

**DIS Case Number: 18-0189-GA-AGG**

## Section A: Application Information

### A-1. Provider type:

☒ Retail Natural Gas  
Broker

☒ Retail Natural Gas  
Aggregator

☐ Retail Natural Gas  
Marketer

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

**Legal Name:** The Eric Ryan Corporation

**Phone:** 7247582935      **Extension (if applicable):**

**Website (if any):** www.ericryan.com

**Country:** United States

**Street:** 1 Early Street, Suite A PO Box 473

**City:** Ellwood City

**Province/State:** PA

**Postal Code:** 16117

### 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	Type	Address	Active?	Proof
The Eric Ryan Corporation	Official Name	1 Early Street, Suite A Ellwood City, PA 16117	Yes	File

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
The Eric Ryan Corporation	Official Name	1 Early Street, Suite A Ellwood City, PA 16117	Yes	File

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



Jessica Main  
1 Early Street Suite A  
Ellwood City, PA 16117  
US  
jmain@ericryan.com  
7247582759

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

Jessica Main  
1 Early Street Suite A  
Ellwood City, PA 16117  
US  
jmain@ericryan.com  
7247582759

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

<b>Phone:</b> 724-758-2759	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 724-752-8999	<b>Extension (if applicable):</b>	<b>Street:</b> 1 Early Street, Suite A
<b>Email:</b> jmain@ericryan.com	<b>City:</b> Ellwood City	<b>Province/State:</b> PA
	<b>Postal Code:</b> 16117	

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

25-1744565

**A-9. Applicant's form of ownership**

**Form of ownership:** Corporation

**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**

Columbia Gas of Ohio  
 Dominion Energy Ohio  
 Duke Energy Ohio  
 CenterPoint Energy Ohio

### **Class of customer selection**

Industrial  
 Small Commercial  
 Large Commercial

### **A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 03-04-2020

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

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

Name	Email	Title	Address
Mary DeCaria	mdecaria@ericryan.com	CFO	1 Early Street, Suite A Ellwood City, PA 16117 US
Cogency Global Inc registered agent	statrep@cogencyglobal.com		3958 D Brown Park Drive Hilliard, OH 43026 US
Jessica Main	jmain@ericryan.com	Energy Procurement Manager	1 Early Street Suite A Ellwood City, PA 16117 US
Frank Sniezek	fsniezek@renodis.com	HR Adm	1 Early Street, Suite A PO Box 473 Ellwood City, PA 16117 US

### **A-13. Company history**

The company initiated service in 1990 as 'Utility Cost Cutters.' Incorporation as the Eric Ryan Corporation became effective on January 1, 1995. The Eric Ryan Corporation is a closely held S Corporation and is wholly owned by its founder and CEO.



## Public Utilities Commission

The corporate offices are in Ellwood City, Pennsylvania, which is where the company has been since its inception. The company's offices are equipped with state-of-the-art hardware and software.

We have provided utility and telecommunications invoice auditing and procurement consulting services to over eight thousand (8,000) clients, including government entities such as the City of Pittsburgh, the Alameda – Contra Costa Transit Authority (Oakland, CA) and the Houston Airport System , as well as Fortune 500 companies such as: Hilton Hotels, Costco, TJ Max, and Food Lion. Our team has identified billions of dollars in billing errors and future savings opportunities for clients.

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

Secretary of State Link:

### **A-15. Proof of Ohio Employee and Office**

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

**Employee Name:** Cogency Global Inc registered agent  
3958 D Brown Park Drive  
Hilliard, OH 43026  
US  
statrep@cogencyglobal.com  
8666213524

## **Section B: Applicant Managerial Capability and Experience**

### **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..

File Attached

### **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.

File(s) attached

**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..

File Attached

**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?

**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?

**No**



## Section C: Applicant Financial Capability and Experience

### C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload 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.

Does not apply

### 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.

File(s) attached

### 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.



## Public Utilities Commission

Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

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

File(s) attached

### 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'.

This does not apply

### 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.

File(s) attached

### 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?



## Public Utilities Commission

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

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?

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.

Stand-alone entity with no affiliate or subsidiary companies

## **Section D: Applicant Technical Capacity**

### **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.

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.

Operations Description: D – 1 Operations.





## Public Utilities Commission

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.

The Eric Ryan Corporation provides services exclusively for commercial, government and non-profit entities. Core provided services include the audit of utility and telecommunications invoices, with the goal of uncovering billing errors. Clients who request utility procurement consulting services can be accommodated.

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 consumers.

Not applicable

### **D-2. Operations Expertise & Key Technical Personnel**

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities  
Commission

# Application Attachments

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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Profit & Loss**  
January through November 2023

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	<u>Jan - Nov 23</u>
Ordinary Income/Expense	
Income	
41000 · Utility Revenue	3,633,729.14
4300 · Commission/Sales	50.48
5100 · Sales-Hospitality	-473.75
51000 · Telecom Revenue	4,351,975.01
52000 · Other Revenue	<u>288,051.31</u>
Total Income	8,273,332.19
Cost of Goods Sold	<u>4,620,873.76</u>
Gross Profit	3,652,458.43
Expense	
6999 · Uncategorized Expenses	40.00
7000 · Payroll Expenses & Benefits	1,120,573.58
7100 · Administrative Expenses	<u>1,172,585.02</u>
Total Expense	<u>2,293,198.60</u>
Net Ordinary Income	1,359,259.83
Other Income/Expense	
Other Income	
8060 · Other Income	<u>3,605.72</u>
Total Other Income	3,605.72
Other Expense	
8440 · Employee Recognition	900.00
8500 · Other Expense	30,000.00
9220 · Goodwill Amoritization	<u>442,505.25</u>
Total Other Expense	<u>473,405.25</u>
Net Other Income	<u>-469,799.53</u>
Net Income	<u><u>889,460.30</u></u>



**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



# KEITH C. VENEZIE

CEO

## EXPERIENCE

- ❖ 31 years ERC; 41 years professional
- ❖ Founder/CEO

## EDUCATION

Edinboro University  
Pennsylvania State University

## RECORD OF PROFESSIONAL EXPERIENCE

Keith Venezia is the founder of The Eric Ryan Corporation (ERC). Mr. Venezia established the business in October 1990, and incorporated in 1995. Since starting the Corporation, Mr. Venezia 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. Venezia 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. Venezia 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. Venezia attended Edinboro University and Pennsylvania State University.

**Entity#:** 1997508  
**Filing Type:** FOREIGN CORPORATION  
**Original Filing Date:** 02/14/2011  
**Location:** --  
**Business Name:** THE ERIC RYAN CORPORATION  
  
**Status:** Active  
**Exp. Date:** -

## Agent/Registrant Information

COGENCY GLOBAL INC.  
3958-D BROWN PARK DRIVE  
HILLIARD OH 43026  
05/24/2017  
Active

## Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	02/14/2011	201104601124
FOREIGN/AGENT CHANGE OF ADDRESS	02/06/2013	201303700038
FOREIGN/DESIGNATED APPOINTMENT OF AGENT	09/29/2015	201527203192
FOREIGN/AGENT CHANGE OF ADDRESS	05/24/2017	201714410220

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

*I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.*



*Witness my hand and the seal of the  
Secretary of State at Columbus,  
Ohio this 8th of December, A.D. 2023  
Ohio Secretary of State*

A handwritten signature in blue ink, reading "Frank LaRose".



**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-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 (33 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 was purchased by Renodis, Inc of St. Paul, Minnesota in September 2022, and will provide services going forward as Renodis ER, LLC. The Eric Ryan Corporation will remain a business entity until which time that Renodis ER, LLC establishes registrations in jurisdictions of registration of the Eric Ryan Corporation.**





## JESSICA MAIN

### ACCOUNT MANAGER

## EXPERIENCE

- ❖ 8 years at ERC; 16 years professional
- ❖ Energy Procurement Supervisor, ERC
- ❖ Previously, Utility Account Manager, at ERC
- ❖ Previously, Energy Procurement Assistant
- ❖ Previously, Staffing Coordinator
- ❖ Previously, Restaurant Manager

## EDUCATION

Lincoln High School  
Slippery Rock University

### Seminars/Courses:

- ❖ Criminology/Criminal Justice
- ❖ Excel Formulas & Functions
- ❖ EnergyCap Training

## RECORD OF PROFESSIONAL EXPERIENCE

Jessica Main joined Eric Ryan Corporation in October 2014. Ms. Main currently holds the position of Energy Procurement Supervisor. Ms. Main, in her position, is responsible for in-depth knowledge of energy market and providing recommendations to clients regarding execution of electric and natural gas agreements.

Responsibilities also include:

- ❖ Continuously monitor energy market and record NYMEX daily and monthly settlements.
- ❖ Monitor client portfolios for opportunities to save money with an alternate supplier in deregulated markets.
- ❖ Request pricing from multiple suppliers and make recommendations to clients.
- ❖ Preparation of cost analysis for client's review.
- ❖ Review local utility rates.
- ❖ Correspond with clients and discuss energy market fluctuations.
- ❖ Maintain strong organizational skills
- ❖ Maintain database of customer energy agreements and monitor for expiring agreements.
- ❖ Completing and managing tickets in the ticketing database to track billing issues in a manner suitable for presentation to the client and providing accurate information for invoicing
- ❖ Reviewing client utility accounts for savings opportunities including but not limited to, rate changes, procurement, billing errors, estimated bills, payment problems, adjustments
- ❖ Establishing and maintaining working client relationships

Prior to joining Eric Ryan Corporation, Ms. Main worked for an in-home care and assistance agency. Ms. Main was responsible for scheduling qualified care givers with clients to assist with their activities of daily living. Ms. Main was also responsible for hiring and training new caregivers and ensuring their human resource files were complete.

## SAVINGS SAMPLES

### Birmingham, AL – Hyatt Place – Crestline Hotels and Resorts

\$211,896.00 annual savings, \$34,927.50 refund – Leak adjustment

### Syracuse, NY – Marriott – Crescent Hotels and Resorts

\$176,454.24 annual savings, \$29,409.04 refund – Rate Change

### Newark, NJ – Doubletree – Crescent Hotels and Resorts

\$21,311.09 Refund – Billing Error



**EMAIL**



**TWITTER HANDLE**



**TELEPHONE**



**LINKEDIN URL**

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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Profit & Loss**  
January through December 2022

	<u>Jan - Dec 22</u>
<b>Ordinary Income/Expense</b>	
Income	
4300 · Commission/Sales	3,045,884.71
4350 · Sales-Agent	53,468.42
4500 · Sales-Broadcasting/Radio	92,997.70
4600 · Sales-Depart/Retail/Wholesale	288,946.82
4700 · Sales-Education	130,886.90
4800 · Sales-Financial Institution	75,547.51
4900 · Sales-Government	281,253.66
5000 · Sales-Healthcare	499,808.13
5100 · Sales-Hospitality	2,892,020.98
5192041 · InterMountain-Lancaster CA FI&S	260.00
5197575 · Springfield MO Baymont I-44	2,394.05
5200 · Sales-Manufacturing	277,452.07
52000 · Other Revenue	45,000.00
5300 · Sales-Miscellaneous	87,970.37
5400 · Sales-Non-Profit/Other	43,618.26
5500 · Sales-Publishing/Newspaper	12,000.00
5600 · Sales-Scanning	350.00
<b>Total Income</b>	<u>7,829,859.58</u>
<b>Cost of Goods Sold</b>	<u>75,594.72</u>
<b>Gross Profit</b>	7,754,264.86
Expense	
4000 · Reconciliation Discrepancies	-0.30
7000 · Payroll Expenses & Benefits	5,855,107.64
7100 · Administrative Expenses	1,300,428.25
<b>Total Expense</b>	<u>7,155,535.59</u>
<b>Net Ordinary Income</b>	598,729.27

Renodis ER, LLC  
Profit & Loss  
January through December 2022

	Jan - Dec 22
Other Income/Expense	
Other Income	
8060 · Other Income	74,663.71
Total Other Income	74,663.71
Other Expense	
8500 · Other Expense	208,015.82
9220 · Goodwill Amoritization	120,683.25
Total Other Expense	328,699.07
Net Other Income	-254,035.36
Net Income	344,693.91

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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Balance Sheet**  
As of December 31, 2022

	Dec 31, 22
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
<b>1000 · Cash</b>	
1045 · Huntington Renodis ER Checking	330,626.35
1050 · Huntington Natl Bank-Checking	3,143.70
<b>Total 1000 · Cash</b>	333,770.05
<b>Total Checking/Savings</b>	333,770.05
<b>Accounts Receivable</b>	
1110 · Accounts Receivable-ERC	429,676.04
<b>Total Accounts Receivable</b>	429,676.04
<b>Other Current Assets</b>	
1111 · Commission Receivable-Telecom	337,867.96
1112 · Commission Receivable-Utility	203,005.90
1320 · Employee Advancements	1,349.99
1450 · Prepaid Expense	22,715.64
1591 · Intercompany Rec - Ren	30,597.33
<b>Total Other Current Assets</b>	595,536.82
<b>Total Current Assets</b>	1,358,982.91
<b>Fixed Assets</b>	
<b>1600 · Fixed Assets</b>	
1605 · Leasehold Improvement	12,000.00
1610 · Furniture and Fixtures	52,771.00
1612 · Computers	72,123.01
1618 · Server	21,000.00
1645 · Goodwill	5,755,931.84
1649 · Accumulated Amoritization	-120,683.25
1699 · Accumulated Dep - P & E	-17,100.63
<b>Total 1600 · Fixed Assets</b>	5,776,041.97
<b>Total Fixed Assets</b>	5,776,041.97

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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Balance Sheet**  
As of December 31, 2022

	Dec 31, 22
<b>Other Assets</b>	
1800 · Investments	
1801 - Right of Use Asset - Op	320,429.56
1802 Right of Use Asset-Fin	13,726.77
	<hr/>
Total 1800 · Investments	334,156.33
	<hr/>
Total Other Assets	334,156.33
	<hr/>
<b>TOTAL ASSETS</b>	<b>7,469,181.21</b>
	<hr/> <hr/>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	263,233.42
	<hr/>
Total Accounts Payable	263,233.42
	<hr/>
Other Current Liabilities	
2100 · Payroll Liabilities	
2105 · Accrued Wages	104,518.96
	<hr/>
Total 2100 · Payroll Liabilities	104,518.96
	<hr/>
2300 · Other Payroll Items	
2305 · Aflac Products	-40.14
2310 · PCP-Health Insurance	13,798.04
2312 · Guardian Insurance	4,727.66
2338 · 401(K)-Pre-Tax	4,476.39
	<hr/>
2339 · 401(K)-Roth	3,759.97
2344 · 401(k)-R-ER Contribution	2,726.68
	<hr/>
Total 2300 · Other Payroll Items	29,448.60
	<hr/>
2800 · Short Term Liability	
2581 Lease Liability ST - OP	197,733.09
2582 Lease Liability ST - Fin	7,411.94
2880 Contingent Earnout ST	411,013.86
	<hr/>
Total 2800 · Short Term Liability	616,158.89
	<hr/>
Total Other Current Liabilities	750,126.45
	<hr/>
Total Current Liabilities	1,013,359.87

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Accrual Basis

**Renodis ER, LLC**  
**Balance Sheet**  
**As of December 31, 2022**

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	<u>Dec 31, 22</u>
Long Term Liabilities	
2900 · Long Term Liabilities	
2781 Lease Liability LT - Op	122,232.31
2782 Lease Liability LT - Fin	6,299.33
2980 Contingent Earnout - LT	498,395.33
2990 · Notes Payable-Imagine US	146,666.67
	<hr/>
Total 2900 · Long Term Liabilities	773,593.64
	<hr/>
Total Long Term Liabilities	773,593.64
	<hr/>
Total Liabilities	1,786,953.51
Equity	
3200 · Equity Contributions Account	5,673,333.33
3900 · Retained Earnings	-335,799.54
Net Income	344,693.91
	<hr/>
Total Equity	5,682,227.70
	<hr/>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>7,469,181.21</b>
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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Balance Sheet**  
As of November 30, 2023

	Nov 30, 23
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1000 · Cash	
1045 · Huntington Renodis ER Checking	144,791.80
1050 · Huntington Natl Bank-Checking	10,666.02
<b>Total 1000 · Cash</b>	<b>155,457.82</b>
<b>Total Checking/Savings</b>	<b>155,457.82</b>
Accounts Receivable	
1110 · Accounts Receivable-ERC	627,533.49
<b>Total Accounts Receivable</b>	<b>627,533.49</b>
<b>Other Current Assets</b>	
1111 · Commission Receivable-Telecom	337,867.96
1112 · Commission Receivable-Utility	203,005.90
1330 · Employee Receivable	200.00
1450 · Prepaid Expense	90,424.97
1460 · Prepaid Commissions	97,740.80
1590 · Intercompany Rec - 12P	265.23
1591 · Intercompany Rec - Ren	1,437,776.00
<b>Total Other Current Assets</b>	<b>2,167,280.86</b>
<b>Total Current Assets</b>	<b>2,950,272.17</b>
<b>Fixed Assets</b>	
1600 · Fixed Assets	
1605 · Leasehold Improvement	12,000.00
1610 · Furniture and Fixtures	53,619.00
1612 · Computers	74,969.08
1618 · Server	21,000.00
1645 · Goodwill	5,457,349.60
1649 · Accumulated Amoritization	-563,188.50
1699 · Accumulated Dep - P & E	-79,802.94
<b>Total 1600 · Fixed Assets</b>	<b>4,975,946.24</b>
<b>Total Fixed Assets</b>	<b>4,975,946.24</b>



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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Balance Sheet**  
As of November 30, 2023

	Nov 30, 23
<b>Other Assets</b>	
1800 · Investments	
1801 - Right of Use Asset - Op	320,429.56
1802 Right of Use Asset-Fin	13,726.77
	<hr/>
Total 1800 · Investments	334,156.33
	<hr/>
Total Other Assets	334,156.33
	<hr/>
<b>TOTAL ASSETS</b>	<b>8,260,374.74</b>
	<hr/> <hr/>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	330,318.73
	<hr/>
Total Accounts Payable	330,318.73
	<hr/>
Credit Cards	
2018 · American Express	
2018.1 · Amex/1233- Mary DeCaria	417.79
2018.3 · Amex/1274-Kathy Barillaro	197.91
2018.6 · Amex/2264- Frank Sniezek	123.28
	<hr/>
Total 2018 · American Express	738.98
	<hr/>
Total Credit Cards	738.98
	<hr/>
Other Current Liabilities	
2020 · Accrued Expenses Payable	
2020.1 · Accrd Exp-Rent/Lease	10,000.00
2020.9 · Accrd Exp-Other	700.18
	<hr/>
Total 2020 · Accrued Expenses Payable	10,700.18
	<hr/>
2300 · Other Payroll Items	
2305 · Aflac Products	-1,102.22
2310 · PCP-Health Insurance	14,376.48
2312 · Guardian Insurance	4,700.62
2332 · Verizon Cell Phone Deduction	-20.00
2338 · 401(K)-Pre-Tax	4,900.95
	<hr/>
2339 · 401(K)-Roth	3,153.49
	<hr/>
Total 2300 · Other Payroll Items	26,009.32
	<hr/>
2410 · Deferred Revenue	4,500.00

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12/08/23

Accrual Basis

**Renodis ER, LLC**  
**Balance Sheet**  
**As of November 30, 2023**

	Nov 30, 23
2800 · Short Term Liability	
2581 Lease Liability ST - OP	197,733.09
2582 Lease Liability ST - Fin	7,411.94
2880 Contingent Earnout ST	411,013.86
Total 2800 · Short Term Liability	616,158.89
Total Other Current Liabilities	657,368.39
Total Current Liabilities	988,426.10
Long Term Liabilities	
2900 · Long Term Liabilities	
2781 Lease Liability LT - Op	122,232.31
2782 Lease Liability LT - Fin	6,299.33
2980 Contingent Earnout - LT	498,395.33
2990 · Notes Payable-Imagine US	73,333.67
Total 2900 · Long Term Liabilities	700,260.64
Total Long Term Liabilities	700,260.64
Total Liabilities	1,688,686.74
Equity	
3200 · Equity Contributions Account	5,673,333.33
3900 · Retained Earnings	8,894.37
Net Income	889,460.30
Total Equity	6,571,688.00
TOTAL LIABILITIES & EQUITY	8,260,374.74

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

Provide 2 years of forecasted income statements based solely on the applicant's 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 should electricity consulting services currently provided by the Eric Ryan Corporation be continued by Renodis ER LLC.***

◆ 2023	\$21,570.00
◆ 2024	\$21,570.00
◆ 2025	\$21,570.00

***Below is the projected income for the succeeding years should natural gas consulting services be conducted in Ohio, for services currently provided by the Eric Ryan Corporation and be continued by Renodis ER LLC.***

➤ 2023 -	\$3,750.00
➤ 2024 -	\$5,100.00

*Assumptions utilized which resulted in the above derived totals*

- ◆ Forecasted annual revenues were derived from existing signed contracts of the Eric Ryan Corporation has in place for its customers in Ohio, which will be assumed by Renodis ER LLC.
- ◆ Renodis ER LLC utilized data retained from the Eric Ryan Corporation which maintained data of the customer's estimated annual consumption in kWh's. The amount of the estimated annual consumption is multiplied by the fee per kWh to calculate the estimated annual revenue.
- ◆ Expenses will be minimal, as core provided services are the audit of utility and telecommunications invoices, with the goal of uncovering billing errors. Procurement consulting services are provided for clients that request procurement assistance.

# Competitive Retail Natural Gas Service Affidavit

County of Lawrence :

State of Pennsylvania :

Mary 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 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.

Mary DeCaria CFO  
Signature of Affiant & Title

Sworn and subscribed before me this 8<sup>th</sup> day of December, 2023  
Month Year

Anthony James DeCaria Jr.  
Signature of official administering oath

Anthony DeCaria, Notary Public  
Print Name and Title

My commission expires on 5/9/2027

Commonwealth of Pennsylvania - Notary Seal  
Anthony James DeCaria Jr., Notary Public  
Lawrence County  
My commission expires May 9, 2027  
Commission number 1350232  
Member, Pennsylvania Association of Notaries

## Renodis, Inc

**Address:** 476 Robert St N  
Saint Paul, MN 55101-2238  
United States

**Phone:** 651-556-1209

**Website:** renodis.com

**Experian BIN:** 867211957

**Also is (or has been) operating as:**

Renodis Holdings Inc  
Renodis LLC  
Renodis Solutions, Inc

**Family Linkage:**

Ultimate Parent Renodis, Inc  
476 Robert St N  
Saint Paul, MN

Branches / Alternative Locations Renodis, Inc  
476 Robert St N  
Saint Paul, MN United States  
Renodis, Inc  
3601 W 76th St Ste 300  
Minneapolis, MN United States

**Key Personnel:** Officer: Craig M Beason

**SIC Code:** 4813-Telephone Commctn, Exc  
Radiotelephone  
4822-Telegraph & Other Message  
Communication  
4841-Cable & Other Pay Television  
Services

**NAICS Code:** 517311-Wired Telecommunications  
Carriers  
517310-Wired And Wireless  
Telecommunications Carrierst  
515210-Cable And Other Subscription  
Programming

**Business Type:** Corporation

**Experian File Established:** September 2001

**Experian Years on File:** 22 Years

**Years in Business:** More than 22 Years

**Total Employees:** 24

**Sales:** \$16,481,000

**Filing Data Provided by:** Minnesota

**Date of Incorporation:** 05/01/2003

## Experian Business Credit Score

**92**  
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:

- Number of good commercial accounts.
- Pct of new commercial accts to total nbr of accts.
- Length of time on Experian's file.
- High past acct bal of continuously updated comm accts.

**Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 92.** 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.

**1****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:**

- Risk associated with the company's industry sector.
- Number of active commercial accounts.
- Risk associated with the business type.
- 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**

**Current Days Beyond Terms (DBT):** **0**

**Predicted DBT for 02/07/2024:** **1**

**Average Industry DBT:** **13**

**Payment Trend Indicator:** Stable

**Lowest 6 Month Balance:** \$47

**Highest 6 Month Balance:** \$1,887

**Current Total Account Balance:** \$691

**Highest Credit Amount Extended:** \$770

**Payment Tradelines** (see [charts](#), [detail](#)): 22

**Business Inquiries:** 0

**UCC Filings** (see [detail](#)) (see [summary](#)): 2

✓ **Businesses Scoring Worse:** 91%

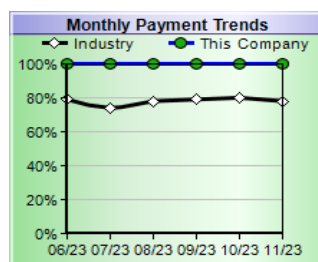
✓ **Bankruptcies:** 0

✓ **Liens:** 0

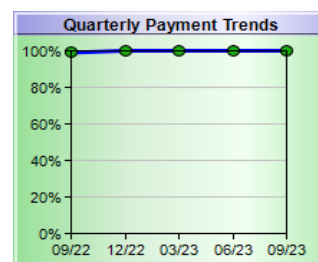
✓ **Judgments Filed:** 0

✓ **Collections:** 0

**Company background:** Renodis Telecommunications is headquartered in Saint Paul, MN. It is a provider of telecom solutions. The firm offers technology development, analytics, end-to-end management, and consulting services.

**Payment Trend Summary**

\*Percentage of on-time payments by month.



\*Percentage of on-time payments by quarter.

**Monthly Payment Trends - Recent Activity**

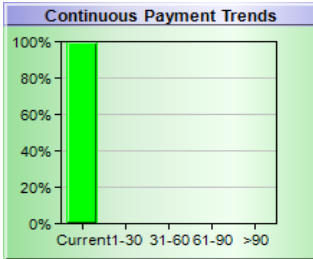
Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT

**Quarterly Payment Trends - Recent Activity**

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

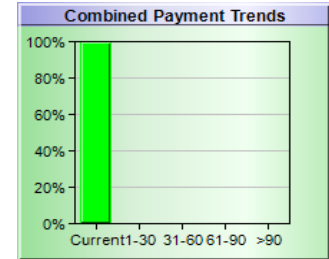
06/23	100%	0%	0%	0%	0%
07/23	100%	0%	0%	0%	0%
08/23	100%	0%	0%	0%	0%
09/23	100%	0%	0%	0%	0%
10/23	100%	0%	0%	0%	0%
11/23	100%	0%	0%	0%	0%

09/22	99%	1%	0%	0%	0%
12/22	100%	0%	0%	0%	0%
03/23	100%	0%	0%	0%	0%
06/23	100%	0%	0%	0%	0%
09/23	100%	0%	0%	0%	0%



\*Continuous distribution with DBT.

Insufficient information to produce  
**Newly Reported Payment Trends**  
chart.



\*Combined distribution with DBT.

## Trade Payment Information

### Payment Experiences (Financial Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Fincl Svcs	11/01/23	10/19/23	Rev	\$2,295	\$270						Satisfacto

### Tradeline Experiences (Continuous Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Communicn	9/01/23		Varied	\$52	\$0						Account CI
Communicn	8/01/23		Varied	\$51	\$0						Account CI
Communicn	10/01/23		Varied	\$81	\$81	100%					
Communicn	10/01/23		Varied	\$69	\$66	100%					
Communicn	10/01/23		Varied	\$405	\$248	100%					
Communicn	10/01/23		Varied	\$90	\$90	100%					
Communicn	9/01/23		Varied	\$61	\$61	100%					
Communicn	8/01/23		Varied	\$70	\$65	100%					
Communicn	8/01/23		Varied	\$87	\$80	100%					
Dp Supply	11/25/23	9/01/22	Credit	\$770	\$0						

### Additional Tradeline Experiences (Aged Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Communicn	12/01/20		Varied	\$29	\$29			100%			Account CI
Communicn	7/01/23		Varied	\$101	\$0						Account CI
Communicn	6/01/23		Varied	\$54	\$0						Account CI



Communicatn	7/01/22	Varied	\$63	\$0		
Communicatn	11/01/21	Varied		\$0		
Communicatn	6/01/23	Varied	\$71	\$71	100%	Account CI
Communicatn	5/01/23	Varied	\$143	\$135	100%	
Communicatn	12/01/22	Varied	\$69	\$69	100%	
Communicatn	12/01/22	Varied	\$130	\$127	100%	
Communicatn	11/01/22	Varied	\$63	\$57	100%	
Communicatn	4/01/21	Varied	\$217	\$176	100%	

#### Payment Trend Detail

Date	Industry* DBT	DBT	Industry* Current	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
11/23	13	0	78%	100%	0%	0%	0%	0%
10/23	12	0	80%	100%	0%	0%	0%	0%
09/23	13	0	79%	100%	0%	0%	0%	0%
08/23	13	0	78%	100%	0%	0%	0%	0%
07/23	15	0	74%	100%	0%	0%	0%	0%
06/23	11	0	79%	100%	0%	0%	0%	0%

\*Industry: Telephone Commctn, Exc Radiotelephone

#### UCC Filings

Date: 09/19/2022  
Filing Number: 1336196600025  
Jurisdiction: Sec Of State MN  
Secured Party: Scansource, Inc., As Collateral Agent SC Greenville 29615 6  
Collateral: Inventory, Equipment, Furnishings and Fixtures, Hereafter Acquired Property, Accounts Receivable, Vehicles, Other Assets (undefined)  
Activity: Filed

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Date: 12/09/2020  
Filing Number: 1198623100103  
Jurisdiction: Sec Of State MN  
Secured Party: American Equity Bank MN Minnetonka 55343 5900 Green Oak Driv  
Collateral: Hereafter Acquired Property, Inventory, Equipment, Furnishings and Fixtures, Other Assets (undefined)  
Activity: Filed

#### UCC Filings Summary

Filing Period	Cautionary Filings	Total Filed	Total Released	Total Continued	Amended / Assigned
JUL-Present 2023	0	0	0	0	0
JAN-JUN 2023	0	0	0	0	0
JUL-DEC 2022	1	1	0	0	0
JAN-JUN 2022	0	0	0	0	0
JUL-DEC 2021	0	0	0	0	0

Prior to JUL 2021	1	1	0	0	0
Cautionary UCC Filings include one or more of the following collateral: Accounts, Accounts Receivable, Contracts, Hereafter acquired property, Leases, Notes Receivable, or Proceeds.					
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Commission of Ohio Docketing Information System on**

**12/11/2023 12:10:44 PM**

**in**

**Case No(s). 18-0189-GA-AGG**

**Summary: In the Matter of the Application of The Eric Ryan Corporation**