.egger@ipenergy.com

A-8 Applicant's federal employer identification number # 272828324

A-9 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 type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

A-10 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).

- | | | | | |
|--|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <input checked="" type="checkbox"/> First Energy | | | | |
| <input type="checkbox"/> Ohio Edison | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Duke Energy | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Monongahela Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> American Electric Power | | | | |
| <input type="checkbox"/> Ohio Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Dayton Power and Light | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

- A-11 Provide the approximate start date that the applicant proposes to begin delivering services

Motion to extend expired license 15-2034-EL-AGG

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-12 **Exhibit A-12 "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-13 **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14 **Exhibit A-14 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.
- A-15 **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-5 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

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

B-6 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

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

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 in 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 the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

C-3 Exhibit C-3 “Financial Statements,” provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. 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 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.

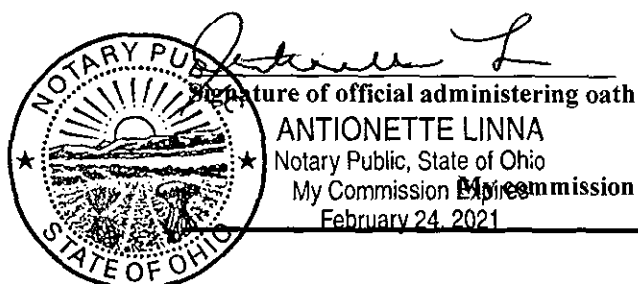
If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant’s **ELECTRIC 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 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. 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 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.

Steven J. Lynn President
Signature of Applicant & Title

Sworn and subscribed before me this 18 day of January, 2018



Month Year
Antionette Linna Notary
Print Name and Title

My commission expires on 2/24/21
February 24, 2021

AFFIDAVIT

State of Ohio :

Avon ss.
(Town)

County of Lorain :

Steven Egger, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the PRESIDENT (Office of Affiant) of LAKE POINT ENERGY (Name of Applicant);

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

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Steve G. Egan PRESIDENT
Signature of Affiant & Title

Sworn and subscribed before me this 18 day of January, 2018
Month Year



Antonette Linna
Notary Public, State of Ohio
My Commission Expires
February 24, 2021

Antonette Linna, Notary
Print Name and Title

My commission expires on 2/24/21

Exhibit A-11 "Principal Officers, Directors & Partners

Steven John Egger

President

2556 Covington Place, Avon OH 44011

216-695-4000

Exhibit A-13 "Company History"

LakePoint Energy, LLC was founded in June, 2010 as an LLC. The principal business interest of the company is to help small to mid-sized commercial, industrial, and mercantile customers identify the best electric products in the market, and in return to earn a standard broker fee paid directly from the supplier

Exhibit A-14 "Articles of Incorporation and By-Laws

SEE ATTACHED



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
06/11/2010	201016200042	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO. (LCP)	125.00	100.00		.00	.00

Receipt

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

FRANCESCHINI LAW FIRM LLC.
ATTN: TONY FRANCESCHINI
9118 TYLER BLVD.
MENTOR, OH 44060

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jennifer Brunner**1942511**

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

LAKE POINT ENERGY, LLC

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

Document(s):

ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.

Document No(s):

201016200042

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 9th day of June, A.D.
2010.

Ohio Secretary of State



**Form 533A Prescribed by the:
Ohio Secretary of State**

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

www.sos.state.oh.us
Busserv@sos.state.oh.us

Expedite this form: (select one)

Mail form to one of the following:

☐ Expedite PO Box 1390
Columbus, OH 43216

*** Requires an additional fee of \$100 ***

☒ Non Expedite PO Box 670
Columbus, OH 43216

**ARTICLES OF ORGANIZATION FOR A DOMESTIC
LIMITED LIABILITY COMPANY**

Filing Fee: \$125.00

(CHECK ONLY ONE (1) BOX)

(1) ☒ Articles of Organization for Domestic
For-Profit Limited Liability Company
(115-LCA)
ORC 1705

(2) ☐ Articles of Organization for Domestic
Nonprofit Limited Liability Company
(115-LCA)
ORC 1705

RECEIVED
2010 JUN -9 PM 12:48
SECRETARY OF STATE
CLEVELAND REGIONAL OFF.

Name of limited liability company

Lake Point Energy, LLC

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "ltd.," or "ltd"

Effective Date

(Optional)

mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing
of the articles or on a later date specified that is not more than ninety days
after filing)

This limited liability company shall exist for

(Optional)

Period of Existence

Purpose

(Optional)

☐ Check here if additional provisions are attached

ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

Lake Point Energy, LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

Antonio Franceschini

Name of Agent

9118 Tyler Blvd.

Mailing Address

Mentor

City

Ohio

State

44060

Zip Code

☐ If the agent is an individual and using a P.O. Box, check this box to certify the agent is an Ohio resident.

ACCEPTANCE OF APPOINTMENT

The undersigned, named herein as the statutory agent for

Lake Point Energy, LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

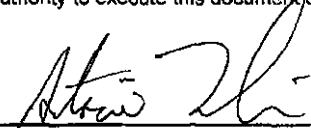


Agent's Signature

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document on behalf of the limited liability company identified above.

REQUIRED

Articles and original appointment of agent must be authenticated (**signed**) by a member, manager or other representative.



Signature

6/7/10

Date

Antonio Franceschini

Print Name

Signature

Date

Print Name

Signature

Date

Print Name

(See Instructions Below)

Exhibit A-15 "Secretary of State"

See attached



DATE: 08/23/2013	DOCUMENT ID 201323400938	DESCRIPTION AMEND/ARTICLES-ORGANIZATION/DOM. LLC (LAM)	FILING 50.00	EXPED .00	PENALTY	CERT .00	COPY .00
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Receipt

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

LAKEPOINT ENERGY LLC
STEVE J. EGGER
5272 OTTEN RD.
NORTH RIDGEVILLE, OH 44039

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted**1942511**

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

LAKEPOINT ENERGY LLC

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

Document(s)

AMEND/ARTICLES-ORGANIZATION/DOM. LLC

Document No(s):

201323400938**Effective Date: 08/22/2013**

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 23rd day of August, A.D.
2013.

Ohio Secretary of State



Form 543A Prescribed by:
Ohio Secretary of State
JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
BusServ@OhioSecretaryofState.gov

Mail this form to one of the following:

Regular Filing (non expedite)
P.O. Box 1329
Columbus, OH 43216

Expedite Filing (Two-business day processing
time requires an additional \$100.00).
P.O. Box 1390
Columbus, OH 43216

Domestic Limited Liability Company Certificate of Amendment or Restatement

Filing Fee: \$50

(CHECK ONLY ONE (1) BOX)

(1) Domestic Limited Liability Company

☒ Amendment (129-LAM)

06/09/2010

Date of Formation

(2) Domestic Limited Liability Company

☐ Restatement (142-LRA)

Date of Formation

The undersigned authorized representative of:

Lake Point Energy, LLC

Name of limited liability company

1942511

Registration Number

If box (1) Amendment is checked, only complete sections that apply. If box (2) Restatement is checked, all sections below must be completed.

The name of said limited liability company shall be:

Lakepoint Energy LLC

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.C.," "Ltd.," or "Ltd"

This limited liability company shall exist for a period of:

Period of Existence

Purpose

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.


Required

Must be signed by a member, manager or other representative.


If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.


If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

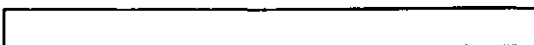

Signature

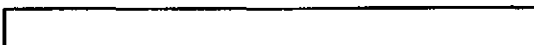

By (if applicable)

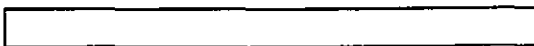
Steve J. Egger
Print Name


Signature


By (if applicable)


Print Name


Signature


By (if applicable)



Print Name

Exhibit B-1 "Jurisdictions of Operation"

To date, Lake Point Energy, LLC is focused on providing services to the market served by the FirstEnergy companies of Toledo Edison, CEI, and Ohio Edison, and is awaiting certification from the PUCO to be a power broker.

Exhibit B-2 "Experience & Plans"

Steven Egger (Owner) has 17 years of direct sales and management and will sell and manage the operations of the company.

Lake Point Energy, LLC will act as an electric broker for the client. Lake Point Energy, LLC will review and analyze all offers by energy suppliers prior to the consideration by client. All energy supplier contracts or agreements will be presented to the Client by Lake Point Energy, LLC and upon acceptance, signed directly by the client.

The supplier the customer signs a contract with will provide all contracted services, billing statements (if applicable), and respond to customer inquiries and complaints as it relates to their service.

Lake Point Energy, LLC maintains a toll free number for our customers to call if there are any complaints. We will directly respond, over the phone or in person, to customer inquiries and complaints as it relates to the broker service we provide clients.

Exhibit B-3 "Summary of Experience"

Steven Egger (Owner) has experience in selling in deregulated electric markets, specifically in Ohio, Michigan and Pennsylvania. While working with Glacial Energy, he contracted 100 Commercial customers with a combined load of over 25 million KWH's.

Exhibit B-4 "Environmental Disclosure"

n/a – no matters that can adversely impact Lake Point Energy LLC to provide services.

Exhibit C-1 "Annual Reports"

Not Applicable – Lake Point Energy, LLC is not a public company and does not have shareholders. Annual reports are not required.

Exhibit C-2 "SEC Filings"

Not Applicable - Lake Point Energy, LLC is a privately held LLC and not required to file with the SEC.

Exhibit C-3 "Financial Statements"

LakePoint Energy
2016 YTD
For the 12 Months Ended 12/31/2016

Revenue:

Gross Sales	\$637,146.00
Less: Sales Returns and Allowances	\$0.00
Net Sales	<u>\$637,146.00</u>

Cost of Goods Sold:

Beginning Inventory	\$0.00
Add: Purchases	\$0.00
Freight-in	\$0.00
Direct Labor	\$0.00
Indirect Expenses	\$0.00
	<u>\$0.00</u>
Less: Ending Inventory	\$0.00
Cost of Goods Sold	<u>\$0.00</u>

Gross Profit (Loss) \$637,146.00

Expenses:

Advertising	\$8,482.00
Amortization	\$0.00
Bad Debts	\$0.00
Bank Charges	\$0.00
Charitable Contributions	\$0.00
Commissions	\$165,054.00
Contract Labor	\$1,787.00
Credit Card Fees	\$0.00
Delivery Expenses	\$0.00
Depreciation	\$7,650.00
Dues and Subscriptions	\$0.00
Insurance	\$300.00
Interest	\$0.00
Maintenance	\$0.00
Miscellaneous	\$0.00
Office Expenses	\$4,881.00
Operating Supplies	\$0.00
Payroll Taxes	\$0.00
Permits and Licenses	\$0.00
Postage	\$0.00
Professional Fees	\$9,076.00
Property Taxes	\$0.00
Rent	\$0.00
Repairs	\$0.00
Telephone	\$0.00
Travel	\$4,717.00
Utilities	\$0.00
Vehicle Expenses	\$2,291.00
Wages	\$0.00
Other: Car & Truck Expenses	\$2,204.00
Other: Deductable Meals and Entertainment	\$11,358.00
Other: Other Expenses	\$17,020.00
Total Expenses	<u>\$234,820.00</u>

Net Operating Income \$402,326.00

Other Income:

Gain (Loss) on Sale of Assets	\$0.00
Interest Income	\$0.00
Total Other Income	<u>\$0.00</u>

Net Income (Loss) \$402,326.00

LakePoint Energy
2017 YTD
For the 12 Months Ended 12/31/2017

Revenue:

Gross Sales	\$711,642.00
Less: Sales Returns and Allowances	\$0.00
Net Sales	<u>\$711,642.00</u>

Cost of Goods Sold:

Beginning Inventory	\$0.00	
Add: Purchases	\$0.00	
Freight-in	\$0.00	
Direct Labor	\$0.00	
Indirect Expenses	\$0.00	
	<u>\$0.00</u>	
Less: Ending Inventory	\$0.00	
Cost of Goods Sold		<u>\$0.00</u>

Gross Profit (Loss)	<u>\$711,642.00</u>
----------------------------	---------------------

Expenses:

Advertising	\$21,100.00	
Amortization	\$0.00	
Bad Debts	\$0.00	
Bank Charges	\$4,569.00	
Charitable Contributions	\$2,789.00	
Commissions - Agents	\$123,044.06	
Contract Labor	\$2,205.00	
Car & Truck Expenses	\$18,440.00	
Credit Card Fees	\$0.00	
Delivery Expenses	\$0.00	
Depreciation	\$4,450.00	
Dues and Subscriptions	\$3,505.00	
Insurance	\$475.00	
Interest	\$0.00	
Meals and Entertainment	\$14,026.00	
800# / Evoice	\$445.00	
Office Expenses	\$10,433.00	
Operating Supplies	\$0.00	
Payroll Taxes	\$0.00	
Permits and Licenses	\$0.00	
Postage	\$0.00	
Legal & Professional Fees	\$7,097.00	
Parking Fees & Tolls	\$550.00	
Property Taxes	\$0.00	
Registration Fees	\$750.00	
Repairs	\$0.00	
Telephone, Fax, Internet	\$5,796.00	
Travel	\$4,867.00	
Utilities - Electric, Gas, Water, Sewer - Square Footage	\$1,500.00	
Vehicle Expenses	\$0.00	
Wages	\$0.00	
Other: Misc	\$1,065.00	
Other:	\$0.00	
Other:	\$0.00	
Total Expenses		<u>\$227,106.06</u>

Net Operating Income	<u>\$484,535.94</u>
-----------------------------	---------------------

Other Income:

Gain (Loss) on Sale of Assets	\$0.00	
Interest Income	\$0.00	
Total Other Income		<u>\$0.00</u>

Net Income (Loss)	<u><u>\$484,535.94</u></u>
--------------------------	----------------------------

Exhibit C-4 "Financial Arrangements"

Based on the structure of Lake Point Energy, LLC, the company does not require financial arrangements like guarantees, bank commitments, or credit arrangements to conduct business. The company will not be a competitive retail electric supplier and will not have any contractual or financial obligation to take ownership or delivery of any commodity.

C-5 "Forecasted Financial Statements"

2017

Revenue: \$672,300

Expenses: 339,400

Net: \$332,900

2018

Revenue: \$684,200

Expenses: \$345,200

Net: \$339,000

2019:

Revenue: \$718,410

Expenses: \$362,460

Net: \$355,950

Exhibit C-6 "Credit Rating"



Note: This is a fictitious company credit report. Actual reports may vary in the amount of information available per business profile and may not include all information seen in this sample.

Click on the numbered icons below for more details.

Sample CreditScoreSM Report

LaSalle Medical

Address: 18 Fletcher Ave
Ardmore, PA 19003
United States

Phone: 610-555-1111

Experian BIN: 123456789

Also is (or has been) operating as:
LaSalle Medical Solutions, Inc.
LaSalle Oncology Rehab

Family Linkage:
Ultimate Parent National Medical Center, Inc.
Los Angeles, CA

Parent / Headquarters Crocker Medical, Inc.
Costa Mesa, CA

Subsidiaries LaSalle Hospitals, Inc.
McKinney, TX

Branches / Alternative Locations LaSalle Patient Care
123 Main Street
McKinney, TX

Key Personnel: Treasurer: James Martin
CEO: Susan Smithers

SIC Code: 8062 - Gen'l Medical & Surgical Hospital

NAICS Code: 622110 - General Medical and Surgical Hospitals

Business Type: Corporation

Experian File Established: January 1977

Experian Years on File: 37 Years

Years in Business: More than 37 Years

Total Employees: 100

Sales: \$7,750,000

Filing Data Provided by: Pennsylvania

Date of Incorporation: 02/14/1971

Current Days Beyond Terms (DBT): 1

Predicted DBT for 08/11/2010: 1

Average Industry DBT: 3

Payment Trend Indicator: Stable

Lowest 6 Month Balance: \$1,135,900

Highest 6 Month Balance: \$2,552,400

Current Total Account Balance: \$2,551,800

Highest Credit Amount Extended: \$9,025,200

Payment Tradelines (see charts): 66

UCC Filings: 6

Banking/Insurance/Leasing (see detail): 3

Businesses Scoring Worse: 60%

☒ **Bankruptcies:** 0

☐ **Liens (see detail):** 1

☐ **Judgments Filed (see detail):** 2

☒ **Collections (see detail, summary):** 3

Credit Summary

[Back to top](#)

Experian Business Credit Score: 60

High
Risk



Low
Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

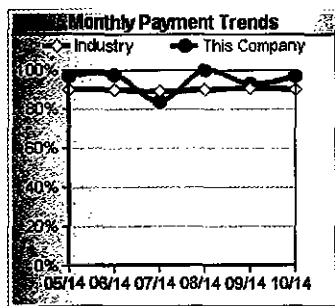
- Nbr of commercial accts with terms other than NET 1-30 days
- Number of commercial accounts that are not current
- Number of commercial accounts with high utilization
- Length of time on Experian's file

Recommended Action: Low To Medium Risk

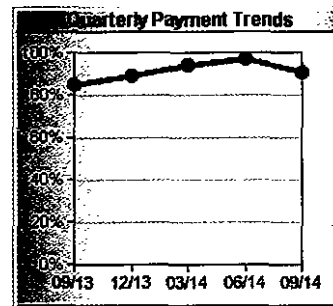
Payment Summary

Back to top

4



*Percentage of on-time payments by month.



*Percentage of on-time payments by quarter.

5

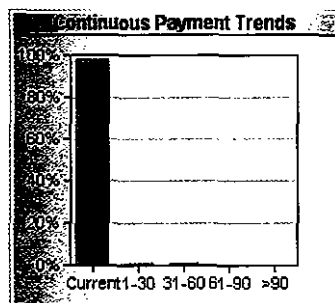
Monthly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
05/14	\$1,347,600	69%	23%	5%	2%	1%
06/14	\$1,076,800	38%	54%	3%	2%	3%
07/14	\$1,680,300	72%	17%	6%	3%	2%
08/14	\$1,322,600	75%	19%	2%	1%	3%
09/14	\$1,287,000	41%	54%	2%	0%	3%
10/14	\$1,060,200	67%	22%	7%	1%	3%

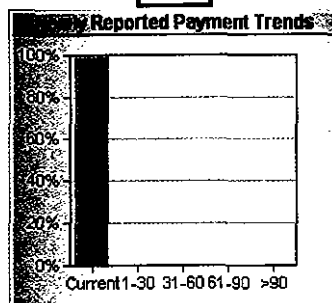
Quarterly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
09/13	\$1,194,200	65%	26%	5%	2%	2%
12/13	\$1,398,400	66%	29%	3%	1%	1%
03/14	\$1,399,200	57%	37%	3%	1%	2%
06/14	\$1,085,300	59%	32%	5%	2%	2%
09/14	\$1,223,100	61%	32%	3%	1%	3%

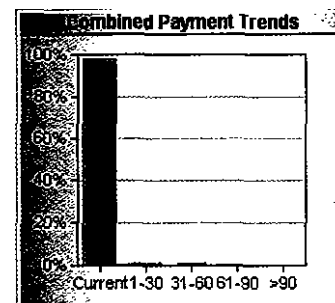
6



*Continuous distribution with DBT.



*Newly Reported distribution with DBT.



*Combined distribution with DBT.

Collection Filings

Back to top

10

Date	Agency	Agency Phone	Status	Closed Date	Amt Disputed	Amt Collected	Comments
08/09	Receivable Management Services	000-000-0000	Closed, Uncollected	10/05	\$3,495	\$0	
03/13	Amalgamated Credit Services	800-555-1234	Closed, Uncollected	09/09	\$54	\$0	
03/13	Amalgamated Credit Services	800-555-1234	Closed, Uncollected	09/09	\$149	\$0	

Collections Summary

Back to top

Status	Number of Items	Amt Disputed	Amt Collected
Closed, Uncollected	3	\$3,698	\$0

Commercial Banking, Insurance, Leasing**11****Leasing**

Institution Name: Non-Disclosed
 Address: Burlington, NJ
 ZIP Code: 08016
 Phone: 610-555-1212
 Product Type: Equipment
 Commencement Date: 10/14
 Term: 24 Months
 Original Balance: \$11,518
 Remaining Balance: \$959
 Scheduled Amount Due: \$479
 Payments per Year: 12
 Payments Current: 21
 Payments Late: 1
 Payments Overdue: 0

Institution Name: Ted Meds
 Address: Cedar Rapids,
 ZIP Code: 52406-0609
 Phone: 610-555-1212
 Product Type: Office Equip
 Commencement Date: 10/12
 Term: 58 Months
 Original Balance: \$19,909
 Remaining Balance: \$19,909
 Current Payout: 0
 Scheduled Amount Due: \$343
 Payments per Year: 12
 Payments Overdue: 0

Institution Name: Leasing Services
 Address: Cedar Rapids,
 ZIP Code: 52406-0609
 Phone: 610-555-1212
 Product Type: Office Equip
 Commencement Date: 01/11
 Term: 60 Months
 Original Balance: \$76,380
 Remaining Balance: \$41,815
 Current Payout: 0
 Scheduled Amount Due: \$1,273
 Payments per Year: 12
 Payments Overdue: 0

Judgment Filings[Back to top](#)**12**

Date: 10/04/2014
 Plaintiff: Robert Wilkinson
 Filing Location: Philadelphia County Mun Court
 Legal Type: Judgment
 Legal Action: Filed
 Document Number: 12345678
 Liability Amount: \$2,675

Date: 11/08/2013
 Plaintiff: LaSalle Medical
 Filing Location: Philadelphia County Mun Court
 Legal Type: Judgment
 Legal Action: Filed
 Document Number: 99005932
 Liability Amount: \$4,452

Tax Lien Filings[Back to top](#)**13**

Date: 03/28/2009
 Filing Location: Montgomery County Co
 Legal Type: State Tax
 Legal Action: Lien
 Document Number: 87854321
 Liability Amount: \$253,985
 Description: Other Tax

1/12/2018

Experian Business Credit Reports and Scores

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Collateral: All Assets
Type: Original
Secured Party: FIFTH THIRD BANK, CLEVELAND, OH
Debtor: LAKEPOINT ENERGY LLC
Filing Number: OH00202239534
Filed With:
Date Filed: 06/29/16
Latest Info Received: 07/05/16
Original Filing Number:
Original UCC Filed Date:

Bankruptcies

Government History

Borrower(Dir/Guar): NO
Administrative Debt: NO
Contractor: NO
Grantee: NO
**Party excluded
from federal program(s):** NO
Labor Surplus Area: N/A
Small Business: YES (2017)
8(A) Firm: N/A











Exhibit C-7 "Credit Report"


See Attached



[Dashboard](#)[Credit Score](#)[Credit Report](#)[Credit Lock](#)[Tools](#)[My Savings](#)[My Profile](#)[Credit Monitoring » Credit Report »](#)[TransUnion](#)[Credit Report](#)[TransUnion](#)[Comparison Report](#)[For your purchase decisions](#)[3-Bureau Credit Report](#)[See inaccuracies?](#)[Go to Dispute Center](#)

3 Bureau Credit Report

✓ Account Summary

			
Credit Report Date	01/12/2018	01/12/2018	01/12/2018
 Credit Score	755	775	750
Balances	\$367214	\$367214	\$367214
 Payments	\$5743	\$7921	\$5743
 Credit Accounts	33	37	38
 Open Accounts	10	12	11
 Closed Accounts	23	25	27

Delinquent	0	0	0
 Inquiries (2 years)	10	2	6
Derogatory	0	0	0
Public Records	0	0	0


 Discrepancy Between Bureaus  Missing Data








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✓ Personal Information

[How to dispute](#) 

	TransUnion 	EQUIFAX	Experian 
 Name	STEVE EGGER	STEVEN J EGGER	STEVE J EGGER
Also Known As	EGGER,STEVEN,JOHN		
 Date of Birth	06/09/1973	06/09/1973	01/01/1973
 Current Address	2556 COVINGTON PL AVON OH 44011	2556 COVINGTON PL AVON OH 44011	2556 COVINGTON PL AVON OH 440112023
 Previous Address	33619 SAINT SHARBEL CT AVON OH 44011	8911 OUTLOOK DR BR OOKLYN OH 44144	33619 SAINT SHARBEL CT AVON OH 4401137 32
	8911 OUTLOOK DR BR OOKLYN OH 44144	5272 OTTEN RD NORT H RIDGEVILLE OH 440 39	5272 OTTEN RD NORT H RIDGEVILLE OH 440 395122
 Employer	LAKEPOINT ENERGY L LC	LAKE POINT ENERGY	LAKEPOINT ENERGY 0 0000-0000
 Previous Employer			

 Discrepancy Between Bureaus  Missing Data

✓ Inquiries

How to dispute 

These inquiries are made by companies with whom you have applied for a loan or credit in the past two years.

Learn More

TransUnion[®]

EQUIFAX

 Experian

PNC BANK

07/20/2017

WFDS

07/20/2017

CHASE AUTO

07/20/2017

MEDINA AU MA

07/20/2017

CAP ONE AF

06/29/2017

HNB CLEVEL

06/29/2017

PNC BANK

06/29/2017

CAPITAL ONE AUTO
FIN

06/29/2017

MEDINA AU MA

06/29/2017

US BANK

06/29/2017

WFDS

06/29/2017

CHASE AUTO	06/29/2017	
COAF	06/29/2017	
SHEFFIELD	01/17/2017	
CBCINNOVIS		09/02/2016
CBCINNOVIS		07/06/2016
FIFTH THIRD	06/13/2016	
AMEX		04/06/2016

✓ Accounts

How to dispute ↻

Real Estate

Account Name	Balance	Balance Date	Monthly Payment	Term
> NORTHWEST BK	\$171562	12/31/2017	\$2222	180
> NORTHWEST BK		09/09/2016		0
> LORAIN NBK		08/20/2015	\$282	0
> NORTHWEST BK	\$113510	12/31/2017	\$1687	0
> LORAIN NBK		08/20/2015	\$2178	180
> NW SAV BK		11/01/2015	\$2178	0
> SETERUS INC		12/22/2011	\$1175	360
> CHASE MTG		08/02/2010	\$1144	360

Revolving

Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

Public Filings

Summary

This following public filing data includes both open and closed filings found in D&B's database on this company. It is for informational purposes only and is not the official record. Certified copies can be obtained from the official source.

Record Type	# of Records	Most Recent Filing Date
Suits	1	06/16/0016
UCC Filing	1	07/05/0016
Government History	1	N/A

Details

Judgements

Report subject is not a defendant in any judgement.

Liens

Report subject is not a defendant in any lien.

Suits

Amount:

Status: Pending

Docket Number: 16CV189795

Plaintiff: CLEVE-GROUP LLC

Defendant: LAKEPOINT ENERGY LLC

Where Filed: LORAIN COUNTY COMMON PLEAS COURT, ELYRIA, OH

Date Status Attained: 06/16/16

Date Filed: 06/16/16

Latest Info Received: 07/07/16

If it is indicated that there are defendants other than the report subjects, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

UCC Filings

Account Name	Balance	Balance Date	Monthly Payment	Term
> 5/3 BANK CC		10/16/2015		0
> CB/ARHAUS		08/01/2011		0
> SYNCB/SAMS CLUB		08/01/2016		0
> SYNCB/SAMS		10/01/2005		0
> SYNCB/BRKBRD		09/23/2011		0
> SYNCB/BRDC		06/05/2015		0
> SYNCB HOME		09/19/2014		0
> WFFNB/LAZBOY MC		09/01/2009		0
> CB/ARHAUS		02/17/2016	\$118	0
> HOMEPRJVISA		01/16/2013		0
> DSNB MACYS		09/22/2011		0
> TARGET N.B.		09/22/2011		0
> SYNCB HOME		11/17/2014	\$49	0
> RAINBOW		09/22/2011		0
> SEARS/CBNA		04/11/2015	\$77	0
> CHASE CARD		05/11/2015	\$16	0
> CAP1/SAKS		04/04/2008		0
> SYNCB/PREF		12/01/2007		0
> CAP1/POLRS		11/16/2009		0
> SYNCB/CARE		03/01/2008		0

> SHEFFIELD FN

09/28/2011

0

Installment

Account Name	Balance	Balance Date	Monthly Payment	Term
> MERCEDES BENZ FINANCIA		12/01/2012		39
> TOYOTA MTR		03/03/2015		36
> TOYOTA MTR		12/06/2012		36
> FRD MOTOR CR		04/13/2012	\$597	72
> MB FIN SVC		03/01/2006	\$629	0
> CHRYSLERCAP	\$427	12/31/2017	\$427	36
> SHEFFIELD FN	\$2919	12/31/2017	\$150	36
> PNC BANK	\$78796	12/31/2017	\$1257	72
> SUNTRUST/THD		04/30/2016		84
> MB FIN SVCS		02/28/2009		39
> CHASE AUTO		07/27/2017		72
> CHASE AUTO		04/06/2011	\$1021	74

✓ Public Records

How to dispute ⊖



NONE REPORTED Your most recent credit report shows no records for this category.

This Company's Liabilities Year Over Year

Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Long Term Debt	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities And Net Worth	NA	NA	NA

Balance Sheet

Fiscal Consolidated Statement Dated

We currently do not have any recent financial statement on file for this business.			
--	--	--	--

Key Business Ratios

(Industry Median is based on this number of firms:)

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
Efficiency			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
Profitability			
Return on Sales	NA	NA	NA

Selected Company: LAKE POINT ENERGY, LLC
D-U-N-S #: 05-844-2816

Overview

Business Summary

Company Name:	LAKEPOINT ENERGY LLC	
D-U-N-S #:	05-844-2816	
DBA's:	N/A	
Address:	2556 Covington Pl	
City:	Avon	
State:	OH	
Zip:	44011	
Phone:	2166954000	
Principal:	STEVE EGGER	
Year Started:	2010	
Employs:	1 which includes partners.	
SIC Code(s):	49119904	Electric power broker
	87489904	Energy conservation consultant
	73899999	Business services at non-commercial site
NAICS Code(s):	221122	Electric Power Distribution
	541690	Other Scientific and Technical Consulting Services
	561990	All Other Support Services
Legal Structure:	DOMESTIC LIMITED LIABILITY CO	

Special Events

There have been no special events reported to D&B for this company.

History and Operations

Officers and Directors

Current Officers

Name	Title
STEVE EGGER	MEMBER

Current Directors

No directors have been listed in this company report.

Company History

Provides business consulting services, specializing in energy conservation. Provides electric services, specializing in electric power broker. Provides Business Services at non-commercial site.

Operations

Employees

1 which includes partners.

Facilities

Occupies premises in a building.

Location

Residential section on side street.

U.S. Branch

There are currently no U.S. branches listed in this company report.

U.S. Subsidiary

There are currently no U.S. subsidiaries listed in this company report.

International Branch

There are currently no international branches listed in this company report.

International Subsidiary

There are currently no international subsidiaries listed in this company report.

Payments

Payment Summary

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
					<31	31-60	61-90	91+
Top Industries								
Natnl commercial bank	1	\$30,000	\$30,000	100%	0	0	0	0
Lithographic printing	1	\$100	\$100	100%	0	0	0	0
Other Categories								
Cash experiences	0	\$0	\$0					
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&B's file	2	\$30,100	\$30,000					

The highest Now Owes on file is \$25,000

The highest Past Due on file is \$0

There are 2 payment experience(s) in D&Bs file for the most recent 24 months, with 2 experience(s) reported during the last three month period.

Payment Details

Total (Last 24 Months): 2

Date ↕	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo.)
12/2017	Ppt	\$30,000	\$25,000	\$0		1 mo
11/2017	Ppt	\$100	--	--		1 mo

Payments Detail Key: ■ 30 or more days beyond terms

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

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

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

Finances

Key Financial Comparisons

	(\$)	(\$)	(\$)
This Company's Operating Results Year Over Year			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
This Company's Assets Year Over Year			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA

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Terms of Use
Privacy

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Who we are
Terms of Use
Privacy Policy
Frequently asked questions

My account

My profile
Credit alerts
Credit score
Credit report
Tools
Credit Lock

Resources

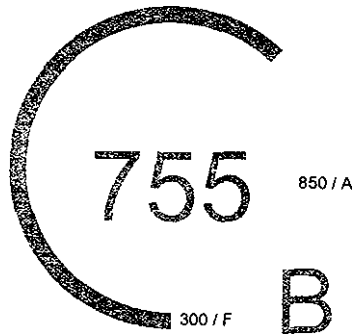
Support
Credit education
My Savings



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 [My VantageScore® 3.0 and Grade](#)



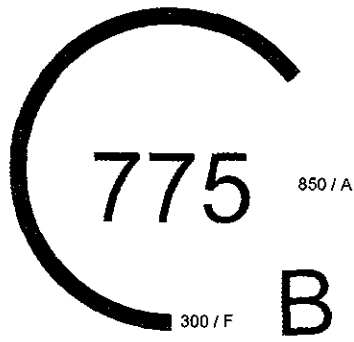
How you compare

Your credit ranks higher than 74% of the American consumers.

Updated on 01/12/2018



 [My VantageScore® 3.0 and Grade](#)



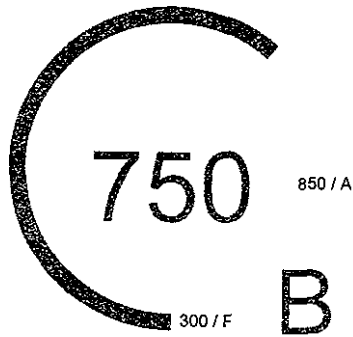
How you compare

Your credit ranks higher than 78% of the American consumers.

Updated on 01/12/2018



 My VantageScore® 3.0 and Grade

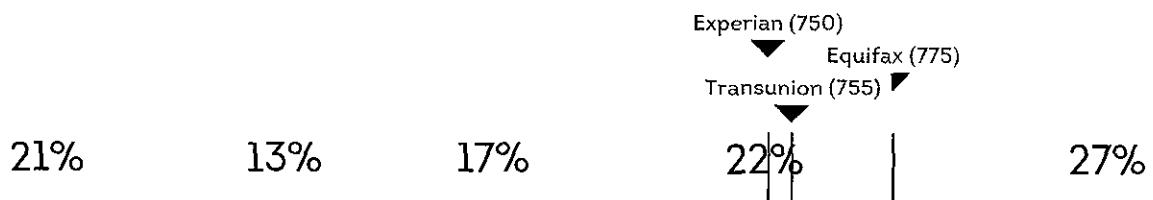


How you compare

Your credit ranks higher than 72% of the American consumers.

Updated on 01/12/2018

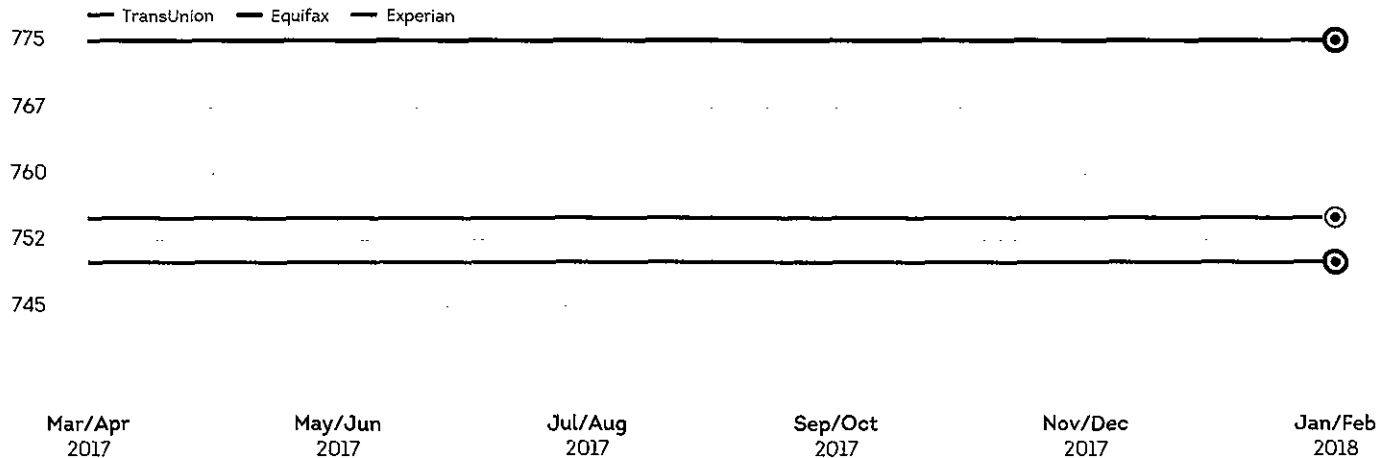
How You Compare (National Average)



F D C B A

300 600 657 719 780 850

Score Trending



Frequently Asked Questions (FAQ)

Credit Score FAQs

About VantageScore®

How my score is calculated

Credit Score FAQs

How does my credit score affect me?

Credit scores are important indicators of your financial health. Lenders use credit scores as major tools to determine:

- Whether or not you are a good candidate for a loan.
- What type of interest rate you will pay.

While a credit score is a key determinant of your creditworthiness, lenders also examine the information on your credit report and your loan application. Regularly checking your credit report enables you to:

- Be informed of the most up-to-date information in your credit history.
- Correct any inaccuracies, thus ensuring that your credit data is a true depiction of your credit record and increasing your chances of receiving credit under the best possible terms.

Why do I need three credit scores?

There are three national credit bureaus that collect information about you, and they obtain credit data independently. So while you might assume that your three credit reports and credit scores look exactly alike, they can actually differ significantly. When you upgrade to three credit scores, you can easily evaluate and compare the differences.

Additional Information

The VantageScore® Credit Score is provided to help you better understand how lenders view your credit report. It is not an endorsement or a determination of your qualification for a loan. Lenders use credit scores to help determine whether or not you are a good candidate for a loan and what interest rate you will pay. However, each lender has specific underwriting standards, so you should not assume that you will receive the same evaluation from each lender. As part of the underwriting process, they will incorporate additional information you provide and may obtain references. In addition, even if you are approved, the terms and conditions of loans vary from lender to lender. The information used to determine your credit score comes from one of the three major credit bureaus - TransUnion, Equifax and Experian. Credit reports are a compilation of credit information that is reported to the applicable bureau by the various lending institutions with which you have accounts. The information contained in your report reflects the latest information provided to the applicable bureau. If you recently made a payment, opened a new account, or authorized an inquiry, it may not yet be reflected in the credit report of any one of the bureaus you receive. Likewise, if the information is not included in the applicable credit report it will not be reflected in your credit score based on such report. Also, disputed items are not incorporated in the assessment of your credit score. Your credit score may change each time new information is captured in the credit report on which it is based. TransUnion Interactive is not connected in any way with Fair, Isaac and Company; the credit scores provided here are not so-called FICO scores. The VantageScore® Credit Score may not be identical in every respect to any consumer credit scores produced by any other company.

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Privacy Policy
Frequently asked questions

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My profile
Credit alerts
Credit score
Credit report
Tools
Credit Lock

Resources

Support
Credit education
My Savings



Exhibit C-8 "Bankruptcy Information"

There have never been any bankruptcy filings.

Exhibit C-9 "Merger Information"

There are none.

Exhibit C-10 "Corporate Structure"

Steve Egger, President
steve.egger@lpenergy.com
216-695-4000

LakePoint Energy, LLC is a Limited Liability Company headquartered in Avon, OH. There is one owner, listed above, LakePoint Energy, LLC does not have any subsidiary companies.

STEVEN J. EGGER

2556 Covington Place, Avon OH 44011

Cell: (216) 695-4000

Email: steve.egger@lpenergy.com

EXECUTIVE SUMMARY

A highly self-motivated sales & management professional with 10 years experience in outside sales, 4 years of experience in management and 3 years experience as Director of Operations. Consistently produced results in the top 5% of companies. Possess a relentless work ethic and desire to exceed at both personal goals and company objectives.

LEADERSHIP, MANAGERIAL & SALES EXPERIENCE

LakePoint Energy, LLC

Lake Point Energy specializes in helping commercial companies reduce their electrical and natural gas costs. As an independent broker and consultant firm we are committed to providing companies with unsurpassed quality and competitively priced electricity through our experience, capabilities, and expert personnel. LakePoint Energy has access to energy resources, information and market intelligence that result in lower energy costs.

President/Owner ~ (OH/PA/MI)

2010 - Present

Responsible for the sale and marketing of electricity and natural gas to small, medium and large businesses. Hire, train, supervise and support independent contractors to enable them to acquire new customers. Ensure that the company is providing expert advice, up to date information and excellent customer service to our existing client base.

- Acquired 32 million yearly kwh's a month throughout Ohio, PA and MI. (2012)
- Reached 100 customer accounts in an 11 month period. (2011)
- Reached 250 customer accounts (2010 - Present)
- Manage 200 million kWh's and 250,000 mcf's

Cornerstone Managed Properties, Inc.

11/2006 - 8/2011

Executive Sales Director - (Midwest)

Responsible for providing direction and leadership to maximize productivity of the sales force, and to ensure the achievement of sales objectives. Build and develop the talents of Regional Sales Managers, Managers and Sales Agents. Enhance efficiency and profitability through innovative sales and marketing strategies.

- Grew company from 1 to 8 multi-family apartment communities consisting of 2,000 units. (2007 to Present)
- Increased occupancy from 74% to 90% on a property of 480 units. (Hunters West Apartments - Flint, MI) (2010)
- Increased occupancy from 40% to 95% on a property of 278 units. (Columbus Portfolio - Columbus, OH) (2009)
- Increased occupancy from 82% to 96% on a property of 212 units. (Chesapeake Point - Akron, OH) (2009)
- Increased occupancy from 78% to 100% on a property of 220 units. (Park Place Apartments - South Park, PA) (2008)
- Increased occupancy from 74% to 96% on a property of 460 units. (Coliseum Park - Fort Wayne, IN) (2008)
- Increased occupancy from 20% to 100% on a property of 148 units. (Chamberlain I & II - Dayton, OH) (2007)

Niederst Management Properties, Inc.

9/2005 - 11/2006

Regional Manager - Sales Department (Northern, OH)

Responsible for the day-to-day operations, profitability and efficiency of 575 units in Northern, OH. Prepare, present and monitor the annual operating budget. Monitor capital improvement programs. Maintain a minimum of 92% occupancy.

Hire, train and supervise all on-site staff. Ensure that staff is properly trained and supported to enable them to effectively and efficiently perform the duties that are expected of them. Ensure that on-site staff is providing excellent customer service to residents and prospective residents.

- Increased occupancy from 74% to 95% on a portfolio of 1,385 units. (Condor Gardens Apts, Evergreen Village, Lakeshore Colonial Apts, Sunset Townhomes & Highland House Apts, Parma Woods, Valley York, Weeping Cherry). (2006)
- Decreased expenses 15% on a portfolio of 1,385 units. (Advertising, marketing, utilities and payroll). (2006)
- Increased occupancy from 68% to 98% in a 5 month period at Condor Garden Apartments (180 unit complex).
- Increased occupancy from 74% to 95% in a 5 month period at Evergreen Village Apartments (132 unit complex).

Opex Corporation

8/2004 - 9/2005

Sales Engineer - (Cleveland, OH)

Responsible for the sales and service of automated mailroom products and software integration to a variety of businesses such as banks, mortgage companies, retail/wholesale lockboxes, credit agencies, presort bureaus, utility companies and credit unions. Manage assigned territory; Michigan, Northern Ohio, Western Pennsylvania, Northern Indiana and Western New York. Attain a minimum of yearly quota of \$1.7 million in sales.

- Opex Corporation Sales Engineer Of The Month (March, 2005)
- **Opex Corporation Sales and Service Trip Abroad** achieving 100% of quota (Q4' 04)
- Opex Corporation Certificate of Excellence awarded in Sales Engineer Boot Camp (Q4' 04)

Celestial Communications, Inc.

5/2002 – 8/2004

Operations Manager – Sales Department (Sheffield Village, OH)

Responsible for entire commercial operation of the company (Finance, Sales, Marketing, and Operations). Determine product & service pricing structure & profit markups. Determine personnel salaries, pay rates, bonus programs & amounts. Ensure good public relations with wireless vendors and mall management.

- Successful Venture - Sold 3 locations leases and assets. (2004)
- Grew company monthly B2B activations 108% from 24 to 50 per month. (2004)
- Grew company locations from 1 to 3. (2003)

MCI WorldCom

2/2001 – 5/2002

Business Sales Manager - (Independence, OH)

Managed the sales activities of 12 outside Wireless Account Executives (WAE's) and two or more Assistant Sales Managers. Provided leadership and planed sales activities for existing WAE's and trained newly hired WAE's. Motivate and direct sales strategy within assigned sales territory to meet sales goals.

- Achieved 193% increase in gross monthly activations from 92 to 270 a month. (2003)
- Achieved 171% increase in gross monthly activations from 34 to 92 a month. (2002)
- (Q1'02) Ranked #3 of 20 managers in the Great Lakes Region (OH, Chicago, PA, MN, MI, MO).
- Leader's Club award recipient achieving 200% of quota (Q2'01)

GTE Wireless/Alltel

5/1997 – 2/2001

Outside Business Sales Representative - (Cleveland, OH)

Responsible for the sales service and support of wireless and data applications to corporate businesses. Manage assigned territory. Demonstrate a high level of commitment and customer service to GTE Wireless customers. Attain a minimum 100% of monthly sales quota (48 phones voice and data).

- **2000 GTE Winner's Circle Trip Abroad** recipient ranking in top 5% of 1,500 reps achieving 300% ytd quota.
- 2000 GTE Midwest sales leader achieving 401% of quota (Q1 '00).
- 2000 GTE Balanced Performance top performer scoring 132 of 150 possible points. Scoring based on Net Voice, Net Data, Feature Sales, Upgrades, Compliance and Self-Development.
- **1999 GTE Winner's Circle Trip Abroad** recipient ranking #4 in U.S. of 1,500 reps achieving 189% ytd of quota.
- Ohio Black Belt Program participant, chosen as 1 of 3 out of 20 BAE's for future management positions.
- 1999 GTE Data Presentation Winner out of 20 Business Account Executives and 3 Sales Managers.
- **1998 GTE Winner's Circle Trip Abroad** recipient ranking #3 in the U.S. of 1,500 reps achieving 238% ytd quota.
- **1997 GTE Winner's Circle Trip Abroad** recipient ranking #5 in U.S. of 1,500 reps achieving 231% ytd of quota.
- 1997 GTE Midwest Area Platinum Winner achieving over 225% of ytd quota.

EDUCATION & TRAINING

Bowling Green State University - (Bowling Green, OH)

8/1995

Bachelor of Arts in Communication

- Member of Dean's List 1994
- Interfraternal Council – Outstanding Sports Chair 1994-1995

Management Training

- The Keys To Management Greatness (Toni Blake)
- Executive Brainstorming Sessions (Multifamily Pro Las Vegas, Nevada)
- Apartment All Stars Seminar (Toni Blake, Bill Nye, Mindy Williams, Kate Good in Cleveland, OH)
- Certified Manager of Apartments (CMA Certificate) (Ralph McGreevy President NOAA)
- PEM Positive Employee Management (Hank Larkins Human Resources MCI)
- Interviewing and Selection (John Garza Management/Professional Development Courses MCI)
- Fraud Training (Kathy Chapman Great Lakes Regional Trainer MCI)
- Management Training (Hank Larkins Human Resources MCI)

Sales Training

- Direct Energy Choice Program (Richard Suchant Direct Energy)

- Glacial Agent Training (Tony O'Brien Glacial Energy)
- Culture (Al Stevens Founder Opex Corporation)
- Natural Selling Concepts (Carl B. Bromer President Stellar Sales Training Inc.)
- Making "It" Happen (Jeff Bowen President Opex Corp.)
- Nextel Public Sector & Corporate Accounts (Zachary Shields Gov. Account Mgr)
- Verizon Wireless Authorized Agent Training (Debbie Gallard)
- Selling Wireless (Heather Meyer Great Lakes Sales Trainer MCI)
- Business Sales Data (Mike Dybas Data Engineer GTE)
- It's Just Good Business (Heidi Friedberg Human Resources GTE)

Computer Skills

Proficient with IBM Windows based systems and Microsoft Word, Excel, Powerpoint and Outlook. Yardi and RealPage integrated solution software for commercial real estate.