



# Public Utilities Commission

Competitive Retail Electric Service (CRES)  
Provider Application

Case Number: 13 - 1438 - EL-AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

## A. Application Information

### A-1. Provider Type.

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator



Power Broker



Power Marketer



Retail Electric  
Generation Provider



### A-2. Applicant's legal name and contact information.

Provide the name and contact information of the business entity.

Legal Name: The Eric Ryan Corporation  
Street Address: 1 Early Street, Suite A  
City: Ellwood City State: PA Zip: 16117  
Telephone: 724-752-8900 Website: www.ericryan.com

### A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: The Eric Ryan Corporation  
Street Address: 1 Early Street, Suite A  
City: Ellwood City State: PA Zip: 16117  
Telephone: 724-752-8900 Website: www.ericryan.com

### A-4. Names under which the applicant does business in North America.

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): same as above

**A-5. Contact person for regulatory matters.**

Name: Chris Clark Title: V.P. of Procurement  
Street Address: 1 Early Street, Suite A  
City: Ellwood City State: PA Zip: 16117  
Telephone: 724-758-2935 Email: cclark@ericryan.com

**A-6. Contact person for PUCO Staff use in investigating consumer complaints.**

Name: Chris Clark Title: V.P. of Procurement  
Street Address: 1 Early Street, Suite A  
City: Ellwood City State: PA Zip: 16117  
Telephone: 724-758-2935 Email: cclark@ericryan.com

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

Street Address: 1 Early Street, Suite A  
City: Ellwood City State: PA Zip: 16117  
Toll-free  
Telephone: 1-800-837-6406 Email: ericryancorporation@ericryan.com

**A-8. Applicant's federal employer identification number.**

FEIN: 25-1744565

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

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

**A-10. Identify current or proposed service areas.**

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

**Service area selection:**

AEP Ohio	DP&L	Duke Energy Ohio	FirstEnergy – Cleveland Electric Illuminating
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

FirstEnergy – Ohio  
Edison



FirstEnergy – Toledo  
Edison



**Class of customer selection:**

Commercial



Industrial



Mercantile



Residential



**A-11. Start Date.**

Indicate the approximate start date the applicant began/will begin offering services.

Date: July 21, 2021

**A-12. Principal officers, directors and partners.**

Please provide an attachment for all contacts that should be listed as an officer, director or partner.

**A-13. Company history.**

Provide an attachment with a concise description of the applicant's company history and principal business interests.

**A-14. Secretary of State.**

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

## **B. Managerial Capability**

Provide a response or attachment for each of the sections below.

**B-1. Jurisdiction of operations.**

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

**B-2. Experience and plans.**

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

**B-3. Disclosure of liabilities and investigations.**

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

**B-4. Disclosure of consumer protection violations.**

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☒

**B-5. Disclosure of certification denial, curtailment, suspension, or revocation.**

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years? If yes, attach a document detailing the information.

Yes

☐

No

☒

**B-6. Environmental disclosure.**

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

**C. Financial Capability**

Provide a response or attachment for each of the sections below.

**C-1. Financial reporting.**

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

**C-2. Financial statements**

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

**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.

**C-4. Credit rating.**

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 "Not Rated".

**C-5. Credit report.**

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

**C-6. Bankruptcy information.**

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☒

**C-7. Merger information.**

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☒

**C-8. Corporate structure.**

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

**C-9. Financial arrangements.**

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

## D. Technical Capability

Provide an attachment for each of the sections below.

### D-1. Operations.

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

### D-2. Operations expertise and key technical personnel.

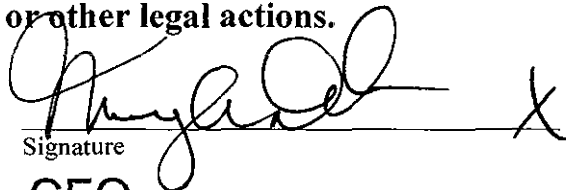
Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

### D-3. FERC power marketer authorization.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide the FERC docket granting the applicant power marketer authority.

**As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.**


X
May 3, 2021  
 Signature \_\_\_\_\_ Date \_\_\_\_\_  
 CFO  
 Title \_\_\_\_\_

# **Competitive Retail Electric Service Affidavit**

County of Lawrence :

State of Pennsylvania :

Mary A. DeCaria, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant 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 will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant 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 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, 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.
11. The Applicant will inform the Public Utilities Commission of Ohio 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 consumer complaints.



12. The facts set forth above are true and accurate 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.

13. Affiant further sayeth naught.

X Maya Del CFO  
Signature of Affiant & Title

Sworn and subscribed before me this 3<sup>rd</sup> day of May, 2021  
Month Year

Anthony James DeCaria Jr.  
Signature of official administering oath

Anthony DeCaria Jr. Contract Administrator  
Print Name and Title

Commonwealth of Pennsylvania - Notary Seal  
Anthony James DeCaria Jr., Notary Public  
Lawrence County  
My commission expires May 9, 2023  
Commission number 1350232

My commission expires on 5/9/2023

Member, Pennsylvania Association of Notaries



## **A-12 Principal Officers, Directors and Partner**

Please provide an attachment for all contact that should be listed as an officer, director or partner.

### **Principal Officers, Directors and Partners**

#### **The Eric Ryan Corporation**

**Keith Venezie, CEO (724) 758-2922**

**Mary A. DeCaria, CFO (724) 758-2938**

**Rebecca Hink, COO (724) 758-2931**

**Peggy Venezie, Vice President (724) 758-2207**

**Eric Venezie, Vice President (724) 752-5552**

**Ryan Venezie, Vice President (724) 758-4263**

**Nina Burke, Executive Vice President, Finance (724) 758-2923**

**Shannon Lee, President Utility & Energy Services (724) 758-2909**

**Kathy Barillaro, Vice President Sales & Marketing (724) 758-2933**

**Chris Clark, Vice President of Procurement (724) 758-2935**

#### **Address:**

##### **The Eric Ryan Corporation**

**1 Early Street, Suite A/P.O. Box 473**

**Ellwood City, PA 16117**

**(724) 752-8900**



### **A – 13 Company History**

**Provide an attachment with a concise description of the applicant's company history and principal business interests.**

**The company was founded in 1990, as sole proprietorship, with the name of Utility Cost Cutters. Incorporation as the Eric Ryan Corporation became effective on January 1<sup>st</sup>, 1995**

**Initially core provided services include the audit of utility and telecommunications invoices, with the goal of uncovering billing errors. The found billing errors result in credits and refunds being delivered to clients. Ancillary services such as contract and rate analysis deliver value moving forward.**

**Procurement consulting has been provided for both electricity and natural gas for over fifteen (15) years.**



## SEARCH BY BUSINESS NAME

[General Information](#)[Business Search](#) ▼[Trademark/Service Mark Search](#) ▼[Help](#)**Business Name:**☐ All☒ Active☐ Cancelled☐ Dead**SEARCH****CLEAR**[Name Search Help](#)

## SEARCH RESULTS

Showing 1 to 1 of 1 entries

<u>Entity#</u>	<u>Name</u>	<u>Type</u>	<u>Filing Date</u>	<u>Exp. Date</u>	<u>Status</u>	<u>Location</u>	<u>County</u>	<u>State</u>	<u>View Report</u>
1997508	THE ERIC RYAN CORPORATION	FOREIGN CORPORATION	02/14/2011	-	Active	-	-	PENNSYLVANIA	<b>SHOW DETAILS</b>

[First](#)[Previous](#)[1](#)[Next](#)[Last](#)[Export Results CSV](#)[Export Results PDF](#)



**B-1 "Jurisdictions of Operation,"**  
**The Eric Ryan Corporation**

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas or retail / wholesale electric service as of the date of filing the application.

- ♦ Pennsylvania
- ♦ Maryland
- ♦ New Jersey
- ♦ Maine
- ♦ Illinois
- ♦ Massachusetts
- ♦ Ohio
- ♦ Texas
- ♦ Rhode Island
- ♦ New Hampshire



## **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.**

**The Eric Ryan Corporation has been in the business of auditing utility and telecommunications billings since 1990 (30 years), and offering guidance in the purchase of natural gas commodities since 1995 , and offering guidance in the purchase of electric commodities since 2000. The Eric Ryan Corporation has provided guidance for the purchase for hundred's of million dollars' worth of commodities on behalf of over several thousand clients The Eric Ryan Corporation is an independent company and does not have business affiliations.**

**The Eric Ryan Corporation plans to provide procurement guidance to existing clients and those public and private entities that request procurement guidance.**



**B-3 "Disclosure of Liabilities and Investigations,"**  
**The Eric Ryan Corporation**

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.

The Eric Ryan Corporation is not involved in any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations or any other matter that could adversely impact the company's ability to provide services.

**B – 6 Environmental disclosure**

**This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.**

**Not applicable.**



## **C – 1 Financial Reporting**

***The Eric Ryan Corporation is a privately held entity, which is completely owned by the President and CEO. The company does not have the obligation to file Form 10-K with the Securities and Exchange Commission.***

## **C – 2 Financial Statements**

***Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide audite4d 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 bank account numbers redacted.***

***If the applicant is unable to meet the requirements of two years of financial statements, the Staff may request additional financial information.***

***Please see the attached financials certified by Mary A. DeCaria, CFO of the Eric Ryan Corporation.***

The Eric Ryan Corporation  
Balance Sheet  
As of December 31, 2019

Dec 31, 19

<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1000 · Cash	146,097.23
1050 · Huntington Natl Bank-Checking	1,696.75
1052 · Huntington Business Savings	150.00
1065 · Petty Cash	11,665.97
1153 · First National Bank-Checking	
Total 1000 · Cash	159,609.95
Total Checking/Savings	159,609.95
Accounts Receivable	
1110 · Accounts Receivable-ERC	200,777.09
1130 · Accounts Receivable-TyDaGio	6.00
1140 · Accounts Receivables-TPE	175,558.44
1160 · Accounts Receivables-VSG	12,923.05
Total Accounts Receivable	389,264.58
Other Current Assets	
1320 · Employee Advancements	1,500.00
1400 · Inventory	
1420 · Other Equipment - Inventory	988.25
Total 1400 · Inventory	988.25
1497 · Other Current Asset	-28.25
4001 · 401K PreTax Loan	-13.24
Total Other Current Assets	2,446.76
Total Current Assets	551,321.29
Fixed Assets	
1600 · Fixed Assets	
1605 · Leasehold Improvement	122,177.41
1610 · Furniture and Fixtures	652,795.58
1612 · Computers	168,002.18
1614 · Domain Names/Rights	740.90
1616 · Software/License	20,704.45
1618 · Server	66,935.45
1699 · Accumulated Dep - P & E	-781,643.09
Total 1600 · Fixed Assets	249,712.88
Total Fixed Assets	249,712.88
Other Assets	

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03/04/20

Accrual Basis

**The Eric Ryan Corporation**  
**Balance Sheet**  
 As of December 31, 2019

	Dec 31, 19
1700 · Accounts Receivable L/T	
1745 · TyDaGio-Viperizer Loan	158,065.06
1750 · Loan to Shareholder	425,254.54
1760 · InterCompany-TPE	475.94
Total 1700 · Accounts Receivable L/T	583,795.54
1805 · Steeler License	39,000.00
Total Other Assets	622,795.54
<b>TOTAL ASSETS</b>	<b>1,423,829.71</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	119,452.37
Total Accounts Payable	119,452.37
Other Current Liabilities	
2100 · Payroll Liabilities	
2110 · Federal W/H	58,725.40
2130 · FUTA	112.69
2150 · State W/H	5,972.36
2160 · SUTA	697.40
2187 · LST	1,233.03
2188 · EIT-Local Tax	10,629.83
2100 · Payroll Liabilities - Other	-100.22
Total 2100 · Payroll Liabilities	77,270.49
2200 · Sales Tax Payable	3.95
2300 · Other Payroll Items	
2302 · Accident Ins-Affac	76.30
2304 · Affac/Life Insurance	217.15
2309 · S/T Disability Insurance	-547.44
2312 · PCP-Guardian Dental Ins.	61.65
2313 · Dental Insurance	14.39
2317 · PCP-Vision Guardian Insurance	51.88
2320 · PCP-Cancer Insurance	-128.16
2325 · PCP- Accident Insurance	-130.40
2329 · PCP-Hosp.Confinement	-28.34
2331 · Guardian Life Insurance	6.42
2332 · Verizon Cell Phone Deduction	-236.00
2338 · 401(K)-Pre-Tax	2,948.79


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Accrual Basis

**The Eric Ryan Corporation**  
**Balance Sheet**  
**As of December 31, 2019**

	Dec 31, 19
2339 - 401(K)-Roth	2,861.85
2300 - Other Payroll Items - Other	55.79
<b>Total 2300 - Other Payroll Items</b>	<b>5,223.88</b>
2800 - Short Term Liability	
2803 - S/T VSG Loan	4,000.00
<b>Total 2800 - Short Term Liability</b>	<b>4,000.00</b>
<b>Total Other Current Liabilities</b>	<b>86,498.32</b>
<b>Total Current Liabilities</b>	<b>205,950.69</b>
<b>Long Term Liabilities</b>	
2900 - Long Term Liabilities	
2909 - HNB-Line of Credit #109	109,008.80
2916 - HNB-SBA Loan #116	619,000.00
2917 - HNB/Term Loan #117	15,259.66
2918 - HNB-Computer/Software Loan #141	10,478.74
2920 - Fundation Funding Circle	95,000.00
2921 - Dell Financial Services-Server	9,281.18
2924 - TAB Bank #24	300,000.00
2931 - Telarus-Loan/4	74,188.52
<b>Total 2900 - Long Term Liabilities</b>	<b>1,232,216.90</b>
<b>Total Long Term Liabilities</b>	<b>1,232,216.90</b>
<b>Total Liabilities</b>	<b>1,438,167.59</b>
<b>Equity</b>	
3100 - Capital Stock	100.00
3200 - Equity Contributions Account	-601,381.88
3330 - Distributions	-3,933,586.99
3900 - Retained Earnings	4,167,732.21
Net Income	352,798.78
<b>Total Equity</b>	<b>-14,337.88</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,423,829.71</b>

  
 4/28/2021

The Eric Ryan Corporation  
Profit & Loss  
January through December 2019

Jan - Dec 19

Ordinary Income/Expense	
Income	
4300 - Commission/Sales	2,743,277.72
4350 - Sales-Agent	5,578.55
4400 - Sales-Auto Dealership	1,804.20
4500 - Sales-Broadcasting/Radio	94,897.55
4600 - Sales-Depart/Retail/Wholesale	115,326.55
4700 - Sales-Education	201,200.89
4800 - Sales-Financial Institution	5,196.92
4900 - Sales-Government	272,920.82
5000 - Sales-Healthcare	150,054.65
5100 - Sales-Hospitality	2,474,828.07
5200 - Sales-Manufacturing	210,762.43
5300 - Sales-Miscellaneous	104,789.48
5400 - Sales-Non-Profit/Other	40,123.79
5500 - Sales-Publishing/Newspaper	12,000.00
5600 - Sales-Scanning	700.00
Total Income	6,433,461.62
Cost of Goods Sold	49,490.52
Gross Profit	6,383,971.10
Expense	
4000 - Reconciliation Discrepancies	106.84
6999 - Uncategorized Expenses	0.00
7000 - Payroll Expenses & Benefits	0.00
7005 - Accrued Wages	4,189,997.28
7010 - Gross Salaries & Wages	
7040 - FUTA expense	4,291.24
7050 - SUTA expense	31,090.62
7000 - Payroll Expenses & Benefits - Other	303,552.36
Total 7000 - Payroll Expenses & Benefits	4,528,931.50
7100 - Administrative Expenses	
7120 - Advertising	2,869.21

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03/04/20

Accrual Basis

**The Eric Ryan Corporation**  
**Profit & Loss**  
 January through December 2019

	Jan - Dec 19
7124 · Ascensus 401K Expense	6,501.25
7131 · Auto-Insurance	3,324.04
7132 · Auto-Lease	20,213.77
7133 · Auto-Maintenance/Misc	859.39
7150 · Bank Charges	3,388.52
7152 · Bank Loan Fees	34,120.40
7160 · Business Travel	31,980.24
7161 · Airfare-Business Travel	38,830.40
7162 · Rental-Business Travel	2,601.62
7163 · Lodging-Business Travel	9,069.30
7165 · Business Meals & Entertainment	14,224.69
7172 · Computer Expense	26,337.36
7173 · Computer Software License	6,458.50
7180 · Convention/Conference	23,426.27
7182 · Dept of States/Misc States	8,600.82
7185 · Depreciation	43,267.00
7189 · Document Shredding	1,581.47
7190 · Donation	38,499.26
7195 · Dues/Registrations/Membership	1,435.00
7197 · Email/Outlook-Expense	27,742.84
7198 · Fax Services/Internet	240.00
7199 · Fees/Documentations	1,389.47
7205 · Finance Charge	112.90
7210 · Insurance-Health Care	232,311.48
7211 · Insurance-Dental	3,070.00
7212 · Insurance-KCV Life Insurance	25,560.25
7213 · Insurance-Professional Liabilit	8,886.00
7214 · Insurance-General Liability	4,699.15
7215 · Insurance-Life Insurance EE	5,384.69
7218 · Insurance-Worker's Compensation	11,075.00
7225 · Internet Expense	11,854.44
7235 · Legal Fees	75,312.15
7240 · Lease/Water System	742.80
7241 · Lease/Early Street	141,636.18
7245 · Lease/Scanner	4,077.85
7246 · Lease/Copier	14,827.48
7250 · Miscellaneous	93.01
7252 · Marketing Expense	
7252-CC · Marketing Exp-CC	647.32
7252-DB · Marketing Exp-Dots&Bows	697.86
7252-JH · Marketing Exp-Jacqueline House	896.85
7252-MC · Marketing Exp-Man Cave	342.13
7252-SB · Marketing Exp-Signs by Sam	482.77
7252-VP · Marketing Exp-Viperiser	620.50
7252-VS · Marketing Exp-Venezie Sporting	2,877.29
7252-VV · Marketing Exp-Viper Vision	606.80
7253-I · Marketing Exp-Izzo	282.80

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03/04/20

Accrual Basis

# The Eric Ryan Corporation Profit & Loss

January through December 2019

	Jan - Dec 19
7252 · Marketing Expense - Other	9,914.45
Total 7252 · Marketing Expense	17,368.77
7260 · Office Lunch Room Expense	2,330.01
7270 · Office Supplies	9,937.81
7272 · Office Supplies/Misc	27,596.02
7273 · Office Break-Room Supplies	5,049.65
7282 · Payroll Expense	6,519.00
7290 · Postage/Shipping	8,543.12
7292 · Postage/POBox	338.00
7295 · Postage Meter Lease	1,506.77
7300 · Professional Developmt/Seminar	1,032.67
7301 · Professional Services/Payroll	24,422.82
7302 · Professional Wednet/Seminars	0.00
7305 · Professional Services	9,500.00
7306 · Promotion Expense	31,683.96
7320 · Quality Circle Meeting Expense	
7324 · Employees-Easter Event	486.87
7325 · Employees-Company Outing	3,635.00
7326 · Employees-Halloween Party	252.83
7328 · Employees-Christmas Trip/Party	3,045.67
7334 · Employees-Bring Kids to Work Da	984.04
7320 · Quality Circle Meeting Expense - Other	21,883.10
Total 7320 · Quality Circle Meeting Expense	30,287.51
7340 · R&M-equip	5,635.92
7344 · R&M-bldg	6,266.78
7345 · Service Charges	5.00
7346 · Sponsorship	16,825.00
7347 · Scholarship Fund	1,000.00
7349 · Software Expense	41,806.25
7350 · Subcontracted Services	56,128.48
7352 · Subcontracted/Office Maint	9,400.00
7360 · Subscriptions	3,772.46
7362 · Support Expense	6,272.73
7412 · Telephone-Local & Long Distance	37,995.59
7420 · Telephone-Cellular	7,883.61
7426 · TV Cable Expense	211.22
7600 · Utilities-Electric	21,927.18
7610 · Utilities-Gas	2,406.27
7620 · Utilities-Water	2,132.79
7625 · Waste-Refuse	2,900.00
7676 · Web Hosting- Expense	284.00
7100 · Administrative Expenses - Other	22.03
Total 7100 · Administrative Expenses	1,285,595.62



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03/04/20

Accrual Basis

**The Eric Ryan Corporation**  
**Profit & Loss**  
 January through December 2019

	Jan - Dec 19
Total Expense	5,814,633.96
Net Ordinary Income	589,337.14
Other Income/Expense	
Other Income	
8060 - Other Income	7.62
8020 - Interest Income	18,000.00
8080 - Thought Process-Other Income	-21.88
8060 - Other Income - Other	
Total 8060 - Other Income	17,985.74
Total Other Income	17,985.74
Other Expense	
8500 - Other Expense	
8510 - Bill Processing Services	
8510095 - Carlisle	17,951.22
8510400 - Ecova-Memorial Medical	24,079.53
8510500 - Energy Cap	87,872.53
8510844 - Xigo-Townsquare Media	13,233.75
Total 8510 - Bill Processing Services	143,137.03
8512 - Bill Processing Service-Appivo	
8520 - Interest	0.00
8540 - Maintenance Service	70,898.31
8599 - Insurance Benefits Adjustments	17,895.00
9000 - Temporary account	2,460.97
8500 - Other Expense - Other	0.00
Total 8500 - Other Expense	132.79
Total Other Expense	234,524.10
Net Other Income	234,524.10
Net Income	-216,538.36
	<u>352,798.78</u>

*Angela*  
 4/28/2021

12:51 PM

02/26/21

Accrual Basis

**The Eric Ryan Corporation**  
**Profit & Loss**  
 January through December 2020

	<u>Jan - Dec 20</u>
Ordinary Income/Expense	
Income	
4300 · Commission/Sales	2,747,418.72
4350 · Sales-Agent	8,962.76
4500 · Sales-Broadcasting/Radio	109,057.97
4600 · Sales-Depart/Retail/Wholesale	68,541.21
4700 · Sales-Education	242,578.38
4800 · Sales-Financial Institution	61,203.45
4900 · Sales-Government	233,922.82
5000 · Sales-Healthcare	205,313.89
5100 · Sales-Hospitality	2,269,271.06
5200 · Sales-Manufacturing	210,680.15
5300 · Sales-Miscellaneous	72,528.57
5400 · Sales-Non-Profit/Other	41,550.83
5500 · Sales-Publishing/Newspaper	12,000.00
5600 · Sales-Scanning	<u>700.00</u>
Total Income	6,283,729.81
Cost of Goods Sold	<u>37,936.48</u>
Gross Profit	6,245,793.33
Expense	
4000 · Reconciliation Discrepancies	110.00
6999 · Uncategorized Expenses	0.00
7000 · Payroll Expenses & Benefits	4,750,718.00
7100 · Administrative Expenses	<u>1,117,164.34</u>
Total Expense	<u>5,867,992.34</u>
Net Ordinary Income	377,800.99
Other Income/Expense	
Other Income	1,042,629.04
Other Expense	<u>233,053.12</u>
Net Other Income	<u>809,575.92</u>
Net Income	<u><u>1,187,376.91</u></u>

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01/28/21

Accrual Basis

**The Eric Ryan Corporation**  
**Balance Sheet**  
 As of December 31, 2020

	Dec 31, 20
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1000 · Cash	
1050 · Huntington Natl Bank-Checking	324,879.37
1052 · Huntington Business Savings	28,332.01
1065 · Petty Cash	150.00
1153 · First National Bank-Checking	11,665.97
Total 1000 · Cash	365,027.35
Total Checking/Savings	365,027.35
Accounts Receivable	
1110 · Accounts Receivable-ERC	189,055.73
1140 · Accounts Receivables-TPE	169,183.64
1160 · Accounts Receivables-VSG	6,377.18
Total Accounts Receivable	364,616.55
Other Current Assets	
1320 · Employee Advancements	5,505.61
1400 · Inventory	
1420 · Other Equipment - Inventory	988.25
Total 1400 · Inventory	988.25
Total Other Current Assets	6,493.86
Total Current Assets	736,137.76
Fixed Assets	
1600 · Fixed Assets	
1605 · Leasehold Improvement	122,177.41
1610 · Furniture and Fixtures	652,795.58
1612 · Computers	186,014.53
1614 · Domain Names/Rights	786.79
1616 · Software/License	20,704.45
1618 · Server	66,935.45
1699 · Accumulated Dep - P & E	-803,111.09
Total 1600 · Fixed Assets	246,303.12
Total Fixed Assets	246,303.12
Other Assets	
1700 · Accounts Receivable L/T	
1745 · TyDaGio-Viperizer Loan	258,065.06
1750 · Loan to Shareholder	984,484.70
Total 1700 · Accounts Receivable L/T	1,242,549.76
1805 · Steeler License	39,000.00
Total Other Assets	1,281,549.76
<b>TOTAL ASSETS</b>	<b>2,263,990.64</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	96,634.66
Total Accounts Payable	96,634.66
Other Current Liabilities	
2100 · Payroll Liabilities	
2110 · Federal W/H	44,135.10
2130 · FUTA	345.69
2150 · State W/H	5,473.69

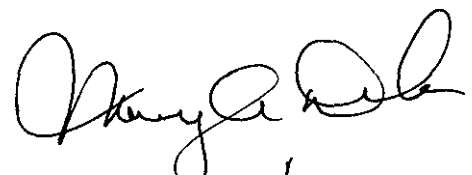
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01/28/21

Accrual Basis

**The Eric Ryan Corporation**  
**Balance Sheet**  
 As of December 31, 2020

	Dec 31, 20
2151 · Ohio State W/H	173.77
2160 · SUTA	1,266.77
2187 · LST	1,235.70
2188 · EIT-Local Tax	10,569.24
2100 · Payroll Liabilities - Other	-100.22
<b>Total 2100 · Payroll Liabilities</b>	<b>63,099.74</b>
2300 · Other Payroll Items	
2338 · 401(K)-Pre-Tax	3,834.10
2339 · 401(K)-Roth	2,158.99
2300 · Other Payroll Items - Other	252.63
<b>Total 2300 · Other Payroll Items</b>	<b>6,245.72</b>
<b>Total Other Current Liabilities</b>	<b>69,345.46</b>
<b>Total Current Liabilities</b>	<b>165,980.12</b>
<b>Long Term Liabilities</b>	
2900 · Long Term Liabilities	
2905 · Five Star Bank	350,000.00
2909 · HNB-Line of Credit #109	5,008.80
2916 · HNB-SBA Loan #116	590,622.66
2917 · HNB/Term Loan #117	10,980.07
2918 · HNB-Computer/Software Loan #141	8,480.01
2921 · Dell Financial Services-Server	104.24
2925-A · SBA Loan Advancement	10,000.00
2925 · SBA Loan	150,000.00
<b>Total 2900 · Long Term Liabilities</b>	<b>1,125,195.78</b>
<b>Total Long Term Liabilities</b>	<b>1,125,195.78</b>
<b>Total Liabilities</b>	<b>1,291,175.90</b>
<b>Equity</b>	
3100 · Capital Stock	100.00
3200 · Equity Contributions Account	-629,381.88
3330 · Distributions	-4,105,841.28
3900 · Retained Earnings	4,520,530.99
Net Income	1,187,406.91
<b>Total Equity</b>	<b>972,814.74</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,263,990.64</b>

  
 4/28/2021

### **C- 3 Forecasted Financial Statements**

***Provide 2 years of forecasted income statements based solely on the applicants anticipated business in the state of Ohio.***

***Include the following information with the forecast: a list of assumptions used to generate the forecast, a statement indicating the forecast is based solely on Ohio business activities only, and the name, address, email 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 total 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.***
- 3. 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 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.***

***Below is the projected income for the succeeding years after this license renewal year***

♦ 2021	\$21,570.00
♦ 2022	\$21,570.00
♦ 2020 -	\$21,570.00

***Assumptions utilized which resulted in the above derived totals***

- ♦ ***Forecasted annual revenues were derived from existing signed contracts the Eric Ryan Corporation has in place for its customers in Ohio for the next two (2) years.***
- ♦ ***The Eric Ryan Corporation utilized the customer's estimated annual consumption in kWh's multiplied by the fee per kWh to calculate the estimated annual revenue***

***C - 4 Credit Rating***

***Not applicable***

## **C – 5 Credit Report**

***Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/ credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.***

***Please see the following credit report from Dun & Bradstreet on the Eric Ryan Corporation.***





## Supplier Qualifier Report

To save report(s) to your PC, [click here for instructions](#).

[Print this Report](#)

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ATTN: **ERIC RYAN CORPORATION, THE**

Report Printed: APR 26 2021  
In Date

### BUSINESS INFORMATION

**ERIC RYAN CORPORATION, THE**  
**1 Early St Ste A**  
**Ellwood City, PA 16117**

This is a **single** location.

**Mailing address:** PO Box 473  
Ellwood City, PA 16117

**Telephone:** 724 752-8900

**Chief executive:** KEITH VENEZIE, CEO

**Year started:** 1994

**Employs:** 100

All amounts are displayed in local currency.

**Financial statement date:** DEC 31 2018

**Sales F:** 6,244,675

**Net worth F:** 227,675

**History:** CLEAR

**Financing:** SECURED

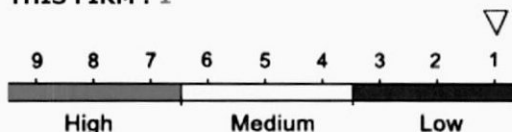
**D-U-N-S** Number: 13-002-6185

**D&B Rating:** **1R3**  
**Number of employees:** 1R is **10 or more** employees.

**Composite credit appraisal:** 3 is **fair**.

**D&B Supplier Risk:** **1**

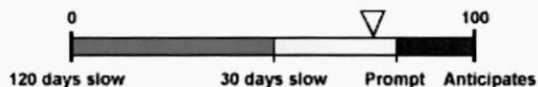
**SUPPLIER EVALUATION RISK (SER) RATING FOR THIS FIRM : 1**



### D&B PAYDEX

**D&B PAYDEX: 75**

When weighted by dollar amount, payments to suppliers average 8 days beyond terms.



Based on up to 24 months of trade.

### SUMMARY ANALYSIS

**D&B Rating:** **1R3**  
**Number of employees:** 1R indicates **10 or more** employees.  
**Composite credit appraisal:** 3 is **fair**.

The Rating was changed on November 16, 2020 because the company has not submitted a current financial statement. The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 credit worthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 11/09/06:

<b>D&amp;B Rating</b>	<b>Date Applied</b>
1R3	11/16/20
HH4	04/19/16
DD4	05/08/14
1A2	03/26/12
BA2	04/29/11
--	04/14/10
1R3	11/16/09
BB3	03/18/08
CC3	04/02/07
--	11/09/06

The Summary Analysis section reflects information in D&B's file as of April 26, 2021.

## RISK SCORE ANALYSIS

### SER COMMENTARY:

- Proportion of slow payment experiences to total number of payment experiences reported.

### PROBABILITY OF CEASED OPERATIONS/BECOMING INACTIVE

#### SUPPLIER EVALUATION RISK RATING: 1

The probability of ceased operations/becoming inactive indicates what percent of U.S. businesses is expected to cease operations or become inactive over next 12 months.

**Probability of Supplier Ceased Operations/Becoming Inactive :** 1.3% (130 PER 10,000)

**Percentage of US business with same SER score :** 13% (1,300 PER 10,000)

**Average Probability of Supplier Ceased Operations/Becoming Inactive :** 0.48% (48 PER 10,000)  
- Average of Businesses in D&B's Supplier Database

**CREDIT DELINQUENCY SCORE:** 581

### DIVERSITY

Minority-Owned Business:	N/A	Historically Underutilized Business:	N/A
Women-Owned Business:	N/A	Veteran-Owned Business:	N/A
Disadvantaged Business Enterprise:	N/A	Vietnam Veteran Business:	N/A
Small Disadvantaged Business:	N/A	Disabled-Owned Business:	N/A
HUB-Zoned Certified Business:	N/A	Historical College Classification:	N/A
SBA 8(a) Certified:	N/A	Labor surplus area:	N/A
		Small Business:	YES (2021)

### SPECIAL EVENTS

12/31/2020

The Eric Ryan Corporation was reported by the SBA as a recipient of a Covid-19 EIDL loan for \$150,000 on 06/18/2020 under the Economic Injury Disaster Loan Program.

12/17/2020

THE ERIC RYAN CORPORATION was reported by the SBA as a recipient of a loan for \$992,400 from The Huntington National Bank on 04/06/2020 under the Paycheck Protection Program as authorized under the CARES Act of 2020.

11/16/2020

A Rating change has occurred on this company.

07/18/2020

On July 6, 2020, the SBA announced that this business was approved for a loan between \$350K - \$1M from The Huntington National Bank through the SBA's Paycheck Protection Program, as part of the CARES Act, in response to the COVID-19 pandemic. The amount of the actual loan may vary from the approved amount.

## CUSTOMER SERVICE

If you have questions about this report, please call our Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. If you are outside the U.S. contact your local D&B office.

\*\*\* Additional Decision Support Available \*\*\*

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. or visit our website at [www.dnb.com](http://www.dnb.com).

## HISTORY

The following information was reported **12/31/2020**:

**Officer(s):** KEITH VENEZIE, PRES-CEO  
NINA BURKE, SEC- EXEC V PRES FIN  
PEGGY VENEZIE, TREAS  
REBECCA HINK, COO  
MARY DECARIA, CFO

**DIRECTOR(S):** THE OFFICER(S)

The Pennsylvania Secretary of State's business registrations file showed that Eric Ryan Corporation, The was registered as a Corporation on November 1, 1994, under file registration number 2605807.

Business started 1994 by Keith Venezie. 100% of capital stock is owned by Keith Venezie.

KEITH VENEZIE born 1957. 1994-present active here.

NINA BURKE born 1945. 1990-Present active here.

PEGGY VENEZIE born 1956. 1990-present active here.

REBECCA HINK born 1961. 1992-present active here.

MARY DECARIA born 1962. 2001-present active here.

## BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF APR 17 2021:

The following data is for informational purposes only and is not an official record. Certified copies may be obtained from the Pennsylvania Department of State.

**Registered Name:** THE ERIC RYAN CORPORATION

**Business type:** CORPORATION  
**Corporation type:** NOT AVAILABLE  
**Date incorporated:** NOV 01 1994  
**State of incorporation:** PENNSYLVANIA  
**Filing date:** NOV 01 1994  
**Registration ID:** 2605807  
**Duration:** PERPETUAL  
**Status:** ACTIVE  
  
**Where filed:** SECRETARY OF STATE/CORPORATIONS DIVISION, HARRISBURG, PA  
**Principals:** KEITH C VENEZIE, PRESIDENT, 1 EARLY ST, ELLWOOD CITY, PA, 161172255  
 KEITH C VENEZIE, TREASURER, 1 EARLY ST, ELLWOOD CITY, PA, 161172255

## OPERATIONS

12/31/2020

**Description:** Provides management consulting services, specializing in public utilities (100%).

Terms are Net 30 days. Sells to manufacturers, wholesale, non profit organizations, retail, commercial concerns and government. Territory : United States.

Nonseasonal.

**Employees:** 100 which includes officer(s) and 15 part-time.

**Facilities:** Leases 12,000 sq. ft. in a one story concrete block building.

**Location:** Industrial section on well traveled street.

## UNSPSC

UNSPSC (United Nations Standard Product and Services Code) is a globally accepted commodity (Product and Services) classification system. ERIC RYAN CORPORATION, THE offers the following product(s) and service(s):

**80100000 Management advisory services**

## NAICS

Beginning in 1997, the **Standard Industrial Classification (SIC)** was replaced by the **North American Industry Classification System (NAICS)**. This six digit code is a major revision that not only provides for newer industries, but also reorganizes the categories on a production/process-oriented basis. This new, uniform, industry-wide classification system has been designed as the index for statistical reporting of all economic activities of the U.S., Canada, and Mexico.

**541611 Administrative Management and General Management Consulting Services**

## SIC

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

**87420405 Public utilities consultant**

## D&B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 41 payment experiences as reported to D&B by trade references.

**3-Month D&B PAYDEX: 80**

When weighted by dollar amount, payments to suppliers average within terms.



Based on trade collected over last 3 months.

**D&B PAYDEX: 75**

When weighted by dollar amount, payments to suppliers average 8 days beyond terms.



Based on up to 24 months of trade.  
When dollar amounts are not considered, then approximately 85% of the company's payments are within terms.

**PAYMENT SUMMARY**

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%)			
<b>Top industries:</b>								
Telephone communictns	5	11,250	5,000	100	-	-	-	-
Misc business credit	3	1,350	1,000	59	41	-	-	-
Misc business service	3	1,850	1,000	100	-	-	-	-
Short-trm busn credit	2	12,500	7,500	100	-	-	-	-
State commercial bank	1	20,000	20,000	100	-	-	-	-
Mfg women's underwear	1	15,000	15,000	100	-	-	-	-
Mfg computer storage	1	5,000	5,000	-	-	100	-	-
Mfg pin/button/fasten	1	5,000	5,000	-	50	50	-	-
Management services	1	2,500	2,500	100	-	-	-	-
Radiotelephone commun	1	1,000	1,000	100	-	-	-	-
OTHER INDUSTRIES	5	1,800	750	93	7	-	-	-
<b>Other payment categories:</b>								
Cash experiences	15	1,350	500					
Payment record unknown	2	150	100					
Unfavorable comments	0	0	0					
<b>Placed for collections:</b>								
With D&B	0	0						
Other	0	N/A						
Total in D&B's file	41	78,750	20,000					

The highest **Now Owes** on file is \$15,000

The highest **Past Due** on file is \$250

The aggregate dollar amount of the 41 payment experiences in D&B's file equals 15.1% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

**PAYMENT DETAILS****Detailed payment history**

**Date Reported   Paying Record   High Credit   Now Owes   Past Due   Selling Terms   Last Sale**

(mm/yy)		(\$)	(\$)	(\$)	Within (months)
04/21	Ppt	250	250	0	1 mo
	Ppt-Slow 30	1,000	1,000	0	1 mo
	Ppt-Slow 30	100	100	0	1 mo
	(004)	100			Cash account 1 mo
	(005)	50			Cash account 1 mo
	(006)	50			Cash account 1 mo
03/21	Ppt	5,000	1,000	0	1 mo
	Ppt	2,500	1,000	0	1 mo
	Ppt	2,500	2,500	0	1 mo
	Ppt	1,000	1,000	0	1 mo
	Ppt	1,000	750	0	1 mo
	Ppt	1,000	0	0	6-12 mos
	Ppt	750	750	0	1 mo
	Ppt	750	100	0	1 mo
	Ppt	250	50	0	1 mo
	Ppt	250	250	0	1 mo
	Ppt	100	0	0	6-12 mos
	Ppt-Slow 30	250	250	250	1 mo
	(019)				Cash account 1 mo
	(020)	250	0	0	Cash account 6-12 mos
	(021)	100	100	0	1 mo
	(022)	0	0	0	Cash account 2-3 mos
02/21	Ppt	20,000	15,000	0	
	Ppt	15,000	0	0	2-3 mos
	Ppt	2,500	0	0	6-12 mos
	Ppt	50	50	0	1 mo
	(027)	500			Cash account 1 mo
12/20	Ppt	500	0	0	6-12 mos
11/20	(029)	100			Cash account 1 mo
	(030)	50			Cash account 1 mo
10/20	Slow 60	5,000	0	0	6-12 mos
	(032)				Cash account 6-12 mos
	(033)	50			1 mo
09/20	(034)	100			Cash account 6-12 mos
08/20	Slow 30-60	5,000	2,500	0	1 mo
07/20	Ppt	7,500	0	0	6-12 mos
	Ppt	5,000	0	0	6-12 mos
	(038)	50			Cash account 1 mo
	(039)	50			Cash account 2-3 mos
05/20	(040)	50			Cash account 1 mo
11/19	(041)	0	0	0	Cash account 6-12 mos

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.

#### PAYMENT TRENDS

# SUPPLIER VERSUS INDUSTRY PAYDEX

->	PRIOR 4 QTRS				CURRENT 12 MONTH TREND											
	2019				2020								2021			
	JUN	SEP	DEC	MAR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR
Supplier PAYDEX	78	79	79	76	75	75	75	75	75	75	75	75	75	75	75	75
<b>Industry PAYDEX (Based on 10 establishments in SIC 8742)</b>																
UP QRT	80	80	80	80		80			80			80		80		
MEDIAN	79	79	79	79		78			78			78		78		
LO QRT	72	71	72	71		69			70			69		69		

PAYDEX scores are updated daily and are based on upto 24 months of trade experiences from the Dun& Bradstreet trade file.

All amounts displayed within this report are in local currency.

## STATEMENT UPDATE

07/13/2019

Fiscal statement dated DEC 31 2018:

Assets				Liabilities			
Cash		110,639		Accts Pay		98,155	
Accts Rec		331,108		Total Payroll Liabilities		69,052	
Inventory		988		Taxes		143	
401K Pretax Loan		(13)		Short-Term Liability		9,999	
Other Curr Assets		5,000					
<b>Curr Assets</b>		<b>447,722</b>		<b>Curr Liabs</b>		<b>177,349</b>	
Fixt & Equip		253,308		Total Bank/Company/Capital Loan		822,337	
Total Accounts Receivable		387,331		CAPITAL STOCK		100	
Investments-Other		100,000		ADJUSTMENTS		(3,940,157)	
Steeler License		39,000		RETAINED EARNINGS		3,776,765	
				NET INCOME		390,967	
<b>Total Assets</b>		<b>1,227,361</b>		<b>Total</b>		<b>1,227,361</b>	

From JAN 01 2018 to DEC 31 2018 annual sales \$6,244,675; cost of goods sold \$27,496. Gross profit \$6,217,179; operating expenses \$5,667,173. Operating income \$550,006; other income \$9,053; other expenses \$168,189; net income \$390,870.

Extent of audit, if any, not indicated.

Fixed assets shown net less \$738,376 depreciation.

## Explanations

Adjustments consists of equity contributions account and distributions.

## FINANCE

10/25/2016

**One-year statement comparative:**

	<b>Fiscal Dec 31 2013</b>
Current Assets	567,194
Current Liabs	361,007
Current Ratio	1.57
Working Capital	206,187
Other Assets	680,287
Net Worth	41,246
Sales	4,925,015
Long Term Liab	845,228
Net Profit (Loss)	239,429

**Fiscal statement dated DEC 31 2015:**

<b>Assets</b>		<b>Liabilities</b>	
Cash	11,047	Accts Pay	230,777
Accts Rec	519,253	Total Payroll Liabilities	102,241
Inventory	988	Taxes	103
Deposits/Utilities	123	Other Payroll Items	6,369
Term Loan	92,999		
Employee Advancements	5,078		
Employee Receivable	100		
<b>Curr Assets</b>	<b>629,588</b>	<b>Curr Liabs</b>	<b>339,490</b>
Fixt & Equip	266,434	Total Bank/Company/Capital Loan	956,330
Total Accounts Receivable	264,507	CAPITAL STOCK	100
Investments-Other	100,000	NET INCOME	313,428
License	39,000	RETAINED EARNINGS	2,756,486
		ADJUSTMENTS	(3,066,305)
<b>Total Assets</b>	<b>1,299,529</b>	<b>Total</b>	<b>1,299,529</b>

From JAN 01 2015 to DEC 31 2015 annual sales \$5,613,589; cost of goods sold \$34,530. Gross profit \$5,579,059; operating expenses \$4,869,911. Operating income \$709,148; other income \$18,021; other expenses \$413,741. Net income \$313,428.

Extent of audit, if any, not indicated.

Fixed assets shown net less \$630,257 depreciation.

**Explanations**

Adjustments consists of equity contributions account and total distributions.

D&B has updated this report using available sources.

**KEY BUSINESS RATIOS**

**Statement date:** DEC 31 2018  
**Based on this number of establishments:** 10

Firm		Industry Median		Quartile Rank (Supplier)
Return of Sales:	6.3	Return of Sales:	5.8	1
Current Ratio:	2.5	Current Ratio:	2.3	2
Quick Ratio:	2.5	Quick Ratio:	2.0	2
Assets / Sales:	19.7	Assets / Sales:	25.0	1
Total Liability / Net Worth:	439.1	Total Liability / Net Worth:	136.3	3



**PUBLIC FILINGS**

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

**UCC FILINGS**

<b>Collateral:</b>	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Computer equipment including proceeds and products - and OTHERS
<b>Type:</b>	Original
<b>Sec. party:</b>	U.S. SMALL BUSINESS ADMINISTRATION, BIRMINGHAM, AL
<b>Debtor:</b>	THE ERIC RYAN CORPORATION
<b>Filing number:</b>	2020062800933
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
<b>Date filed:</b>	06/28/2020
<b>Latest Info Received:</b>	07/07/2020
<hr/>	
<b>Collateral:</b>	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
<b>Type:</b>	Original
<b>Sec. party:</b>	THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
<b>Debtor:</b>	THE ERIC RYAN CORPORATION
<b>Filing number:</b>	2020010700303
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
<b>Date filed:</b>	01/07/2020
<b>Latest Info Received:</b>	01/21/2020
<hr/>	
<b>Collateral:</b>	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
<b>Type:</b>	Original
<b>Sec. party:</b>	THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
<b>Debtor:</b>	THE ERIC RYAN CORPORATION
<b>Filing number:</b>	2012122604686
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
<b>Date filed:</b>	12/26/2012
<b>Latest Info Received:</b>	01/03/2013
<hr/>	
<b>Type:</b>	Continuation
<b>Sec. party:</b>	THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
<b>Debtor:</b>	THE ERIC RYAN CORPORATION
<b>Filing number:</b>	2017062900160
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
<b>Date filed:</b>	06/29/2017
<b>Latest Info Received:</b>	07/16/2017
<b>Original UCC filed date:</b>	12/26/2012
<b>Original filing no.:</b>	2012122604686
<hr/>	
<b>Collateral:</b>	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
<b>Type:</b>	Original
<b>Sec. party:</b>	THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
<b>Debtor:</b>	THE ERIC RYAN CORPORATION
<b>Filing number:</b>	2011071208997
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
<b>Date filed:</b>	07/12/2011
<b>Latest Info Received:</b>	07/19/2011

There are additional UCC's in D&B's file on this company available by contacting 1-800-234-3867.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

## GOVERNMENT ACTIVITY

### Activity summary

Congressional District:

16

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

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## **C 8 Corporate Structure**

***Provide a graphical depiction of the applicant's corporate structure. Don not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.***

***The Eric Ryan Corporation is a stand alone entity with no affiliate or subsidiary companies.***

***C – 9 Financial arrangements***

***Not applicable***

***D. 1 Operations.***

***Power brokers / aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.***

***The Eric Ryan Corporation's core provided services include the audit of utility and telecommunications, with the goal of uncovering billing errors. When an error is uncovered credits and refunds are delivered to clients. Those clients who request procurement guidance will be provided with consulting services as it relates to purchasing utilities.***

***D- 2 Operations expertise and key technical personnel.***

***Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, title, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.***

***Please see the following resumes.***



## CHRIS CLARK

VP ENERGY PROCUREMENT SERVICES

### EXPERIENCE

- ❖ 15 years at ERC; 21 years professional
- ❖ Current VP Energy Procurement Services

### EDUCATION

Lincoln High School  
Geneva College

#### Seminars/Courses:

- ❖ Microsoft Office (Word, Excel, PowerPoint, Outlook)
- ❖ Various courses in utility auditing and energy management
- ❖ EnergyCap
- ❖ ACT!

### RECORD OF PROFESSIONAL EXPERIENCE

Chris Clark joined Eric Ryan Corporation in January 2006. Mr. Clark currently holds the position as VP Energy Procurement Services in the Utility Department. Mr. Clark, in his position as VP Energy Procurement Services, is responsible for purchasing natural gas and electricity in deregulated markets.

Responsibilities also include:

- ❖ Creating and issuing request for proposal for both electric and natural gas
- ❖ Reviewing bids and placing bid results in an apples-to-apples format
- ❖ Creating a cost savings comparison to utility tariff and prior contract prices
- ❖ Review and analyze contract language
- ❖ Maintaining a database of all contracts
- ❖ Monitoring the energy market daily
- ❖ Keeping customers informed on emerging trends in energy
- ❖ Assist the account managers and auditors ensuring accounts that may benefit from deregulation are being reviewed monthly
- ❖ Establishing working client relationships
- ❖ Establishing working relationships with suppliers

### SAVINGS SAMPLES

**Port Authority of Allegheny County \$177,800** for negotiating a new lower fixed price for electricity

**Chatham Lodging Portsmouth New Hampshire Hilton Garden Inn \$7,000** for negotiating a new lower fixed price for natural gas

**Brandt Hospitality Lincoln RI Residence Inn \$12,500** for negotiating a new lower fixed price for electricity



## KEITH C. VENEZIE

CEO

### EXPERIENCE

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- ❖ 28 years ERC; 39 years professional
- ❖ Founder/CEO

### EDUCATION

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Edinboro University  
Pennsylvania State University

### RECORD OF PROFESSIONAL EXPERIENCE

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Keith Venezie is the founder of The Eric Ryan Corporation (ERC). Mr. Venezie established the business in October 1990, and incorporated in 1995. Since starting the Corporation, Mr. Venezie has grown the company into one of the largest in the country that specializes in utility and telecommunication auditing and consulting.

Together with his staff, the Corporation has over 500 years of experience in this industry. Mr. Venezie has built an organization that currently services over 2500 clients in all 50 states as well as international markets such as Canada, the Caribbean, and Europe. His team of highly skilled professionals has identified over \$1.7 Billion in opportunities since the company's inception.

Mr. Venezie began his career with Electronic Data Systems (EDS) as a computer analyst. He also held various positions with fortune 500 companies as a computer programmer and telecommunications manager.

Mr. Venezie attended Edinboro University and Pennsylvania State University.



***D-3 FERC Power marketer authorization***

***Not applicable.***