

FILE

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Wilmington DE 19808

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2022 APR 27 PM 12:17

RECEIVED-SOCKETING DIV.

PUCO

To: Ohio Public Utilities Commission

From: Shaweta Bhanot Ext: 65550
Email: shaweta.bhanot@cscglobal.com

Date: April 26, 2022

Order#: 377762-001

Re: CSD ENERGY ADVISORS, LLC

Enclosed please find:

XX AMENDMENTS TO CASE NUMBER 18-0200-EL-AGG

Please take the following action:

XX File in your office on a routine basis.
XX Issue Proof of Filing.
XX Return Regular Mail in the enclosed envelope.

SPECIAL INSTRUCTIONS:

Please forward the license to my attention using the enclosed self-addressed stamped envelope.

Thank you for your assistance in this matter. If there are any problems or questions with this filing, please call our office.

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 DW Date Processed 4/27/2022

From: michael.palkowski@puco.ohio.gov <michael.palkowski@puco.ohio.gov>
Sent: Friday, April 22, 2022 2:23 PM
To: Jonathon Sowyrda <jbs@csdenenergy.com>
Cc: melissa.scarberry@puco.ohio.gov
Subject: Your company's Ohio renewal application does not meet requirements

Mr. Sowyrda,

The certification application for CSD Energy Advisors LLC (Case Number 18-0200-EL-AGG) was received by the PUCO Docketing Division on April 11, 2022. However, the application did not fulfill the requirements of all of the financially related exhibits; open items are as follows:

On January 30, 2020, your company fulfilled the requirements of Exhibit C-2 (financial statements) by supplying income statements and balance sheets for 2018 and 2019 (the prior two years). Please amend your current renewal application to include income statements and balance sheets for 2020 and 2021 (the prior two years).

On January 30, 2020, your company fulfilled the requirements of Exhibit C-3 (forecasted financial statements) by supplying an annual forecast for 2020, 2021 and 2022 (the current year and subsequent two years) of its Ohio only projected revenue, expenses, and net income. Please amend your application to include Ohio only projected revenue, expenses, and net income for 2022, 2023 and 2024 (the current year and subsequent two years).

On January 30, 2020, your company fulfilled the requirements of Exhibit C-5 (Credit Report) by supplying a company credit report from Experian. Please amend your application to include a company credit report from Experian or a similar provider which is no more than 60 days old.

In order to avoid suspension and/or denial of your application, please send the above referenced Exhibits to the PUCO Docketing Division with a note to include them as amendments to your application for Case Number 18-0200-EL-AGG. The required amendments must be received by Docketing (**not myself**) by **Noon Tuesday, May 3, 2022** and comply with filing content requirements in order for staff to have sufficient time to review the information and for you to avoid suspension or denial of your application.

Please **email me** if you have any questions.

Michael J. Palkowski
Public Utilities Commission of Ohio
Rates and Analysis Department
Specialist Capital Recovery and Financial Analysis Division

CSD Energy Advisors, LLC Forecasted Revenue

Supplier	2022	2023	2024
AEP Retail Energy	\$2,949.34	\$0.00	\$0.00
EDF Energy	\$10,961.97	\$10,961.97	\$10,961.97
Energy Harbor	\$7,531.80	\$7,531.80	\$1,399.20
Freepoint Energy Solutions	\$2,482.22	\$2,482.22	\$595.30
Hudson Energy	\$3,942.70	\$3,884.28	\$2,110.68
Symmetry Energy Solutions fka CenterPoint Energy	\$3,049.25	\$2,704.00	\$0.00
Volunteer Energy Services	\$10,074.16	\$10,074.16	\$8,117.35
	<u>\$40,991.44</u>	<u>\$37,638.43</u>	<u>\$23,184.50</u>

10:40 AM

04/25/22

Accrual Basis

CSD ENERGY ADVISORS LLC

Profit & Loss

January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
4010 · Revenue - Commissions	
4010.01 · Revenue - Commissions ~...	193,101.46
4010.02 · Revenue - Commissions ~...	1,731,964.74
Total 4010 · Revenue - Commissions	1,925,066.20
4011 · Revenue - Consulting	506,085.37
4013 · Revenue - DR	29,577.17
7010 · Other Income	4,097.92
Total Income	2,464,826.66
Cost of Goods Sold	
5011 · COGS - Broker Fees	565,552.05
Total COGS	565,552.05
Gross Profit	1,899,274.61
Expense	
6100 · T&E - Meals	45,131.93
6105 · T&E - Lodging/Airfare	7,078.39
6125 · T&E - Fuel	10,734.68
6135 · T&E - Car Rental	2,059.29
6140 · T&E - Vehicle Related Charges	1,994.33
6150 · Entertainment Expense	23,013.35
6280 · Insurance Expense	131,836.83
6301 · Accounting Fees	4,038.00
6305 · Consulting Fees	177,182.28
6310 · Legal Fees	18,265.80
6320 · Interest Expense	2,058.90
6330 · Licenses	3,976.18
6385 · Dues and Subscriptions	16,744.95
6400 · Office Supplies	53,442.73
6405 · Bank and Credit Card Fees	397.17
6410 · Charitable Contributions	2,077.48
6451 · Depreciation Expense	17,107.64
6456 · Amortization Expense	1,666.56
6510 · Guaranteed Payment	410,356.85

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04/25/22

Accrual Basis

CSD ENERGY ADVISORS LLC

Profit & Loss

January through December 2020

	Jan - Dec 20
6550 · Salaries	112,124.87
6551 · Taxes - Payroll	9,169.79
6552 · Taxes - Property	20,099.14
6553 · State Taxes	0.00
6575 · Computer and Internet Expen...	40,702.30
6580 · IT Infrastructure Fees	9,483.51
6585 · Telephone Expense	1,861.21
6600 · Advertising/Marketing Expense	6,076.37
6700 · Office Rent	60,000.00
6800 · Utilities	12,576.29
Total Expense	1,201,256.82
Net Ordinary Income	698,017.79
Net Income	698,017.79

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04/25/22

Accrual Basis

CSD ENERGY ADVISORS LLC

Profit & Loss

January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
4010 · Revenue - Commissions	
4010.01 · Revenue - Commissions - ...	162,626.31
4010.02 · Revenue - Commissions - ...	3,091,960.76
Total 4010 · Revenue - Commissions	3,254,587.07
4011 · Revenue - Consulting	2,585,585.51
4013 · Revenue - DR	21,209.22
Total Income	5,861,381.80
Cost of Goods Sold	
5011 · COGS - Broker Fees	994,966.89
Total COGS	994,966.89
Gross Profit	4,866,414.91
Expense	
6100 · T&E - Meals	66,159.93
6105 · T&E - Lodging/Airfare	34,521.89
6125 · T&E - Fuel	12,753.00
6135 · T&E - Car Rental	3,610.03
6140 · T&E - Vehicle Related Charges	8,502.20
6150 · Entertainment Expense	16,651.26
6280 · Insurance Expense	16,091.00
6301 · Accounting Fees	11,345.68
6305 · Consulting Fees	227,396.21
6310 · Legal Fees	20,068.60
6320 · Interest Expense	4,025.15
6330 · Licenses	13,041.08
6385 · Dues and Subscriptions	32,840.40
6400 · Office Supplies	44,207.10
6405 · Bank and Credit Card Fees	95.00
6410 · Charitable Contributions	18,254.48
6451 · Depreciation Expense	26,557.92
6456 · Amortization Expense	1,666.56
6510 · Guaranteed Payment	
6510.01 · Guaranteed Payment - JG	55,000.00
6510.02 · Guaranteed Payment - AB	128,326.30
6510.03 · Guaranteed Payment - JB	128,326.32
6510.04 · Guaranteed Payment - JD	55,000.00
6510.05 · Guaranteed Payment -3JA	0.00
Total 6510 · Guaranteed Payment	366,652.62

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04/25/22

Accrual Basis

CSD ENERGY ADVISORS LLC

Profit & Loss

January through December 2021

	Jan - Dec 21
6540 · HR	27,497.01
6545 · Medical	94,293.64
6550 · Salaries	201,093.29
6551 · Taxes - Payroll	21,240.68
6552 · Taxes - Property	23,911.36
6553 · State Taxes	8,506.04
6575 · Computer and Internet Expen...	48,334.10
6580 · IT Infrastructure Fees	27,602.45
6585 · Telephone Expense	3,446.98
6600 · Advertising/Marketing Expense	21,920.25
6700 · Office Rent	104,900.00
6800 · Utilities	8,060.36
6900 · Miscellaneous Expense	0.00
Total Expense	1,515,246.27
Net Ordinary Income	3,351,168.64
Other Income/Expense	
Other Income	
7005 · Rewards Income	4,366.66
7020 · PPP Loan Forgiveness	99,104.70
Total Other Income	103,471.36
Net Other Income	103,471.36
Net Income	3,454,640.00

Search inquiry: 407811252 / (My company)

CreditScoreSM Report

as of: 04/24/22 10:25 ET

CSD Energy Advisors, LLC

Address: 2607 White Oak Dr
Houston, TX 77009-7325
United States

Phone: 832-285-6797

Experian BIN: 407811252

Agent: Jonathon B Sowyrda

Agent Address: 2407 Oaks Forls DR
Kingwood, TX

Family Linkage:

Ultimate Parent CSD Energy Advisors, LLC
2607 White Oak Dr
Houston, TX

Branches / Alternative Locations CSD Energy Advisors, LLC
2407 Oaks Forks Dr
Kingwood, TX United States

CSD Energy Advisors, LLC
406 Kari CT
Houston, TX United States

Key Personnel: Director: Jonathon B Sowyrda
Director: Andrew Barth
Member: William J Gunderson

SIC Code: 8211-Elementary & Secondary Schools

NAICS Code: 611110-Elementary And Secondary Schools

Business Type: Corporation

Experian File Established: March 2014

Experian Years on File: 8 Years

Years in Business: More than 8 Years

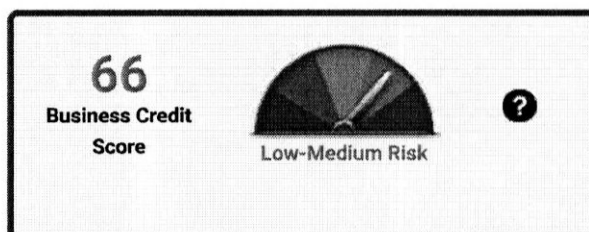
Total Employees: 11

Sales: \$1,044,000

Filing Data Provided by: Texas

Date of Incorporation: 02/11/2014

Experian Business Credit Score



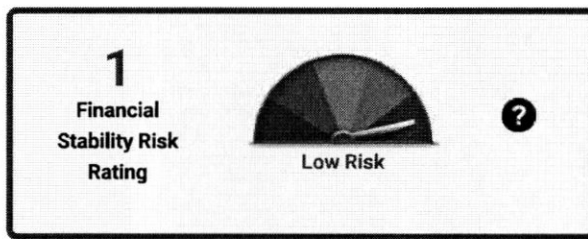
The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Low number of recently reported commercial accounts.
- High maximum commercial account bal in the last 12 mos.
- Length of time on Experian's file.
- Ratio of total bal to total high bal across all comm acctts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 66. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating



A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Number of active commercial accounts.
- Risk associated with the business type.
- Employee size of business.
- Balance to high credit ratio for other commercial accounts.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

Please refer to Experian's 'www.BusinessCreditFacts.com' website for more information on establishing Payment Tradelines.

Lowest 6 Month Balance: \$4,262
Highest 6 Month Balance: \$54,098
Current Total Account Balance: \$0
Highest Credit Amount Extended: \$0

Payment Tradelines (see [charts](#)): 4

UCC Filings: 0

■ **Businesses Scoring Worse:** 65%

✓ **Bankruptcies:** 0

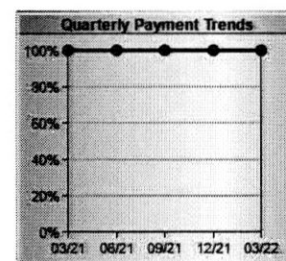
✓ **Liens:** 0

✓ **Judgments Filed:** 0

✓ **Collections:** 0

Payment Trend Summary

Insufficient information to produce
Monthly Payment Trends
 chart.



*Percentage of on-time payments by quarter.

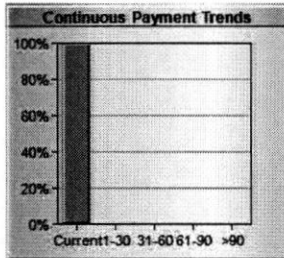
Insufficient information to produce
Monthly Payment Trends
 chart.

Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT

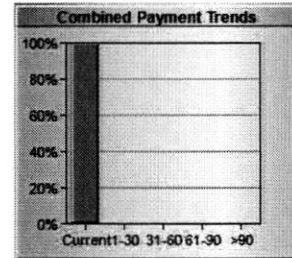
table.

03/21	0%	0%	0%	0%	0%
06/21	100%	0%	0%	0%	0%
09/21	100%	0%	0%	0%	0%
12/21	100%	0%	0%	0%	0%
03/22	100%	0%	0%	0%	0%



*Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.



*Combined distribution with DBT.

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