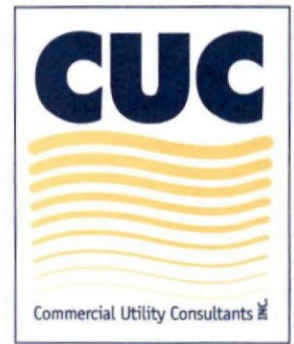


FILE



October 11, 2022

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

**RE: Commercial Utility Consultants, Inc.
Natural Gas Broker Renewal Application
20-1622-GA-Agg**

Hello:

Enclosed please find the renewal application of Commercial Utility Consultants, Inc. (CUC) for Natural Gas Broker (20-001652G) in the State of Ohio. Please note that Commercial Utility Consultants, Inc. has held an Electric Broker's license (12-556E) since 2012 and we are currently and continually in good standing with PUCO. Also of note, we have sought permission and been informed by PUCO personnel that as a small company, we can substitute our Registered Agent in lieu of an Ohio address and resident employee.

Enclosed please find the original renewal application and 2 copies as per PUCO filing instructions. We intend to comply with all requirements of PUCO for our Natural Gas Broker application. We will remedy any shortcomings in that regard as soon as we possibly can.

Please contact me at 1-800-296-2821 X115 with any questions or concerns with this application.

Sincerely,

A handwritten signature in blue ink, appearing to read "Martin F. Brown".

Martin F. Brown
Vice President

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 AM Date Processed OCT 12 2022

RECEIVED-DOCKETING DIV
2022 OCT 12 AM 11:16
PUCO



Public Utilities Commission

Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number: 20 - 1622 - GA - 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 natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas Aggregator

☐

Retail Natural Gas Broker

☒

Retail Natural Gas Marketer

☐

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

Provide the name and contact information of the business entity.

Legal Name: Commercial Utility Consultants, Inc.
Street Address: 1556 McDaniel Drive
City: West Chester State: PA Zip: 19380
Telephone: 610-431-4400 Website: www.commercialutility.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: Commercial Utility Consultants, Inc.
Street Address: 1556 McDaniel Drive
City: West Chester State: PA Zip: 19380
Telephone: 610-431-4400 Email: marty@commercialutility.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): Commercial Utility Consultants, Inc. Commercial Utility Consultants

A-5. Contact person for regulatory matters.

Name: Martin F. Brown Title: Vice President
Street Address: 1556 McDaniel Drive
City: West Chester State: PA Zip: 19380
Telephone: 610-431-4400 X115 Email: marty@commercialutility.com

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

Name: Joseph P. McGillian Title: _____
Street Address: 1556 McDaniel Drive
City: West Chester State: PA Zip: 19380
Telephone: 610-431-4400 X107 Email: joe@commercialutility.com

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

Street Address: 1556 McDaniel Drive
City: West Chester State: PA Zip: 19380
Toll-free Telephone: 800-296-2821 X104 Email: karen@commercialutility.com

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

FEIN: 23-2016838

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

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

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:

CenterPoint Energy Ohio <input checked="" type="checkbox"/>	Columbis Gas of Ohio <input checked="" type="checkbox"/>	Dominion Energy Ohio <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>
--	---	---	---

Class of customer selection:

Industrial



Residential



Small Commercial



Large Commercial



A-11. Start Date.

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

Date: 12/01/2020

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.

A-15. Proof of Ohio office and employee.

Provide "Proof of an Ohio Office and Employee" in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address.

Name: National Registered Agents, Inc. Title: Resident Agent
Street Address: 4400 Easton Commons Way
City: Columbus State: Ohio Zip: 43219
Telephone: 800-296-2821 X115 Email: marty@commercialutility.com

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

☒

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.

Commercial Utility Consultants, Inc. 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.

N/A

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.

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

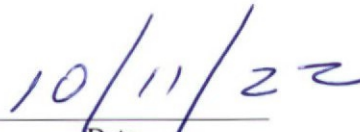
Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for 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. If vendors or third parties are or will be utilized for any activities listed in this application, provide the name and contact information for each and list which activities they will perform. Also indicate which activities will be performed directly by the company. Please note that this information is required to be updated within 30 days of any changes.

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.


Signature


Date

Vice President

Title

Competitive Retail Natural Gas Service Affidavit

County of Chester :

State of Pennsylvania :

Martin F. Brown, 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 and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
4. 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. 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. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
9. 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.

10. Affiant further sayeth naught.

Martin F. Brown, Vice President
Signature of Affiant & Title

Commonwealth of Pennsylvania - Notary Seal
SARAH A. YOUNG, Notary Public
Chester County
My Commission Expires July 27, 2025
Commission Number 1250320

Sworn and subscribed before me this 11th day of October, 2022
Month Year

Sarah A. Young
Signature of official administering oath

Sarah A. Young
Print Name and Title

My commission expires on July 27, 2025

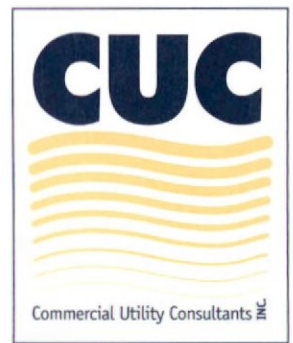
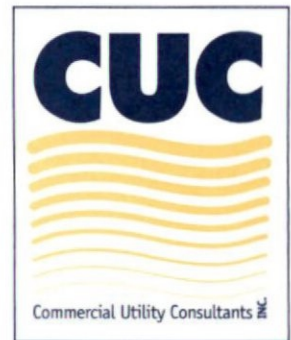


Exhibit A-12 Principal Officers, Directors & Partners

Joseph P. McGillian is the President/Owner and Sole Officer of Commercial Utility Consultants, Inc. (CUC).

CUC has no Directors or Partners.

Exhibit A-13 Company History and Principal Business Interest



Commercial Utility Consultants, Inc. (CUC) has been in business since 1975*. We are a utility consulting firm with headquarters located in West Chester, PA. CUC specializes in utility rate analysis for electric, natural gas, water/sewer and telephone.

CUC serves Industrial and Commercial accounts. Our job is and has always been to assist our clients in saving money on their utility bills. Most of the 8,000 plus clients with whom we have worked are located in the Mid-Atlantic Region. CUC's analysts are experts in every aspect of dealing with utilities. In fact, many of our analysts are former employees of major utilities such as PECO Energy, PPL Electric and Philadelphia Gas Works (PGW).

CUC has been active in natural gas deregulation since its inception in Pennsylvania in the 1980's. CUC has a natural gas broker license in Pennsylvania, New Jersey, Ohio and Maryland. CUC has an EGS license for broker activities in Ohio, Pennsylvania, Delaware, Maryland, Massachusetts, New Jersey and Texas. We have broker/agent relationships with every major supplier of electric and natural gas in the markets that we serve including First Energy Solutions (FES), a major Ohio utility. We offer our clients an auction type environment where we solicit competitive bids from several suppliers for that service territory. CUC ranks the supplier bid results and presents them to the prospective customer for their review and selection if they so choose.

*Please note that Commercial Utility Consultants started as a partnership in 1975 and became incorporated in the State of Pennsylvania in 1996 (Commercial Utility Consultants, Inc.). Commercial Utility Consultants is a fictitious name registered with the State of Pennsylvania.

A-14

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

*I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show **COMMERCIAL UTILITY CONSULTANTS, INC.**, a Pennsylvania corporation, having qualified to do business within the State of Ohio on March 26, 2012 under License No. 2094686 is currently in **GOOD STANDING** upon the records of this office.*



*Witness my hand and the seal of the Secretary of State at Columbus, Ohio this **26th day of September, A.D. 2022.***

Frank LaRose

Ohio Secretary of State

Validation Number: 202226904350

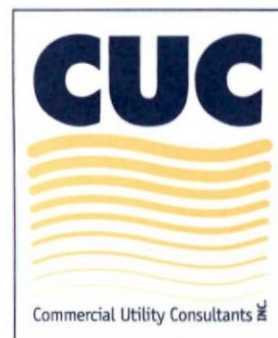


Exhibit B-1 Jurisdiction of Operations

Commercial Utility Consultants, Inc.

State Licenses

Electric Broker Licenses

Delaware	11-311				
Illinois	12-0593				
Mass.	EB-186				
Maryland	IR-2361				
New Jersey	EA-0171	PA-0109	EC-0072	Both	
Ohio	12-556E				
Pennsylvania	A-2009-2120213 E				
Texas	BR200180				

Natural Gas Broker Licenses

Maryland	IR-4893
New Jersey	EA-0171
Ohio	20-001652G
Pennsylvania	A-2013-2391748

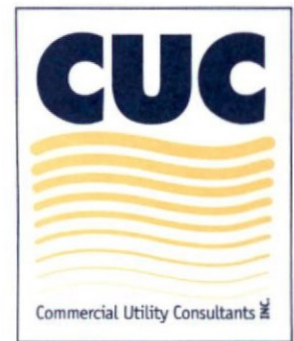


Exhibit B-2 "Experience & Plans"

Commercial Utility Consultants, Inc (CUC) has been in business since 1975 as a Utility Rate Analysis Company. Traditionally, that means we would compare our clients' present rates to the available rates from our clients' local providers. CUC still offers this service in Pennsylvania, Delaware, Maryland and New Jersey, although this is a reduced part of our business.

CUC became involved with Natural Gas Deregulation in the 1980's when Pennsylvania (PA) deregulated natural gas. Since that time, natural gas deregulation has expanded in PA. CUC was positioned very well for that expansion of activity. CUC's main business is now providing electric broker services to our clients. We have been very successful building internal systems and strong relationships with our natural gas suppliers. CUC gets paid by our suppliers and there is never a charge to our clients for our services on natural gas deregulation deals.

CUC has a large customer base in Pennsylvania, Delaware and New Jersey. This allowed CUC to hit the ground running as the natural gas deregulation markets opened in our state and some surrounding states. CUC has obtained licenses in PA, NJ and Washington DC.

CUC is a broker for 10 natural gas suppliers (NGSs). We have had great success by presenting our clients with multiple pricing options from several suppliers. Our clients then choose the best offer for their needs from a combination of price and length of term. We have become experts in the natural gas deregulation business.

CUC plans on continuing to offer our natural gas broker services to potential Ohio clients. First Energy Solutions (FES) has been one of our best suppliers since we began offering brokerage services in the mid-1980's.

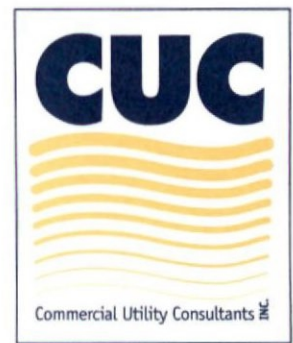


Exhibit B-3 Disclosure of Liabilities and Investigations

Commercial Utility Consultants, Inc. has no existing, nor pending, nor past rulings, judgments, findings, contingent liabilities, revocations 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 in its entire history.

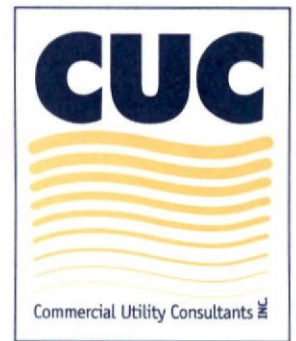
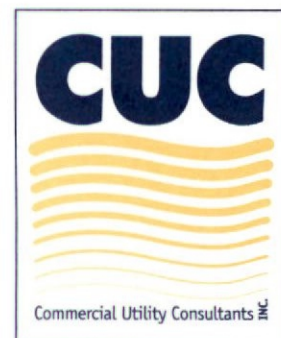


Exhibit C-1 Financial Reporting

Commercial Utility Consultants, Inc. (CUC) is a privately held corporation with a single Owner/Officer/Shareholder, Joseph P. McGillian.

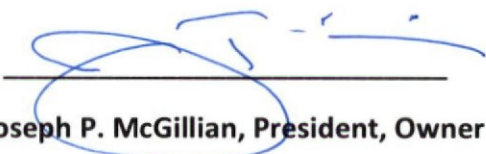
CUC does not file a Form 10-K with the SEC. As a privately held concern, we are not required to file a 10-K.



C-2 Financial Statements

Commercial Utility Consultants, Inc. does not have audited financials. Joseph P. McGillian is the President, Owner and Sole Officer of Commercial Utility Consultants, Inc. Mr. McGillian will certify the accuracy of Commercial Utility Consultants, Inc.'s last two years of financials as represented in the financial reports that follow.

I, Joseph P. McGillian, President, Owner and Sole Officer of Commercial Utility Consultants, Inc., certify that the last two years of our financial reports, contained in this application for a natural gas broker license in Ohio, are accurate financial reports for Commercial Utility Consultants, Inc.



Joseph P. McGillian, President, Owner and Sole Officer

C-2. Financial Statements

2:16 PM

06/28/22

Cash Basis

Commercial Utility Consultants, Inc.

Balance Sheet

As of December 31, 2020

	Dec 31, 20
ASSETS	
Current Assets	
Checking/Savings	
1030 · Citizen's Checking - Inc (7413)	98,938.70
1031 · Citizens Checking - PPP	100.00
1040 · Citizens MM - Inc (7421)	564,544.88
Total Checking/Savings	663,583.58
Accounts Receivable	
1200 · Accounts Receivable	
1210 · Accounts Receivable - Trade	500.00
1200 · Accounts Receivable - Other	-939.98
Total 1200 · Accounts Receivable	-439.98
Total Accounts Receivable	-439.98
Other Current Assets	
1240 · KWLoan	1,350.00
1252 · PJM Loan	13,335.41
1260 · A/R Joanne McWaters	1,219.00
Total Other Current Assets	15,904.41
Total Current Assets	679,048.01
Fixed Assets	
1500 · Property & Equipment	
1520 · Computer Equipment	
1520A · Computer Equipment Cost	31,120.83
1520B · Computer Equip - Accum De...	-3,793.55
1520 · Computer Equipment - Other	50,292.93
Total 1520 · Computer Equipment	77,620.21
1525 · Office Equipment	
1525A · Office Equipment Cost	21,901.72
1525 · Office Equipment - Other	19,612.34
Total 1525 · Office Equipment	41,514.06
1550 · Office Furniture	
1550A · Office Furniture - Cost	495.00
1550 · Office Furniture - Other	14,303.45
Total 1550 · Office Furniture	14,798.45
1500 · Property & Equipment - Other	500.00
Total 1500 · Property & Equipment	134,432.72
1600 · Accumulated Depreciation	
1601 · Accum Deprec - Computer Equip	-5,885.45
1600 · Accumulated Depreciation - Other	-128,335.74
Total 1600 · Accumulated Depreciation	-134,221.19
Total Fixed Assets	211.53
TOTAL ASSETS	679,259.54
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2061 · Due JPM	56,823.93

C-2. Financial Statements

2:16 PM

06/28/22

Cash Basis

Commercial Utility Consultants, Inc.

Balance Sheet

As of December 31, 2020

	Dec 31, 20
2100 · Accrued Payroll Expense	
2165 · Pension Fund	-2,063.50
2167 · Roth 401(k)	-135.00
2100 · Accrued Payroll Expense - Ot...	2,198.05
Total 2100 · Accrued Payroll Expense	-0.45
2190 · Cares - PPP	169,200.00
Total Other Current Liabilities	226,023.48
Total Current Liabilities	226,023.48
Total Liabilities	226,023.48
Equity	
3000 · Owner's Equity	
3100 · J.P. McGillian - Capital Draw	-575,000.00
Total 3000 · Owner's Equity	-575,000.00
3300 · Retained Earnings	666,343.71
Net Income	361,892.35
Total Equity	453,236.06
TOTAL LIABILITIES & EQUITY	679,259.54

C-2. Financial Statements

2:11 PM

06/28/22

Cash Basis

Commercial Utility Consultants, Inc.
Income by Customer Summary
 January through December 2020

	<u>Jan - Dec 20</u>
3071MM Willow Valley	99,174.56
3321JM William Penn House	6,410.46
3472 Comp Payments	2,350,826.45
3820P Victory Brewing Company	10,905.63
4506 MidAtlantic Power Partners	2,217.06
4704M Phoenix Condo Owners Assoc.	11,552.34
4884 EnerNOC	18,260.05
4925MM Camden Iron & Metal, Inc.	28,188.52
7211LCM-KW Stonehenge-23A Condo	6,615.25
7495JM Westlake Plastics	14,777.18
7862JM Waterfront Square Condominiums	895.25
7896BM Oliver-Tolas Healthcare Packaging	2,692.10
7897JM CSC Sugar, LLC	2,991.13
7930M Fuling Plastic USA Inc.	6,420.95
7956LCM Dickson Investment Hardware, I...	1,910.20
7967M Union League Golf Club	17,864.52
7979KM Two Liberty Place	9,443.76
7983MM Orbel Corporation	3,493.20
7985CM Nightingale Realty	370,846.30
7993KM Brandywine	11,103.01
8005M Solar Atmospheres, Inc.	1,050.00
8006KM Brandywine -Commerce Sq	20,159.62
8015JM 390 Reed Road, LLC	2,150.00
8058 Concord Engineering	505.00
CCISD	-31.00
Fairmount BHS	-560.00
Jacqueline Jordan	-87.76
Yovany Estrada	0.00
TOTAL	<u>2,999,773.78</u>

C-2. Financial Statements

2:21 PM

06/28/22

Commercial Utility Consultants, Inc.
Statement of Cash Flows
 January through December 2020

	<u>Jan - Dec ...</u>
OPERATING ACTIVITIES	
Net Income	305,784.68
Adjustments to reconcile Net Income to net cash provided by operations:	
1200 · Accounts Receivable	56,547.65
2100 · Accrued Payroll Expense	2,063.05
2100 · Accrued Payroll Expense:2165 · Pension Fund	-2,063.50
2190 · Cares - PPP	169,200.00
Net cash provided by Operating Activities	531,531.88
FINANCING ACTIVITIES	
3000 · Owner's Equity:3100 · J.P. McGillian - Capital ...	-225,000.00
Net cash provided by Financing Activities	-225,000.00
Net cash increase for period	306,531.88
Cash at beginning of period	357,051.70
Cash at end of period	<u>663,583.58</u>

C-2. Financial Statements

2:18 PM

06/28/22

Cash Basis

Commercial Utility Consultants, Inc.

Balance Sheet

As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
1030 · Citizen's Checking - Inc (7413)	140,085.13
1031 · Citizens Checking - PPP	100.00
1040 · Citizens MM - Inc (7421)	314,868.64
Total Checking/Savings	455,053.77
Accounts Receivable	
1200 · Accounts Receivable	
1210 · Accounts Receivable - Trade	500.00
1200 · Accounts Receivable - Other	-939.98
Total 1200 · Accounts Receivable	-439.98
Total Accounts Receivable	-439.98
Other Current Assets	
1240 · KWLoan	1,350.00
1252 · PJM Loan	13,335.41
1260 · A/R Joanne McWaters	1,219.00
Total Other Current Assets	15,904.41
Total Current Assets	470,518.20
Fixed Assets	
1500 · Property & Equipment	
1520 · Computer Equipment	
1520A · Computer Equipment Cost	31,120.83
1520B · Computer Equip - Accum De...	-3,793.55
1520 · Computer Equipment - Other	50,292.93
Total 1520 · Computer Equipment	77,620.21
1525 · Office Equipment	
1525A · Office Equipment Cost	21,901.72
1525 · Office Equipment - Other	19,612.34
Total 1525 · Office Equipment	41,514.06
1550 · Office Furniture	
1550A · Office Furniture - Cost	495.00
1550 · Office Furniture - Other	14,303.45
Total 1550 · Office Furniture	14,798.45
1500 · Property & Equipment - Other	500.00
Total 1500 · Property & Equipment	134,432.72
1600 · Accumulated Depreciation	
1601 · Accum Deprec - Computer Equip	-5,885.45
1600 · Accumulated Depreciation - Other	-128,335.74
Total 1600 · Accumulated Depreciation	-134,221.19
Total Fixed Assets	211.53
TOTAL ASSETS	470,729.73
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2061 · Due JPM	56,823.93

C-2. Financial Statements

2:18 PM

06/28/22

Cash Basis

Commercial Utility Consultants, Inc.

Balance Sheet

As of December 31, 2021

	Dec 31, 21
2100 · Accrued Payroll Expense	
2165 · Pension Fund	-2,063.50
2167 · Roth 401(k)	-135.00
2100 · Accrued Payroll Expense - Ot...	2,198.05
Total 2100 · Accrued Payroll Expense	-0.45
2190 · Cares - PPP	169,200.00
Total Other Current Liabilities	226,023.48
Total Current Liabilities	226,023.48
Total Liabilities	226,023.48
Equity	
3000 · Owner's Equity	
3100 · J.P. McGillian - Capital Draw	-1,087,500.00
Total 3000 · Owner's Equity	-1,087,500.00
3300 · Retained Earnings	1,028,236.06
Net Income	303,970.19
Total Equity	244,706.25
TOTAL LIABILITIES & EQUITY	470,729.73

C-2. Financial Statements

2:12 PM

06/28/22

Cash Basis

Commercial Utility Consultants, Inc. Income by Customer Summary January through December 2021

	Jan - Dec 21
3071MM Willow Valley	65,477.30
3321JM William Penn House	5,893.05
3472 Comp Payments	2,237,515.12
4349JM American Tower Corporation	0.00
4704M Phoenix Condo Owners Assoc.	1,318.31
4765NR Eagles Stadium Operator, LLC	145,756.28
4884 EnerNOC	29,193.99
4925MM Camden Iron & Metal, Inc.	39,937.52
7324JM Residences Condo Assoc.	19,367.34
7495JM Westlake Plastics	16,425.81
7921 BH Media Group	1,500.00
7954MM Vincent Giordano Corporation	6,856.63
7967M Union League Golf Club	41,564.66
7983MM Orbel Corporation	2,587.71
7985CM Nightingale Realty	105,820.52
7993KM Brandywine	10,548.58
8006KM Brandywine -Commerce Sq	21,677.08
8015JM 390 Reed Road, LLC	1,650.00
8044JM Aero Property Partners LLC	25,229.53
8058 Concord Engineering	2,748.32
8141BM Masda Mushrooms	5,970.45
Armen Chevrolet	-645.75
Fairmount BHS	-778.30
TOTAL	2,785,614.15

2:25 PM

06/28/22

Commercial Utility Consultants, Inc.
Statement of Cash Flows
January through December 2021

	<u>Jan - Dec ...</u>
OPERATING ACTIVITIES	
Net Income	345,143.11
Adjustments to reconcile Net Income to net cash provided by operations:	
1200 · Accounts Receivable	<u>-41,172.92</u>
Net cash provided by Operating Activities	303,970.19
FINANCING ACTIVITIES	
3000 · Owner's Equity:3100 · J.P. McGillian - Capital ...	<u>-512,500.00</u>
Net cash provided by Financing Activities	<u>-512,500.00</u>
Net cash increase for period	-208,529.81
Cash at beginning of period	<u>663,583.58</u>
Cash at end of period	<u><u>455,053.77</u></u>



Commercial Utility Consultants, Inc.

Exhibit C-3 Forecasted Financial Statement

	2023	%	2024	%	2025	%
Income						
Contracts & Supplies	-		-		-	
Contracts & Supplies	2,000		2,150		2,305	
Contracts & Supplies	-		-		-	
Total Income	<u>2,000</u>	100.00%	<u>2,150</u>	100.00%	<u>2,305</u>	100.00%
Cost of Sales						
Contracts & Supplies	-		-		-	
Contracts & Supplies	-		-		-	
Contracts & Supplies	-		-		-	
Total Cost of Sales	<u>-</u>	0.00%	<u>-</u>	0.00%	<u>-</u>	0.00%
Gross Margin	2,000	100.00%	2,150	100.00%	2,305	100.00%
Total Salary and Wages	150	7.50%	175	8.14%	175	7.59%
Fixed Business Expenses						
Advertising	-		-		-	
Car and Truck Expenses	-		-		-	
Bank & Merchant Fees	-		-		-	
Contract Labor	-		-		-	
Conferences & Seminars	-		-		-	
Customer Discounts and Refunds	-		-		-	
Dues and Subscriptions	-		-		-	
Miscellaneous	-		-		-	
Insurance (Liability and Property)	40		45		50	
Licenses/Fees/Permits	200		200		200	
Legal and Professional Fees	-		-		-	
Office Expenses & Supplies	-		-		-	
Postage and Delivery	-		-		-	
Rent (on business property)	-		-		-	
Rent of Vehicles and Equipment	-		-		-	
Sales & Marketing	-		-		-	
Taxes-Other	-		-		-	
Telephone and Communications	5		5		5	
Travel	-		-		-	

Commercial Utility Consultants, Inc.
Year End Summary

Exhibit C-3 Forecasted Financial Statement

	2023	%	2024	%	2025	%
Utilities	-		-		-	
Total Fixed Business Expenses	395	19.75%	425	19.77%	430	18.66%
Operating Income (before Other Expenses)	1,605	80.25%	1,725	80.23%	1,875	81.34%
[EBITDA]						
Other Expenses						
Amortized Start-up Expenses	-		-		-	
Depreciation	-		-		-	
Interest	-		-		-	
Commercial Loan	-		-		-	
Commercial Mortgage	-		-		-	
Line of Credit	-		-		-	
Credit Card Debt	-		-		-	
Vehicle Loans	-		-		-	
Other Bank Debt	-		-		-	
Taxes	-		-		-	
Total Other Expenses	-	0.00%	-	0.00%	-	0.00%
Net Income	2,105	105.25%	2,225	103.49%	2,375	103.04%

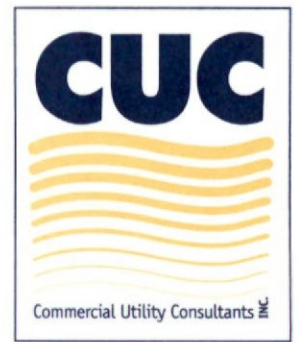



Exhibit C-4 "Credit Rating"

Commercial Utility Consultants, Inc. is **NOT RATED**.

Commercial Utility Consultants has been in business since 1975 as a utility consulting company and since 1996 as a corporation. Commercial Utility Consultants has never borrowed money from any outside institution since our inception in 1975. Commercial Utility Consultants has never been in arrears in all that time to any vendor either. Our cash flow and reserves have allowed us to operate debt free for 47 years.



Martin F. Brown, VP

C5 - Credit Report

Business Credit AdvantageSM Report

as of: 09/29/22 12:37 ET

Commercial Utility Consultants, Inc

Address: 1556 McDaniel Dr
West Chester, PA 19380-7036
United States
Phone: 610-431-4400
Website: www.commercialutility.com
Experian BIN: 424000265

Also is (or has been) operating as:

Commercial Utility Consultants

Key Personnel: Owner: Joseph P McGillian
Chief Operating Officer: Nicholas Reynolds
Owner: Stephen Reynolds
SIC Code: 4499-Water Transportation Services, Nec
7389-Business Services, Nec
7299-Personal Services, Misc, Nec
NAICS Code: 541990-All Other Professional, Scientific, And Technical Services
812990-All Other Personal Services
237130-Power And Communication Line And Related Structures Construction
Business Type: Corporation
Experian File Established: September 1990
Experian Years on File: 32 Years
Years in Business: 46 Years
Total Employees: 15
Sales: \$2,587,000
Filing Data Provided by: Pennsylvania
Date of Incorporation: 11/27/1996

Your Experian Business Credit Score

C-5?

83

Business Credit Score



Low Risk

How to Improve Your Score?

Read our
[Score Improvement Tips](#)
to find out.

What Can Affect Your Score?

Use our
[Business Score Planner](#)
to find out.

Key Score Factors:

- Number of good commercial accounts.
- Nbr of leasing accts as pct of total nbr of accts.
- Number of commercial accounts continuously updated.
- Pct of new commercial accts to total nbr of accts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 83. 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.

Your Experian Financial Stability Risk Rating

1

Financial Stability Risk Rating



Low Risk

?

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.
- Risk associated with the company's industry sector.

C-5

- Employee size of business.

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:	\$40
Highest 6 Month Balance:	\$7,020
Current Total Account Balance:	\$0
Highest Credit Amount Extended:	\$0

Payment Tradelines (see charts , detail):	4
Lender Consortium Experiences (see detail):	6
Business Inquiries:	0
UCC Filings (see detail) (see summary):	2
✓ Businesses Scoring Worse:	82%
✓ Bankruptcies:	0
✓ Liens:	0
✓ Judgments Filed:	0
✓ Collections:	0

Payment Trend Summary

Insufficient information to produce
Monthly Payment Trends
chart.

Insufficient information to produce
Quarterly Payment Trends
chart.

Insufficient information to produce
Combined Payment Trends
chart.

Additional Tradeline Experiences (Aged Trades)

Supplier Category	Acct. # (Last 4)	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Bus Servcs	9405	4/26/22		Varied	\$118	\$116	100%					

UCC Filings

Date: 12/09/2018
 Filing Number: 2018120900019
 Jurisdiction: Sec Of State PA
 Activity: Continued

Date: 05/20/2014
 Filing Number: 2014052008237
 Jurisdiction: Sec Of State PA
 Secured Party: Citizens Bank Of Pennsylvania Pa Philadelphia 19103 1735 Mar
 Collateral: Equipment, Furnishings and Fixtures, Inventory, Hereafter Acquired Property, Other Assets (undefined)
 Activity: Filed

UCC Filings Summary

Filing Period	Cautionary Filings	Total Filed	Total Released	Total Continued	Amended / Assigned
JUL-Present 2022	0	0	0	0	0
JAN-JUN 2022	0	0	0	0	0
JUL-DEC 2021	0	0	0	0	0
JAN-JUN 2021	0	0	0	0	0
JUL-DEC 2020	0	0	0	0	0
Prior to JUL 2020	1	1	0	1	0

Cautionary UCC Filings include one or more of the following collateral: Accounts, Accounts Receivable, Contracts, Hereafter acquired property, Leases, Notes Receivable, or Proceeds.

Score Improvement Tips

C-5

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[Back to top](#)



Exhibit D-1 Operations and Plans

Commercial Utility Consultants, Inc. (CUC) has been in business since 1975. We became involved with natural gas deregulation in the 1980's when Pennsylvania started natural gas deregulation. Since that time, we have developed our proprietary software system where we send out client information to several suppliers for pricing various lengths of contract. Commercial Utility Consultants, Inc. works with over 20 different suppliers in an attempt to assure our clients that we are presenting them with the best pricing at that time.

Commercial Utility Consultants, Inc. will not solicit business in person in Ohio. Instead, we service clients that also have locations in Ohio. For Example, we broker electric supply for most U-Haul locations in Ohio. In addition, we serve the associated businesses belonging to large associations. For example, we served a large association of car dealerships, many being located throughout Ohio. Our excellent website, www.commercialutility.com, draws interest from prospective clients all over the USA.

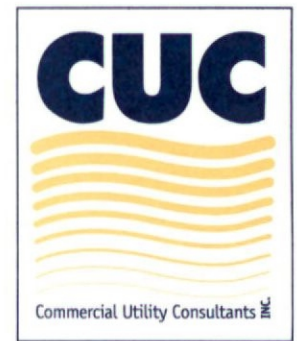


Exhibit D-2 Operations Expertise and Key Technical Personnel

Commercial Utility Consultants, Inc. (CUC) has been in business since 1975. Our core expertise is in our understanding of all aspects of electric and natural gas utility bills, the utility delivery aspect as well as the supply piece.

Joseph P. McGillian is the President/Owner of Commercial Utility Consultants, Inc. Joe started the business after graduating with his Masters in Mathematics from West Chester University. Joe is the guiding force in our company's development. Joe's email is joe@commercialutility.com. His telephone number is 610-431-4400 X107.

Nicholas J. Reynolds is a Sr. Vice President. Nick has a marketing degree from Millersville University. Nick heads up our New Jersey Aggregation Team that has had great success in New Jersey over the last seven years. Nick was also instrumental in developing our proprietary software systems used for generating client RFP's which are sent out to appropriate suppliers. When supplier pricing is returned, the prices are presented in an easy to understand document that we call our Supplier Quote Comparison. Nick's email is nick@commercialutility.com. Nick's telephone number is 610-431-4400 X113.

Marc Reynolds is the Manager of the Pricing Desk. Marc has a marketing degree from East Stroudsburg University. Marc worked with his brother, Nick, in developing, testing and implementing our software package for eliciting, receiving and presenting supplier pricing for our clients. Marc's email address is mreynolds@commercialutility.com. Marc's telephone number is 610-431-4400 X123.

Andrew McGillian is the Vice President of Sales. Andrew is a graduate of LaSalle University. Andrew guides the sales team for Commercial Utility Consultants, Inc. Andrew has learned the business from his father Joe, the President and Owner of our company. Andrew's email is amcgillian@commercialutility.com. His telephone number is 610-431-4400 X120.