



**DIS Case Number: 16-1861-GA-AGG**

## Section A: Application Information

## Section B: Applicant Managerial Capability and Experience

## Section C: Applicant Financial Capability and Experience

### **C-3. Forecasted financial statements**

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio.**

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

File(s) attached



**Public Utilities  
Commission**

Section D: Applicant Technical Capacity



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# Application Attachments

# Exhibit C-5 INCOME STATEMENT

## Two-Year Forecasted Income Statement

### Navigate Power Ohio Electricity Income Projections

	<u>December-21</u>	<u>December-22</u>
<b>Revenue</b>		
Gross Sales	1,371,787	1,508,966
Less: Sales Returns and Allowances		
<b>Net Sales</b>	\$ 1,371,787.00	\$ 1,508,965.70
<b>Cost of Goods Sold</b>		
Beginning Inventory	0	0
Add: Purchases	0	0
Freight-in	0	0
Direct Labor	0	0
Indirect Expenses	0	0
Inventory Available	0	0
Less: Ending Inventory		
<b>Cost of Goods Sold</b>	0	0
<b>Gross Profit (Loss)</b>	<b>\$ 1,371,787.00</b>	<b>\$ 1,508,965.70</b>
<b>Expenses</b>		
Advertising	2,333	2,567
Amortization	0	0
Bad Debts	6,000	6,600
Bank Charges	1,000	1,100
Charitable Contributions	0	0
Commissions	685,894	754,483
Contract Labor	0	0
Depreciation	0	0
Dues and Subscriptions	800	880
Employee Benefit Programs	16,000	17,600
Insurance	2,000	2,200
Interest	0	0
Legal and Professional Fees	11,600	12,760
Licenses and Fees	400	440
Miscellaneous	8,000	8,800
Office Expense	3,000	3,300
Payroll Taxes	8,400	9,240
Postage	400	440
Rent	16,000	17,600
Repairs and Maintenance	0	0
Supplies	1,333	1,467
Telephone	800	880
Travel	3,000	3,300
Utilities	4,000	4,400
Vehicle Expenses	8,000	8,800
Wages	72,000	79,200
<b>Total Expenses</b>	<b>\$ 850,960.17</b>	<b>\$ 936,056.18</b>
<b>Net Operating Income</b>	<b>\$ 520,826.83</b>	<b>\$ 572,909.52</b>
<b>Other Income</b>		
Gain (Loss) on Sale of Assets	0	0
Interest Income	0	0
<b>Total Other Income</b>	0	0
<b>Net Income (Loss)</b>	<b>\$ 520,826.83</b>	<b>\$ 572,909.52</b>

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**Case No(s). 16-1861-GA-AGG**

Summary: In the Matter of the Application of Navigate Power LLC