

FILE

29

Xencom Green Energy, LLC  
Case No 13-0769-EL-AGG  
1609 Precision Dr Suite 3000  
Plano, TX 75074  
3/15/2019

13-0769-EL-AGG

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

Chief Clerk:

Enclosed is the renewal application for Xencom Green Energy, LLC to meet the requirements to remain licensed in the state. Please contact me at the email or phone number below if there are any issues.

Sincerely,



Brian Cross  
President  
Xencom Green Energy, LLC  
469.429.1111  
Brian.Cross@Xencom.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.  
Technician Jmm Date Processed 04/12/19

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PUCO



## Public Utilities Commission

Mike DeWine, Governor  
Asim Z. Haque, Chairman

### Commissioners

M. Beth Trombold  
Thomas W. Johnson  
Lawrence K. Friedman  
Daniel R. Conway

March 19, 2019

XENCOM GREEN ENERGY LLC  
1609 PRECISION DR SUITE 3000  
PLANO, TX 75074

### Notice of Pending Expiration of PUCO Certification

Company Name: XENCOM GREEN ENERGY LLC  
Certification Case No.: 13-0769-EL-AGG  
Certificate Expiration Date: 5/23/2019

To Whom It May Concern:

This letter serves to provide notice that the above-listed certificate issued by the Public Utilities Commission of Ohio pursuant to the Ohio Revised Code, is due to expire on **5/23/2019**. If you have already filed your renewal application, or if you do not want to renew your certificate, **please disregard this letter.**

Rule 4901:1-24-09 O.A.C. requires renewal applications to be filed no less than 30 and no more than 60 days **prior** to the certificate expiration date. If the listed company wishes to continue to operate under the above certificate, a renewal application must be filed **at least 30 days prior** to the expiration date.

If the listed company has missed the 30-day deadline but the certificate has yet to expire, a motion to extend must be filed in the existing case by an attorney licensed to practice law in Ohio. A renewal application should be filed at the same time.

If the certificate has expired and the company wishes to continue operations in Ohio, a new certificate application must be filed. A motion requesting an extension of the original certificate and requesting to operate during pendency of the new certification application must be filed by an attorney licensed to practice law in Ohio. If you have additional questions you may call the Commission representative listed below.

Any company or company officer that continues to provide Ohio jurisdictional service under an expired certificate without Commission authorization may be assessed a civil forfeiture pursuant to Section 4905.54 of the Ohio Revised Code.

Questions regarding this notice should be directed to Melissa Scarberry of the Commission's Reliability and Service Analysis Division, Service Monitoring and Enforcement Department, at [melissa.scarberry@puc.ohio.gov](mailto:melissa.scarberry@puc.ohio.gov) or at 614-644-7960.

Sincerely,

Melissa Scarberry  
Utility Specialist II

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PUCO

2019 APR 12 PM 2:02

4/23/2019

FILE



# Public Utilities Commission

Original AGG Case Number	Version
13-0769 -EL-AGG	May 2016

## RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

### A. RENEWAL INFORMATION

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

☒ Power Broker ☐ Aggregator

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

Legal Name Xencom Green Energy, LLC  
 Address 1609 Precision Dr Suite 3000, Plano, TX 75074  
 PUCO Certificate # and Date Certified 13-685E 5/23/17  
 Telephone # (469) 429-1111 Web site address (if any) Xencom.com

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

Legal Name Xencom Green Energy, LLC  
 Address 1609 Precision Dr Suite 3000, Plano TX 75074  
 Telephone # (469) 429-1111 Web site address (if any) \_\_\_\_\_

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

Xencom Green Energy, LLC \_\_\_\_\_  
 \_\_\_\_\_

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

Name Brian Cross  
 Title President  
 Business address 1609 Precision Dr. Suite 3000, Plano, TX 75074  
 Telephone # (469) 429-1111 Fax # (469) 429-1112  
 E-mail address Brian.Cross@xencom.com

2017 APR 12 PM 2:02

RECEIVED-DOCKETING DIV

PUCO

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

Name Brian Cross  
Title President  
Business address 1609 Precision Dr. Suite 3000, Plano, TX 75074  
Telephone # (469) 429-1111 Fax # (469) 429-1112  
E-mail address Brian.Cross@Xencom.com

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

Customer Service address 1609 Precision Dr. Suite 3000, Plano, TX 75074  
Toll-free Telephone # (800) 316-7129 Fax # (469) 429-1111  
E-mail address Brian.Cross@xencom.com

**A-8 Applicant's federal employer identification number # 26-3743529**

**A-9 Applicant's form of ownership (check one)**

- |                                                                         |                                                          |
|-------------------------------------------------------------------------|----------------------------------------------------------|
| <input type="checkbox"/> Sole Proprietorship                            | <input type="checkbox"/> Partnership                     |
| <input checked="" type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation                                    | <input type="checkbox"/> Other _____                     |

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-10 Exhibit A -10 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

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

**B-3** **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.  
☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

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

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

## **C. FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (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 arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, 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, 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 credit report from Experion, 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.

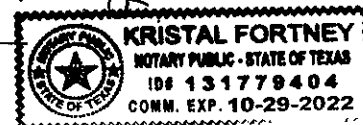
  
 Signature of Applicant & Title

Sworn and subscribed before me this 9<sup>th</sup> day of April, 2019  
 Month Year

  
 Signature of official administering oath

Kristal Fortney - Notary  
 Print Name and Title

My commission expires on 10/29/2022



# **AFFIDAVIT**

State of Texas :

Piano ss.  
(Town)

County of Collin :

Brian Cross, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Xucum Green Energy (Name of Applicant);

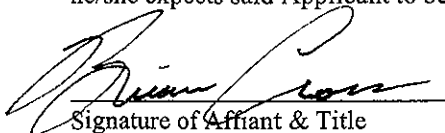
That he/she is authorized to and does make this affidavit for said Applicant,

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



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

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


 President  
Signature of Affiant & Title

Sworn and subscribed before me this 9 day of May, 2019.  
Month Year



Signature of official administering oath

Kristal Fortney  
Print Name and Title

 My commission expires on 10/29/2022

**A-10 Officers**

Robert A Cross  
CEO  
[bob.cross@xencom.com](mailto:bob.cross@xencom.com)  
1609 Precision Dr.  
Suite 3000  
Plano, TX 75074  
PH: 469.429.1111  
Direct: 469-573-6102  
CL: 214.679.1757  
[www.xencom.com](http://www.xencom.com)

Brian Cross  
President  
[Brian.Cross@Xencom.com](mailto:Brian.Cross@Xencom.com)  
1609 Precision Dr  
Suite 3000  
Plano, TX 75074  
PH: 469.429.1111  
[www.xencom.com](http://www.xencom.com)

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: [BrianC@XencomGreenEnergy.com](mailto:BrianC@XencomGreenEnergy.com)

**B-1 Jurisdictions of Operation**

Xencom Green Energy, LLC is involved in the brokerage of commercial electricity in a number of the deregulated markets which include the following states:

IL  
PA  
OH  
MD  
TX  
MA

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
Email: BrianC@XencomGreenEnergy.com

**B-2 Experience and Plans**

Xencom Green Energy, LLC intends to provide brokerage services for electricity throughout the state of Ohio to its existing client base of commercial properties. Xencom Green Energy does not have any plans to actively market in OH and relies on referrals for business.

All inquiries and complaints will be immediately responded to by Brian Cross the Vice President of Operations.

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: BrianC@XencomGreenEnergy.com

**B-3 Disclosure of Liabilities and Investigations**

Xencom Green Energy has no 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.

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: BrianC@XencomGreenEnergy.com

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**C-1 Annual Reports**

- Since Xencom Green Energy is a privately held LLC there is no requirement for us to prepare Annual Reports.

1609 Precision Dr, Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: BrianC@XencomGreenEnergy.com

**C-2 SEC Filings**

As a privately held LLC there is no requirement to file with the SEC because Xencom Green Energy is not traded publicly.

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: BrianC@XencomGreenEnergy.com

C3

4/10/2019

XENCOM  
GREEN  
ENERGY, LLC

BALANCE SHEET  
DECEMBER 31, 2017

<b>ASSETS</b>		
Current Assets:		
Cash	89,340	
Accounts Receivable	172,718	
Notes Receivable-Current Maturity	-	
Receivable From Affiliates & Members	14,755	
Inventory	-	
Costs and estimated earnings in excess of billings on uncompleted contracts	-	
Prepaid Expenses	2,165	
Total Current Assets	<u>278,978</u>	
Fixed Assets:		
Equipment & Vehicles	5,763	
Less Accumulated Depreciation	(2,997)	
Total Fixed Assets	<u>2,766</u>	
Other Assets:		
Intangible Assets	52,900	
Less Accumulated Amortization	(52,900)	
Notes Receivable	-	
Equity Investments	-	
Other	-	
Total Other Assets	<u>1</u>	
<b>TOTAL ASSETS</b>	<u><b>281,744</b></u>	
<b>LIABILITIES &amp; MEMBER'S EQUITY</b>		
<b>LIABILITIES</b>		
Accounts Payable	103,044	
Notes Payable - Current Maturity	-	
Accrued Wages & Guaranteed Payments	14,230	
Payroll and Sales Taxes Payable	457	
Warranty Reserve	-	
Future Revenues	-	
Billings in excess of costs and estimated earnings on uncompleted contracts	-	
Payable To Affiliates & Members	-	
Total Current Liabilities	<u>34,696</u>	
Long Term Liabilities:	<u>152,427</u>	
Notes Payable	-	
Total Long Term Liabilities	<u>-</u>	
Total Liabilities	<u>152,427</u>	
<b>MEMBER'S EQUITY</b>		
Members' Capital	129,317	
Total Member's Equity	<u>129,317</u>	
<b>TOTAL LIABILITIES/MEMBER'S EQUITY</b>	<u><b>281,744</b></u>	



C3

XENCOM  
GREEN  
ENERGY, LLC

CASH FLOW STATEMENT  
FOR THE YEAR ENDED DECEMBER 31, 2017

<b>OPERATIONS</b>		
Net Income (Loss)		158,118
Adjustments:		
Depreciation & Amortization		18,598
Accounts & Notes Receivable		(61,449)
Inventory		-
Costs and estimated earnings in excess of billings on uncompleted contracts		-
Prepaid Expenses		1,880
Accounts Payable		(14,407)
Accrued Wages and Guaranteed Payme		6,980
Payroll and Sales Tax Liabilities		(413)
Warranty Reserve		-
Future Revenues		-
Billings in excess of costs and estimated earnings on uncompleted contracts		-
Net From (Used For) Operations		<u>109,308</u>
<b>INVESTMENT</b>		
Dispose (Purchase) Fixed Assets		-
Dispose (Purchase) Intangible Assets		-
Net From (Used For) Investment		<u>-</u>
<b>FINANCING</b>		
Notes Receivable:		
Loaned		-
Paid		-
Bank Borrowing:		
Borrowed		-
Principal Paid		-
Asset Acquisition Loans:		
Borrowed		-
Principal Paid		(28,800)
Member Withdrawals		-
Other Assets		-
Investment In Affiliates		(190,233)
Receivable/Payable With Affiliates		(219,033)
Net From (Used For) Financing		<u>(109,725)</u>
Net Cash Flow		<u>(109,725)</u>
CASH, Beginning of Period		<u>199,066</u>
CASH, End of Period		<u>89,340</u>

4/10/2019

XENCOM  
GREEN  
ENERGY, LLC

INCOME STATEMENT  
FOR THE YEAR ENDED DECEMBER 31, 2017

REVENUES	
Housekeeping & Maintenance Services	-
Energy Management	624,939
Overhead Allocated	-
Net From LLC Investments	-
Other	-
Total Revenues	<u>624,939</u>
DIRECT COSTS	
Payroll	-
Payroll Overhead	-
Insurance	-
Materials & Equipment	-
Contracted Services	187,238
Total Direct Costs	<u>187,238</u>
Gross Profit	<u>437,702</u>
GENERAL & ADMINISTRATIVE	
Wages and Guaranteed Payments	205,713
Payroll Overhead	26,444
Marketing	8,016
Office Expenses	3,759
Insurance	4,338
Travel & Entertainment	5,614
Communication	1,623
Depreciation & Amortization	18,598
Professional Fees	1,890
Vehicle Expenses	-
Taxes, Licenses, Fees	3,106
Bad Debts	-
Overhead Allocation	-
Other	483
Total General & Administrative	<u>279,584</u>
Net Operating Income	<u>158,118</u>
Investment Income	-
Interest Expense	-
Gain (Loss) on Asset Disposal	-
Net Income	<u><u>158,118</u></u>

XENCOM  
GREEN  
ENERGY, LLC  
  
BALANCE SHEET  
DECEMBER 31, 2018

4/10/2019

ASSETS		
Current Assets:		
Cash	93,126	
Accounts Receivable	237,096	
Notes Receivable-Current Maturity	-	
Receivable From Affiliates & Members	14,775	
Inventory	-	
Costs and estimated earnings in excess of billings on uncompleted contracts	-	
Prepaid Expenses	1,807	
Total Current Assets	346,803	
Fixed Assets:		
Equipment & Vehicles	5,763	
Less Accumulated Depreciation	(4,001)	
Total Fixed Assets	1,762	
Other Assets:		
Intangible Assets	52,900	
Less Accumulated Amortization	(52,900)	
Notes Receivable	-	
Equity Investments	-	
Other	-	
Total Other Assets	1	
TOTAL ASSETS	348,566	
LIABILITIES & MEMBER'S EQUITY		
LIABILITIES		
Accounts Payable	108,752	
Notes Payable - Current Maturity	-	
Accrued Wages & Guaranteed Payments	12,126	
Payroll and Sales Taxes Payable	1,547	
Warranty Reserve	-	
Future Revenues	-	
Billings in excess of costs and estimated earnings on uncompleted contracts	-	
Payable To Affiliates & Members	-	
Total Current Liabilities	11,499	
Long Term Liabilities	133,923	
Notes Payable	-	
Total Long Term Liabilities	-	
Total Liabilities	133,923	
MEMBER'S EQUITY		
Members' Capital	214,643	
Total Member's Equity	214,643	
TOTAL LIABILITIES/MEMBER'S EQUITY	348,566	

XENCOM  
GREEN  
ENERGY, LLC

CASH FLOW STATEMENT  
FOR THE YEAR ENDED DECEMBER 31, 2018

OPERATIONS	
Net Income (Loss)	180,508
Adjustments:	
Depreciation & Amortization	1,004
Accounts & Notes Receivable	(64,378)
Inventory	-
Costs and estimated earnings in excess of billings on uncompleted contracts	-
Prepaid Expenses	358
Accounts Payable	5,708
Accrued Wages and Guaranteed Payme	(2,105)
Payroll and Sales Tax Liabilities	1,090
Warranty Reserve	-
Future Revenues	-
Billings in excess of costs and estimated earnings on uncompleted contracts	-
Net From (Used For) Operations	122,186
INVESTMENT	
Dispose (Purchase) Fixed Assets	-
Dispose (Purchase) Intangible Assets	-
Net From (Used For) Investment	-
FINANCING	
Notes Receivable:	
Loaned	-
Paid	-
Bank Borrowing:	
Borrowed	-
Principal Paid	-
Asset Acquisition Loans:	
Borrowed	-
Principal Paid	-
Member Withdrawals	(95,182)
Other Assets	-
Investment In Affiliates	-
Receivable/Payable With Affiliates	(23,218)
Net From (Used For) Financing	(118,400)
Net Cash Flow	3,786
CASH, Beginning of Period	89,340
CASH, End of Period	93,126

4/10/2019

XENCOM  
GREEN  
ENERGY, LLC

INCOME STATEMENT  
FOR THE YEAR ENDED DECEMBER 31, 2018

REVENUES	
Housekeeping & Maintenance Services	-
Energy Management	650,741
Overhead Allocated	-
Net From LLC Investments	-
Other	-
Total Revenues	<u>650,741</u>
DIRECT COSTS	
Payroll	-
Payroll Overhead	-
Insurance	-
Materials & Equipment	-
Contracted Services	204,934
Total Direct Costs	<u>204,934</u>
Gross Profit	<u>445,807</u>
GENERAL & ADMINISTRATIVE	
Wages and Guaranteed Payments	199,049
Payroll Overhead	25,232
Marketing	7,312
Office Expenses	9,558
Insurance	2,987
Travel & Entertainment	2,814
Communication	1,905
Depreciation & Amortization	1,004
Professional Fees	12,032
Vehicle Expenses	-
Taxes, Licenses, Fees	2,998
Bad Debts	-
Overhead Allocation	-
Other	408
Total General & Administrative	<u>265,299</u>
Net Operating Income	<u>180,508</u>
Investment Income	-
Interest Expense	-
Gain (Loss) on Asset Disposal	-
Net Income	<u><u>180,508</u></u>



**C-4 Financial Arrangements**

Here is the contact information for our officer at the bank:

Donna Butterfield | Senior Vice President  
Frost Corporate Banking  
11701 Plano Rd | Dallas, TX 75243  
Telephone 214-515-4679  
[donna.butterfield@frostbank.com](mailto:donna.butterfield@frostbank.com)

*N/A → Will not be taking title of electricity.*

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: [BrianC@XencomGreenEnergy.com](mailto:BrianC@XencomGreenEnergy.com)

C-5

# Income Statement

Xencom Green Energy  
2019 Projected

Financial Statements in U.S. Dollars

## Revenue

Gross Sales  
Less: Sales Returns and Allowances  
Net Sales

20000	
	20000

## Cost of Goods Sold

Beginning Inventory  
Add: Purchases  
Freight-in  
Direct Labor  
Indirect Expenses  
Inventory Available  
Less: Ending Inventory  
Cost of Goods Sold

0	
	0

Gross Profit (Loss)

20000

## Expenses

Advertising  
Amortization  
Bad Debts  
Bank Charges  
Charitable Contributions  
Commissions  
Contract Labor  
Depreciation  
Dues and Subscriptions  
Employee Benefit Programs  
Insurance  
Interest  
Legal and Professional Fees  
Licenses and Fees  
Miscellaneous  
Office Expense  
Payroll Taxes  
Postage  
Rent  
Repairs and Maintenance  
Supplies  
Telephone  
Travel  
Utilities  
Vehicle Expenses  
Wages  
Total Expenses

100	
200	
1000	
100	
5000	
	6400

Net Operating Income

13600

## Other Income

Gain (Loss) on Sale of Assets  
Interest Income  
Total Other Income

	0

Net Income (Loss)

13600

Prepared by:

Brian Cross  
1609 Precision Dr Suite 3000  
Plano TX 75074  
Brian.Cross@Xencom.com

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## Income Statement

Xencom Green Energy  
2020 Projected

Financial Statements in U.S. Dollars

### Revenue

Gross Sales  
Less: Sales Returns and Allowances  
Net Sales

22000	
	22000

### Cost of Goods Sold

Beginning Inventory  
Add: Purchases  
Freight-in  
Direct Labor  
Indirect Expenses  
Inventory Available  
Less: Ending Inventory  
Cost of Goods Sold

0	
	0

Gross Profit (Loss)

22000
-------

### Expenses

Advertising  
Amortization  
Bad Debts  
Bank Charges  
Charitable Contributions  
Commissions  
Contract Labor  
Depreciation  
Dues and Subscriptions  
Employee Benefit Programs  
Insurance  
Interest  
Legal and Professional Fees  
Licenses and Fees  
Miscellaneous  
Office Expense  
Payroll Taxes  
Postage  
Rent  
Repairs and Maintenance  
Supplies  
Telephone  
Travel  
Utilities  
Vehicle Expenses  
Wages  
Total Expenses

100	
200	
1000	
100	
5000	
	6400

Net Operating Income

15600
-------

### Other Income

Gain (Loss) on Sale of Assets  
Interest Income  
Total Other Income

	0

Net Income (Loss)

15600
-------

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**C-6 Credit Rating**

Xencom Green Energy is a privately held LLC and we do not subscribe to any outside 3rd party credit agency.

Here is the contact information for our officer at the bank:

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Frost Corporate Banking  
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Telephone 214-515-4679  
[donna.butterfield@frostbank.com](mailto:donna.butterfield@frostbank.com)

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: [BrianC@XencomGreenEnergy.com](mailto:BrianC@XencomGreenEnergy.com)



**C-7 Credit Report**

Xencom Green Energy is a privately held LLC and we do not subscribe to any outside 3rd party credit agency.

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Frost Corporate Banking  
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Telephone 214-515-4679  
[donna.butterfield@frostbank.com](mailto:donna.butterfield@frostbank.com)

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Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: [BrianC@XencomGreenEnergy.com](mailto:BrianC@XencomGreenEnergy.com)

**C-8 Bankruptcy Information**

Xencom Green Energy has not had 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.

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Plano, TX 75074

Phone: 469.429.1111  
Fax: 469.429.1112  
E-mail: BrianC@XencomGreenEnergy.com

**C-9 Merger Information**

Xencom Green Energy has not had any dissolution or merger or acquisition within the five most recent years preceding the application.

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E-mail: BrianC@XencomGreenEnergy.com



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**Corporate Structure**

Xencom Systems, LLC



Xencom Green Energy, LLC

1609 Precision Dr. Suite 3000  
Plano, TX 75074

Phone: 469.429.1111  
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E-mail: [BrianC@XencomGreenEnergy.com](mailto:BrianC@XencomGreenEnergy.com)