



**Energy Services, Inc.
Milwaukee County WHEAP Proposal**

March 27, 2015

2015 PURCHASE OF SERVICE PROPOSAL CONTENTS – I. INITIAL SUBMISSION

This proposal contents sheet must be attached immediately after the proposal summary sheet (item #1)

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			Check each Item Included	Page # of Proposal

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Technical Requirements	Item #	Item Description	Proposal	
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DCPI	Designation of Confidential and Proprietary Information		
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Note: DCPI and SDE forms are optional, check column if included

Part 4 - OVERVIEW OF PROPOSAL REVIEW PROCESS, PROPOSAL REVIEW AND SCORING CRITERIA

Overview Of Proposal Review Process
Proposal Review and Scoring Criteria

Agency attests that all items and documents checked are complete and included in the proposal packet.

Authorized Signature:  Date: 3/27/15
 Printed Name: Timothy Brewer Title: Exec Dir
 Agency: ESI

Proposers applying for programs up for competitive, panel review must submit all items in the above table (Introduction; Part 1, Agency Proposal; Part 2, Budget and Other Financial Information; and Part 3, Program Proposal).

Item #1
Proposal Summary Sheet

YEAR 2015 PROPOSAL SUMMARY SHEET

Agency: Energy Services, Inc. Agency Director: Timothy V Bruer

Name of parent company and/or affiliated enterprises if agency is a subsidiary
and/or affiliate of another business entity: n/a

Address: 1225 S. Park Street, Madison, WI 53715

Contact Person: Bev Shook

Telephone: 608-283-7663 Email: bshook@eswi.com

Agency Fiscal Period: 10/1/15-9/30/16 Federal ID Number: 39-1443614

Please complete the following information for each 2015 program proposed in your proposal. Program name, and if applicable, a program number must be assigned to each program. This proposal must include programs from only one division. In order to apply for programs from more than one division, a separate, complete proposal must be submitted for each division.

Division: DCSD ___ DSD ___ MSD X Housing ___

(REFER TO TABLE OF CONTENTS IN PROGRAM REQUIREMENTS FOR
PROGRAM NUMBER & NAME)

A. Program Number: MSD 001 Program Name: Wisconsin Home Energy

Assistance Program (WHEAP)

Continuation: ___ New: X

2014 Funding: N/A 2015 Request: \$550,000

Site(s):

(1) TBD (3) _____

(2) TBD (4) _____

***** Energy Services will provide 2 fixed sites within the specified bid area along with 11 outreach locations throughout the proposed area to serve clients.**

**Item #2
Cover Letter**



Energy Services, Inc.

1225 SOUTH PARK STREET

MADISON, WI 53715

(608) 267-8601

TIMOTHY V. BRUER, *DIRECTOR*

March 27, 2015

Mr. Héctor Colón, Director
Milwaukee County Department of Health and Human Services
1220 West Vliet Street, Room 301R
Milwaukee, WI 53205

Dear Mr. Colón:

Please find attached Energy Services, Inc.'s proposal to administer the Wisconsin Home Energy Assistance Program for Milwaukee County Zones 3, 5 and 6 (excluding zip code area of 53207).

Energy Services, Inc. (ESI) would be proud to serve in this capacity, and are uniquely qualified to do so. We have had the privilege to administer the WHEAP program in other 19 other counties and provide critical energy services to families across the state. We also administered the very first non-county, direct state WHEAP contract more than 30 years ago. This past heating season alone, in our 21-county service centers/126 satellite application sites, ESI provided more than 86,400 households with energy-related assistance/grants/services to support the households' long-term self-sufficiency. Our proven track record in these communities makes us a great fit for this role serving Milwaukee families.

Within 45 days of a contract being executed, ESI will meet with all pertinent stakeholders in order to achieve greater support on a local level, and promote active involvement in identifying those in the county who are underserved or needs being unmet. This will also be accomplished by complementing and building on existing Milwaukee County collaborative efforts.

In addition to our unique program design and expertise in administering federal economic assistance programs, our agency generates supplemental revenue to augment the uncertainties of WHEAP and to meet the unmet needs. Should ESI be awarded the contract, it would be able to leverage an addition \$210,000 non-WHEAP dollars through outside donations/contributions, in addition to the Keep Wisconsin Warm/Cool Funds dollars that already are directly allocated annually within the Milwaukee County service zones. These addition funds would be utilized to off-set the ever growing gap in WHEAP funds and energy costs. Resulting in those most vulnerable (i.e. such as the elderly, disabled, families with small children, and Veterans) being able to have payment plans much more affordable. would have greater access to assistance with their energy burden.

Due to the ESI tactical team's (comprised of ESI's most advanced, highly trained, and experienced staff members who have extensive familiarity and knowledge with regard to all aspects of WHEAP) ability and experience, ESI is willing and able to begin preparations for establishing all components of its program service centers (including, space, staff, equipment, and technology) as of July 1, and will be able to be completely ready to administer the WHEAP program in all of its components within 30 days.

Hopefully our agency's proven WHEAP expertise throughout the state, our knowledge of Milwaukee County and other Federal support programs, will qualify us to administer the Wisconsin Home Energy Assistance Program in Milwaukee County.

I also am familiar with the "Year 2015 Purchase of Service Guidelines: Program and Technical Requirements" set forth by the Milwaukee County Department of Health and Human Services and am submitting the attached proposal which, to the best of my knowledge, is a true and complete representation of the requested materials.

Should you have any questions or be in need of additional information, please do not hesitate to contact me directly at (608) 267-8837.

Sincerely,



Timothy V. Bruer
Executive Director
Energy Services, Inc.

Item #3
Authorization to File

YEAR 2015 AUTHORIZATION TO FILE RESOLUTION
(Applicable for Non-Profit and For-Profit Corporations Only)

ITEM #3

PLEASE NOTE: Proposals cannot be recommended for funding to the Milwaukee County Board until the Authorization to File is completed and received by DHHS Contract Administration.

This is to certify that at the 3/26/15 (Date) meeting of the Board of Directors of Energy Services, Inc. (Agency Name), the following resolution was introduced by Randy Manning (Board Member's Name), and seconded by Jean Stewart (Board Member's Name), and unanimously approved by the Board:

BE IT RESOLVED, that the Board of Directors of Energy Services, Inc. (Agency Name) hereby authorizes the filing of a proposal for the Year 2015 Milwaukee County Department of Health and Human Services (DHHS) funding.

In connection therewith,

Timothy V. Bruer, Executive Director (Name and Title) and N/A (Optional

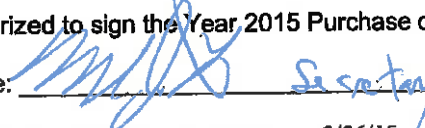
Name(s) and Title) is (are) authorized to negotiate with DHHS staff.

In accordance with the Bylaws (Article 6, Section 5) of Energy Services, Inc.

(Agency Name), Timothy V. Bruer, Executive Director (Name and Title)

and N/A (Optional Name(s) and Title) is (are)

authorized to sign the Year 2015 Purchase of Service Contract(s).

Name:  Secretary (Signature of the Secretary of the Board of Directors) Date: 3/26/15

Printed Name: Michael Lawton

Item #4
Agency Description and Assurances

YEAR 2015 AGENCY DESCRIPTION AND ASSURANCES ITEM # 4

Please check all the statements below that describe your business entity:

- Corporation Partnership/Joint Venture Service Corporation (SC)
 For-Profit Limited Liability Company (LLC) Sole Proprietorship
 Non-Profit Single Member LLC Individual Credentialed Provider

The agency has on file and agrees to make the following documents available for review upon request by DHHS.

 X Articles of Incorporation (*applicable for Corporations only*)

 Operating Agreement (*applicable for LLC only*)

 X Bylaws (*applicable for Corporations only*)

 X Personnel Policies

 X A client grievance procedure informing clients covered under DHS 94 of their rights and identifying the process clients may use to enforce those rights. The procedure is in compliance with Wisconsin Statute §51.61 and Wisconsin Administrative Code DHS 94.

 X Audit Hotline Policy (see item 18)

 X Accounting Policies and Procedure Manual in compliance with General Accepted Accounting Principles (GAAP) and the Wisconsin Department of Health and Family Services (DHFS) allowable cost policies.

 X Agency billing procedure, in compliance with DHS 1, regulating billing and collection activities for care and services provided by the agency and purchased by Milwaukee County.

 X A 'whistleblower' policy and procedure that enables individuals to come forward with credible information on illegal practices or violations of organizational policies. This policy must specify that the organization will not retaliate against individuals who make such reports.

 X A conflict of interest policy and procedure to ensure all conflicts of interest, or appearance thereof, within the agency and the Board of Directors (if applicable) are avoided or appropriately managed through disclosure, recusal, or other means. At a minimum, the policy should require full written disclosure of all potential conflicts of interest within the organization.

 X A code of ethics policy, which outlines the practices and behaviors expected from trustees, staff, and volunteers. The code of ethics policy shall be adopted by the board and shall be disseminated to all affected groups as part of orientation and updated annually.

 X An emergency policy, which outlines the policies and procedures to be prepared for an emergency such as a tornado, blizzard, electrical blackout, pandemic influenza, or other natural or man-made disaster. Provider shall develop a written plan, to be retained in the Provider's office, which addresses:

1. The steps Provider has taken or will be taking to prepare for an emergency;
2. Which, if any, of Provider's services will remain operational during an emergency;
3. The role of staff members during an emergency;
4. Provider's order of succession and emergency communications plan; and
5. How Provider will assist Participants/Service Recipients to individually prepare for an emergency.

Providers who offer case management or residential care for individuals with substantial cognitive, medical, or physical needs are actively encouraged to develop an individualized emergency preparedness plan and shall assure at-risk Participants/Service Recipients have been offered any assistance they might require to complete the plan.

Occupancy Permit and/or other permits required by local municipalities, as applicable, for services being provided.

Agency agrees to submit 2 original copies of a certified audit report, performed by an independent certified public accountant licensed to practice by the State of Wisconsin, in compliance with the audit requirements of the Purchase of Service Contract.

Authorized Signature: 
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #5
Board of Directors, Owners,
Stockholders Demographic

**YEAR 2015 BOARD OF DIRECTORS/AGENCY OWNERS/STOCKHOLDERS
DEMOGRAPHY SUMMARY**

Board members and staff must be able to serve a culturally diverse population in a manner that reflects culturally competent decision making and service delivery.

Cultural Diversity—The presence of individuals and groups from different cultures. Cultural diversity in the workplace refers to the degree to which an organization, agency or other group is comprised of people from a variety of differing backgrounds related to behaviors, attitudes, practices, beliefs, values, and racial and ethnic identity.

Ethnicity	Female	Male	Disabled
Asian or Pacific Islander	0	0	0
Black	0	0	0
Hispanic	0	0	0
American Indian	0	0	0
White	1	6	3
Totals	1	6	3

A "disabled individual" is defined pursuant to section 504 of the Rehabilitation Act of 1973 as any person who:

1. Has a physical or mental impairment that substantially limits one or more major life activities (e.g. caring for oneself, performing manual tasks, walking, seeing, hearing, speaking, breathing, learning and working);
2. Has a record of such impairment, or;
3. Is regarded as having such impairment.

Ethnicity is defined as:

1. Asian or Pacific Islander: All persons having origins in any of the original peoples of the Far East, Southeast Asia, the Indian Subcontinent, or the Pacific Islands. This area includes, for example, China, Japan, Korea, the Philippine Islands and Samoa.
2. Black: All persons having origins in any of the Black racial groups of Africa.
3. Hispanic: All persons of Mexican, Puerto Rican, Cuban, Central or South America or other Spanish culture or origin, regardless of race. (Excludes Portugal, Spain, or other European countries).
4. American Indian or Alaskan Native: All persons having origins in any of the original peoples of North America, and who maintain cultural identification through tribal affiliation or community recognition.
5. White: All persons who are not Asian or Pacific Islander, Black, Hispanic, American Indian or Alaskan Native.

Authorized Signature: _____
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #6
Ownership, Independence, and
Governance

**YEAR 2015 BOARD OF DIRECTORS OWNERSHIP, INDEPENDENCE,
COMPENSATION, AND GOVERNANCE (Applicable to for-profit and
nonprofit Corporations Only)**

Please list the current board members and indicate the office title, term, percentage of ownership interest (applicable for for-profit corporations only), amount of prior year's distributions or dividends (applicable for for-profit corporations only), whether the board member receives any compensation from the agency, and whether the board member can be considered independent. "Independent" board members include individuals (1) who are not compensated by the organization as an employee or independent contractor; (2) whose compensation is not determined by individuals who are compensated by the organization; (3) who do not receive, directly or indirectly, material financial benefits from the organization except as a member of the charitable class served by the organization; and (4) who are not related to (as a spouse, sibling, parent or child), or do not reside with, any individual described above.

In addition, a resume must be submitted for each board member. The resume should include the board member's name, education and experience but should exclude identifying information such as social security numbers, addresses, D.O.B and marital status.

Board Member Name	Office Title	Term	% Owner - ship	Amount Distributions / Dividends	Compen -sated (yes/no)	Indepe -ndent (yes/n o)	Resu -me Attac -hed
Conley Montgomery	President	10/17	0	0	No	Yes	x
Robert Niebuhr	Vice/Treasur e	10/17	0	0	No	Yes	x
Michael Lawton	Secretary	10/17	0	0	No	Yes	x
Jim Dollister	Board Member	10/17	0	0	No	Yes	X
Randy Manning	Board Member	10/17	0	0	No	Yes	X
Dave Martin	Board Member	10/17	0	0	No	Yes	X
Jean Stewart	Board Member	10/17	0	0	No	yes	X

Are positions of Agency Head (e.g. President, Chief Executive Officer, Executive Director, etc.), Board Chair, and Treasurer held by separate individuals?

X Yes

__ No

If agency is a non-profit corporation with fewer than five board members, explain the rationale for the number of board members, and indicate what, if any, compensatory controls are in place to mitigate self-dealing and other potential abuses by the Board.

Board Committees

Committee Name	Committee Purpose
Finance/Priority	Financial/Budget/Program/Spending Priorities

The Board of Directors' 2015 meetings for the agency will be held on the following dates:

January 1/12/15	May	September
February	June	October 10/9/15
March 3/26/15	July 7/10/15	November
April 4/17/15	August	December 12/11/15

**Additional Board of Directors' meetings may be held as required

Contractor agrees to retain Board of Directors' meeting minutes for a period of at least four (4) years following contract termination and agrees to provide Milwaukee DHHS access to the meeting minutes upon request.

Authorized Signature: 
 Timothy V. Bruer, Executive Director
 Energy Services, Inc.

Date: 3/27/15

ESI Board of Directors' Experience

Conley W. Montgomery : Chair

- Past Experience – Group Health Cooperative, Human Resource Director ; Midland Fuel Cooperative , President; Madison Westside Kiwanis, Co-Founder

Robert Neibuhr : Vice Chair/Treasurer

- Past Experience: Labors Union Local 464, Labor Leader/Business Manager; Madison Board of Public Works, Chairperson

Mike Lawton: Secretary

- Boardman and Clark, LLP, Attorney at Law; Madison Police and Fire Commissioner; Hill Farms Neighborhood Association, President

Jim Dolister: Board Member

- Past Experience - Capitol Bank, CEO/Founder and current Chairman of the Board

Dave Martin: Board Member

- Ideal Builders Inc., President-CEO

Jean Stewart: Board Member

- Past Experience - City of Madison, Former Alderperson; Madison Parks Foundation, Board Member

Randy Manning: Board Member/Rural Designation Representative

- Pecks Feed and Grain, Representative; South Central Youth League, Paid Sports Umpire
- Past Experience - Former PDQ Store , Real Estate Management and Development

Vacant Board Seats (2):

- Designated for minority South Eastern Wisconsin Representatives


Item #7
Owners/ Officers

YEAR 2015 AGENCY OWNERS/STOCKHOLDERS/OFFICERS ITEM # 7
(applicable to all organizations)

Please list each agency owner, stockholder, officer, LLC manager, Partner, and/or LLC member, and indicate the office title and total compensation. For Non-profits this will include names of officers appointed by the Board (such as COO or CEO). In addition, for For-profit organizations also provide the percentage of ownership interest, amount of prior year's distributions or dividends from the agency during the prior year. Please note that only those stockholders holding twenty percent or greater interest must be listed. Volunteer board members with no ownership stake or compensation need not be listed here (but should be listed on Item 6). ***This item applies to both For-profit and Non-profit agencies.***

Name	Status	Office/ title	% Owner- ship	Amount of Distributions/ Dividends (\$)	Total Compensation (\$)*
Timothy V. Bruer	Officer	Executive Director	0	0	\$103,936.00
	Officer				
	Officer				
	Officer				
	Officer				
	Officer				

*Total Compensation should reflect amount reported on IRS Form W-2 and 1099.

Authorized Signature:  Date: 3/27/15
 Timothy V. Bruer, Executive Director
 Energy Services, Inc.

Item #8
Mission Statement

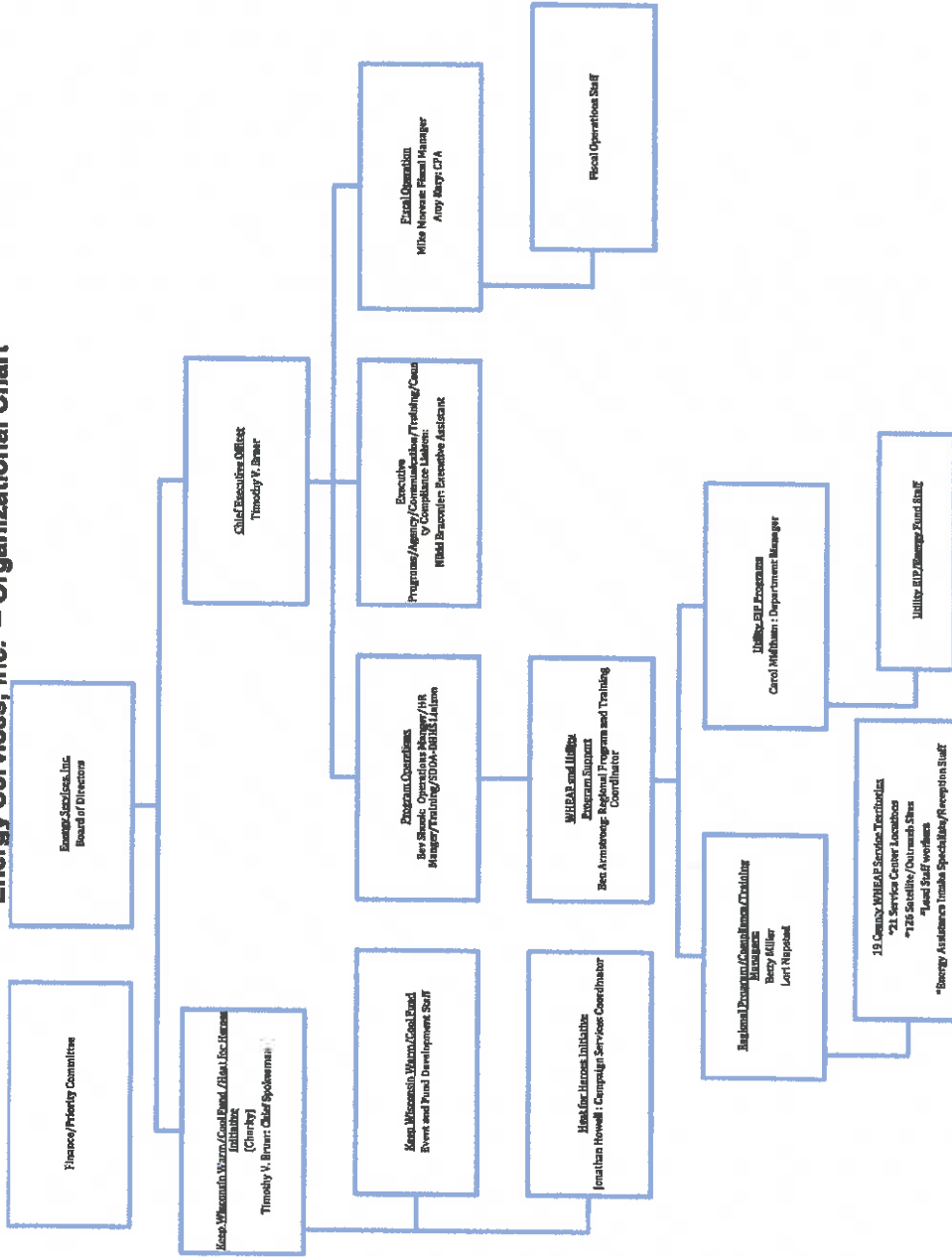
YEAR 2015 AGENCY MISSION STATEMENT

The primary mission of Energy Services, Inc. is to provide limited-income families with the services and assistance necessary to prevent and or alleviate energy-related emergencies from occurring, while promoting initiatives that result in a family's long-term self-sufficiency. Our secondary mission is to leverage other resources from private, utility, and other public sources to offset the growing gap between, unmet energy related needs and declining federal dollars, thus reducing a need for county tax levy dollars.

Our organization's philosophy, mission statement, standards of excellence and commitment to diversity directly reflects, in its entirety, the mission statement held by Milwaukee County Health and Human Services. The ESI mission directly aligns with the goals of the WHEAP program in Milwaukee County, ensuring that families in need receive necessary energy assistance and services. The agency specializes in these services and has performed them throughout the state, and hopes to serve Milwaukee families in this capacity as well.

Item #9
Agency Organizational Chart

Energy Services, Inc. – Organizational Chart



Item #10
Agency Licenses and Certificates

The State of Wisconsin
Department of Financial Institutions

ENERGY SERVICES INC

is hereby certified to engage in business as a

CHARITABLE ORGANIZATION

in the State of Wisconsin. This certification was approved on the 31st day of January in the year 1986.

The authority granted herein must be renewed by August 1 of each year by the granting authority.

In witness thereof, the State of Wisconsin
Department of Financial Institutions
has caused this certificate to be issued under
the seal of the Department of Financial Institutions



Peier Blüsten

Peier Blüsten
Secretary, Department of Financial Institutions

Michael J. Mach

Michael J. Mach
Administrator, Division of Banking

This certificate of registration must be displayed conspicuously in the registrant's office or place of business.

This certificate was printed on the 7th day of October in the year 2014

United States of America
State of Wisconsin



DEPARTMENT OF FINANCIAL INSTITUTIONS
Division of Corporate & Consumer Services

To All to Whom These Presents Shall Come, Greeting:

I, GEORGE PETAK, Administrator of the Division of Corporate and Consumer Services, Department of Financial Institutions, do hereby certify that

ENERGY SERVICES, INC.

is a domestic corporation or a domestic limited liability company organized under the laws of this state and that its date of incorporation or organization is March 3, 1982.

I further certify that said corporation or limited liability company has, within its most recently completed report year, filed an annual report required under ss. 180.1622, 180.1921, 181.1622 or 183.0120 Wis. Stats., and that it has not filed articles of dissolution.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the official seal of the Department on October 7, 2014.



A handwritten signature in cursive script that reads "George Petak".

GEORGE PETAK, Administrator
Division of Corporate and Consumer Services
Department of Financial Institutions

Effective July 1, 1996, the Department of Financial Institutions assumed the functions previously performed by the Corporations Division of the Secretary of State and is the successor custodian of corporate records formerly held by the Secretary of State.

DFI/Corp/33

To validate the authenticity of this certificate

Visit this web address: <http://www.wdfi.org/apps/ccs/verify/>

Enter this code: 143685-8869274B

Item #11
Indemnity, Data and Information and
HIPAA Compliance Statement

YEAR 2015 INDEMNITY, DATA & INFORMATION SYSTEMS COMPLIANCE, HIPAA

Indemnity/Insurance

Contractor agrees to the fullest extent permitted by law, to indemnify, defend and hold harmless, the County and its agents, officers and employees, from and against all loss or expense including costs and attorney's fees by reason of liability for damages including suits at law or in equity, caused by any wrongful, intentional, or negligent act or omission of the Contractor, or its (their) agents which may arise out of or are connected with the activities covered by this agreement.

Contractor shall indemnify and save County harmless from any award of damages and costs against County for any action based on U.S. patent or copyright infringement regarding computer programs involved in the performance of the tasks and services covered by this agreement.

Provision for Data and Information Systems Compliance

Contractor shall utilize computer applications in compliance with County standards in maintaining program data related to the contract, or bear full responsibility for the cost of converting program data into formats useable by County applications. All Contractors shall have internet access, an email address, and shall utilize Microsoft Excel 2000 or newer, or shall use applications which are exportable/convertible to Excel.

Health Insurance Portability and Accountability Act

The contractor agrees to comply with the federal regulations implementing the Health Insurance Portability and Accountability Act of 1996 (HIPAA) to the extent those regulations apply to the services the contractor provides or purchases with funds provided under this contract.

Authorized Signature:  _____
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #13
Related Organization/ Related Party
Disclosure

YEAR 2015 RELATED PARTY DISCLOSURES

Milwaukee County Employee

Submit a list of any Milwaukee County employee, or former County employee to whom your agency paid a wage, salary, or independent contractor fee during the preceding three-year period. Include payments made during 2012, 2013, and 2014 to any person who was at the time of payment, also employed by Milwaukee County.

Employee	2012 Wages	2013 Wages	2014 Wages

X No employment relationship with current or former Milwaukee County employees (within 3 years) exists.

Related Party Relationships

The agency rents from or contracts with a person who has ownership or employment interest in the agency; serves on the Board of Directors; or is a member of the immediate family of an owner, officer, employee, or board member? Yes No

If such a relationship exists, submit a copy of lease agreements, certified appraisals, and contract agreements, etc.

Submit a full disclosure of the relationship, including the extent of interest and amount of estimated income anticipated from each source, for each individual if any board member, stockholder, owner, officer, or member of the immediate family of any board member, stockholder, owner or officer, holds interest in firms or serves on the board from which materials or services are purchased by the agency, its subsidiaries, or affiliates. "Immediate family" means an individual's spouse or an individual's relative by marriage, lineal descent, or adoption who receives, directly or indirectly, more than one-half of his/her support directly from the individual or from whom the individual receives, directly or indirectly, more than one-half of his/her support.

Name	Relationship	% or Estimated Income

Authorized Signature: 
 Timothy V. Bruer, Executive Director
 Energy Services, Inc.

Date: 3/27/15

Item # 14
Employee Hours-Related
Organization Disclosure

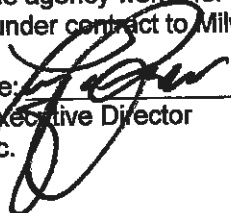
**FORM 2C - YEAR 2015 EMPLOYEE HOURS - RELATED ORGANIZATION
DISCLOSURE**

For each employee of your agency who works for more than one related organization which may or may not be under contract to Milwaukee County, the total number of weekly hours scheduled for each affiliated corporate or business enterprise must be accounted for by program/activity.
 "Related Organization" is defined as an organization with a board, management, and/or ownership which is (are) shared with the Proposer organization.

Employee Name	Related Organization/ Employer	Program/ Activity	Total Weekly Hours

Please check the statement below, sign and date the form if the above condition does not exist.

No employee of the agency works for more than one related organization that may or may not be under contract to Milwaukee County.

Authorized Signature: 
 Timothy V. Bruer, Executive Director
 Energy Services, Inc.

Date: 3/27/15

Item #15
Conflict of Interest & Prohibited
Practices Certification

YEAR 2015 CONFLICTS OF INTEREST AND PROHIBITED PRACTICES

Interest in Contract

No officer, employee or agent of the County who exercises any functions or responsibilities with carrying out any services or requirements to which this contract pertains has any personal interest, direct or indirect, in this contract.

Interest of Other Public Officials

No member of the governing body of a locality, County or State and no other public official of such locality, County or State who exercises any functions or responsibilities in the review or approval of the carrying out of this contract has any personal interest, direct or indirect, in this contract.

Contractor covenants s/he presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services under this contract. Any conflict of interest on the part of the Contractor will be disclosed to the County. In the event Contractor has a conflict of interest that does not permit Contractor to perform the services under the contract with respect to any client or recipient, Contractor will notify the County and will provide the County with all records and reports relating to same.

Prohibited Practices

Contractor attests that it is familiar with Milwaukee County's Code of Ethics, Chapter 9 of Milwaukee County Code of General Ordinances, which states in part, "No person may offer to give any County officer or employee or his immediate family, or no County officer or employee or his immediate family may solicit or receive anything of value pursuant to an understanding that such officer's or employee's vote, official action, or judgment would be influenced thereby."

Said chapter further states, "No person(s) with a personal financial interest in the approval or denial of a contract being considered by a County department or with an agency funded and regulated by a County department, may make a campaign contribution to any candidate for an elected County office that has final authority during its consideration. Contract considerations shall begin when a contract is submitted directly to a County department or to an agency until the contract has reached its final disposition, including adoption, county executive action, proceedings on veto (if necessary) or departmental approval."

Where Agency intends to meet its obligations under this or any part of this RFP through a subcontract with another entity, Agency shall first obtain the written permission of County; and further, Agency shall ensure it requires of its subcontractors the same obligations incurred by Agency under this RFP.

Authorized Signature: 
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item # 16
Equal Employment Opportunity
Certificate

YEAR 2015 EQUAL EMPLOYMENT OPPORTUNITY CERTIFICATE FOR MILWAUKEE COUNTY CONTRACTS

In accordance with Section 56.17 of the Milwaukee County General Ordinances and Title 41 of the Code of Federal Regulations, Chapter 60, SELLER or SUCCESSFUL BIDDER or CONTRACTOR or LESSEE or (Other-specify), (Hence forth referred to as VENDOR) certifies to Milwaukee County as to the following and agrees that the terms of this certificate are hereby incorporated by reference into any contract awarded.

Non-Discrimination

VENDOR certifies that it will not discriminate against any employee or applicant for employment because of race, color, national origin, or ancestry, age, sex, sexual orientation, gender identity and gender expression, disability, marital status, family status, lawful source of income, or status as a victim of domestic abuse, sexual assault or stalking, which includes but is not limited to the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training including apprenticeship.

VENDOR will post in conspicuous places, available to its employees, notices to be provided by the County setting forth the provision of the non-discriminatory clause.

A violation of this provision shall be sufficient cause for the County to terminate the contract without liability for the uncompleted portion or for any materials or services purchased or paid for by the contractor for use in completing the contract.

Affirmative Action Program

VENDOR certifies that it will strive to implement the principles of equal employment opportunity through an effective affirmative action program, which shall have as its objective to increase the utilization of women, minorities, and disabled persons and other protected groups, at all levels of employment in all divisions of the vendor's work force, where these groups may have been previously under-utilized and under-represented.

VENDOR also agrees that in the event of any dispute as to compliance with the afore-stated requirements, it shall be his responsibility to show that he has met all such requirements.

Non-Segregated Facilities

VENDOR certifies that it does not and will not maintain or provide for its employees any segregated facilities at any of its establishments, and that it does not permit its employees to perform their services at any location under its control, where segregated facilities are maintained.

Subcontractors

VENDOR certifies that it has obtained or will obtain certifications regarding non-discrimination, affirmative action program and non segregated facilities from proposed subcontractors that are directly related to any contracts with Milwaukee County, if any, prior to the award of any subcontracts, and that it will retain such certifications in its files.

Reporting Requirement

Where applicable, VENDOR certifies that it will comply with all reporting requirements and procedures established in Title 41 Code of Federal Regulations, Chapter 60.

Affirmative Action Plan

VENDOR certifies that, if it has 50 or more employees, it will develop and/or update and submit (within 120 days of contract award) an Affirmative Action Plan to: Mr. Paul Grant, Audit Compliance Manager, Milwaukee County Department of Audit, 2711 West Wells Street 9th Floor, Milwaukee, WI 53208 [Telephone No.: (414) 278-4292].

VENDOR certifies that, if it has 50 or more employees, it has filed or will develop and submit (within 120 days of contract award) for each of its establishments a written affirmative action plan. Current Affirmative Action plans, if required, must be filed with any of the following: The Office of Federal Contract Compliance Programs or the State of Wisconsin, or the Milwaukee County Department of Audit, 2711 West Wells Street, Milwaukee, WI 53208 [Telephone No.: (414) 278-4292].

If a current plan has been filed, indicate where filed and the years covered N/A.

VENDOR will also require its lower-tier subcontractors who have 50 or more employees to establish similar written affirmative action plans.

Employees

Energy Services, Inc. VENDOR certifies that it has 5 (No. of Employees) employees in the Standard Metropolitan Statistical Area (Counties of Milwaukee, Waukesha, Ozaukee and Washington, Wisconsin) and (No. of Employees) 80 employees in total.

Compliance

VENDOR certifies that it is not currently in receipt of any outstanding letters of deficiencies, show cause, probable cause, or other notification of noncompliance with EEO regulations.

Executed this 27th day of March 2015 by: Firm Name: Energy Services, Inc.

By [Signature] (Signature) Address 1225 S. Park St.

Title Executive Director City/State/Zip Madison, WI 53715

Item #17
Equal Opportunity Policy

YEAR 2015 EQUAL OPPORTUNITY POLICY

Energy Services, Inc. is in compliance with the equal opportunity policy and standards of all applicable Federal and State rules and regulations regarding nondiscrimination in employment and service delivery.

EMPLOYMENT - AFFIRMATIVE ACTION & CIVIL RIGHTS

It is the official policy of Energy Services, Inc. that no otherwise qualified person shall be excluded from employment, be denied the benefits of employment or otherwise be subjected to discrimination in employment in any manner on the basis of race, religion, color, national origin or ancestry, age, sex, sexual orientation, gender identity and gender expression, disability, marital status, family status, lawful source of income, or status as a victim of domestic abuse, sexual assault or stalking, handicap, physical condition, developmental disability, arrest or conviction record, sexual orientation, military/veteran status or military participation. We pledge that we shall comply with Affirmative Action and Civil Rights standards to ensure that applicants are employed and that employees are treated during their employment without regard to the above named characteristics. Such action shall include but not be limited to the following: employment, upgrading, demotion, transfer, recruitment, or recruitment advertising, layoff or termination, rates of pay or other forms of compensation and selection for training including apprenticeship. Energy Services, Inc. has a written Affirmative Action Plan which includes a process by which discrimination complaints may be heard and resolved.

SERVICE DELIVERY - CIVIL RIGHTS

It is the official policy of Energy Services, Inc. that no otherwise qualified applicant for services or service recipient shall be excluded from participation, be denied benefits or otherwise be subjected to discrimination in any manner on the basis of age, race, religion, color, sex, national origin or ancestry, handicap, physical condition, developmental disability, arrest or conviction record, sexual orientation, military/veteran status or military participation. We pledge that we shall comply with civil rights laws to ensure equal opportunity for access to service delivery and treatment without regard to the above named characteristics. Energy Services, Inc. has a written Civil Rights Action Plan which includes a process by which discrimination complaints may be heard and resolved.

All officials and employees of Energy Services, Inc. are informed of this statement of policy. Decisions regarding employment and service delivery shall be made to further the principles of affirmative action and civil rights.

To ensure compliance with all applicable Federal and State rules and regulations regarding Equal Opportunity and nondiscrimination in employment and service delivery, Bev Shook has been designated as our Equal Opportunity Coordinator. Any perceived discrimination issues regarding employment or service delivery shall be discussed with Ms. Shook. Ms. Shook may be reached during week days at 608-283-7663. A copy of the Affirmative Action Plan and/or the Civil Rights Action Plan including the process by which discrimination complaints may be heard and resolved is available upon request.



(Director or Chief Officer) (Title) (Date)

This Policy Statement shall be posted in a conspicuous location.

Item # 18
Audit Fraud Hotline

Audit Services Division Hotline

Milwaukee County has set up the Audit Services Division Hotline to be the primary conduit for concerned employees, citizens, and contractors to communicate allegations of fraud, waste and abuse involving County government. Milwaukee County's resolution states, in part,

"all department heads and administrators of Milwaukee County are hereby directed to provide information regarding Milwaukee County Audit Services Division Fraud Hotline to all professional service and construction contractors when they commence work for Milwaukee County and, further, that instructions and bulletins shall be provided to said contractors that they post this information in a location where their employees will have access to it and provide said information to any and all subcontractors that they may retain; and

...Milwaukee County funded construction and work sites shall also have posted the bulletin that the Audit Services Division has developed which provides the Fraud Hotline number and other information and the Department of Public Works shall inform contractors of this requirement"

A Hotline bulletin is attached (See flyer under Appendices). Please distribute the revised bulletin to contractors as contracts are let or renewed and also post it prominently at all County employee work locations associated with your organization.

This certifies that the copies of Audit Hotline poster will be posted at prominent locations within our organization upon effective date of awarded contract.

Authorized Signature: 
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

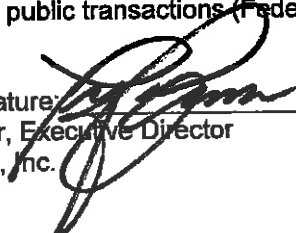
Item #19
Certification Statement Regarding
Debarment and Suspension

CERTIFICATION REGARDING DEBARMENT AND SUSPENSION

CERTIFICATION STATEMENT

DEBARMENT AND SUSPENSION

The Proposer certifies to the best of its knowledge and belief, that the corporation, LLC, partnership, or sole proprietor, and/or its' principals, owners, officers, shareholders, key employees, directors and member partners: (1) are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency; (2) have not within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property; (3) are not presently indicted for or otherwise criminally charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in (2) of this certification; and, (4) have not within a three-year period preceding this proposal had one or more public transactions (Federal, State or local) terminated for cause or default.

Authorized Signature: 
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #20
Additional Disclosures

ADDITIONAL DISCLOSURES

1. Has your organization or any representative, owner, partner or officer ever failed to perform work awarded or had a contract terminated for failure to perform or for providing unsatisfactory service?

Yes No If yes, on a separate page please provide a detailed explanation.

2. Within the past five (5) years, has your organization or any representative, owner, partner or officer (collectively "your Company") ever been a party to any court or administrative proceedings or disciplinary action, where the violation of any local, state or federal statute, ordinance, rules, regulation, or serious violation of company work rules by your Company was alleged?

Yes No If yes, on a separate page, please provide a detailed explanation outlining the following:

- Date of citation or violation
- Description of violation
- Parties involved
- Current status of citation

3. Within the past 5 years has your organization had any reported findings on an annual independent audit?

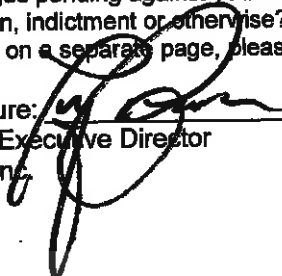
Yes No If yes, on a separate page please provide a detailed explanation.

4. Within the past 5 years, has your organization been required to submit a corrective action plan by virtue of review or audit by independent auditor, or any governmental agency or purchaser of services?

Yes No If yes, on a separate page please provide a detailed explanation including if the corrective action has been accepted by the purchasing agency and completely implemented? If not, please explain remaining action required by purchasing agency.

5. Have you, any principals, owners, partners, shareholders, directors, members or officers of your business entity ever been convicted of, or pleaded guilty, or no contest to, a felony, serious or gross misdemeanor, or any crime or municipal violation, involving dishonesty, assault, sexual misconduct or abuse, or abuse of controlled substances or alcohol, or are charges pending against you or any of the above persons for any such crimes by information, indictment or otherwise?

Yes No If yes, on a separate page, please provide a detailed explanation.

Authorized Signature:  _____
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #21
Certification Regarding Compliance
With Background Checks—Children
& Youth

RESOLUTION REGARDING FILE 99-233 REQUIRING BACKGROUND CHECKS FOR AGENCIES SERVING CHILDREN AND YOUTH

This is to certify that N/A has received and read the enclosed, "PROVISIONS OF RESOLUTION REQUIRING BACKGROUND CHECKS ON DEPARTMENT OF HUMAN SERVICES CONTRACT AGENCY EMPLOYEES PROVIDING DIRECT CARE AND SERVICES TO MILWAUKEE COUNTY CHILDREN AND YOUTH;"

(2) has a written screening process in place to ensure background checks on criminal and gang activity for current and prospective employees providing direct care and services to children and youth; and,

(3) is in compliance with the provisions of File No. 99-233, the Resolution requiring background checks.

Authorized Signature: 
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #22
Certification Regarding Compliance
With Background Checks—Caregiver

**CERTIFICATION STATEMENT RESOLUTION REGARDING CAREGIVER
AND CRIMINAL BACKGROUND CHECKS**

(Applies to all agencies with employees who meet the definition of "caregiver",
per definition below)

Contract agencies and agencies with which the DHHS has reimbursable agreements shall certify, by written statement, that they will comply with the provisions of ss.50.065 and ss.146.40 Wis. Stats. and DHS 12 and DHS13, Wis. Admin. Code *State of Wisconsin Caregiver Program* (all are online at <http://www.legis.state.wi.us/rsb/code.htm>). Agencies under contract shall conduct background checks at their own expense.

DEFINITION: EMPLOYEES AS CAREGIVERS (*Wisconsin Caregiver Program Manual, <http://dhfs.wisconsin.gov/caregiver/pdffiles/Chap2-CaregiverBC.pdf>*)

A caregiver is a person who meets all of the following:

- is employed by or under contract with an entity;
- has regular, direct contact with the entity's clients or the personal property of the clients; and
- is under the entity's control.

This includes employees who provide direct care and may also include Housekeeping, maintenance, dietary and administrative staff, if those persons are under the entity's control and have regular, direct contact with clients served by the entity.

This is to certify that N/A in compliance with the provisions of ss.50.065 and ss.146.40 Wis. Stats. and DHS 12 and DHS 13, Wis. Admin. Code *State of Wisconsin Caregiver Program*

Authorized Signature: 
Timothy V. Bruer, Executive Director
Energy Services, Inc.

Date: 3/27/15

Item #23
Promotion of Cultural Competence

CULTURAL COMPETENCE

Since our inception in 1978, Energy Services has prided ourselves in our ability to create and maintain cultural diversity throughout our agency. We have designed our outreach initiatives, staffing structure and employee training specifically around the need to understand, respect and acknowledge different ethnicities, cultures, gender, races and age demographics. Energy Services was one of the first organizations in South Central Wisconsin to employ bilingual staff (Spanish, Hmong), and has continually expanded upon these efforts for the last three decades. This includes, but is not limited to, other languages and the hearing/visually impaired. Our agency also holds two available Board of Director seats specifically for minority representation from the South Eastern Wisconsin area.

The diversity of our staff and board, along with our outreach and networking initiatives, has proven most effective in meeting the needs and changing demographics on those areas that we serve.

Continual Culturally Diverse Client Outreach:

To maintain our culturally competent philosophy, Energy Services, Inc. continually monitors and adapts to the changes in society, community, staff and client demographics. Annually, we research and analyze the demographics specific to each program site's community through the US Census Bureau and other sources, updating our staffing structure, training and outreach initiatives accordingly. Our core management staff and lead workers have extensive backgrounds and training in client services, cultural sensitivity, ethnic studies and aging and disability resources. We also continue to place a special emphasis on recruiting, minority, disabled and older workers. This has resulted in a workforce that closely reflects the demographics and characteristics of the geographical areas and households we serve.

In addition, Energy Services, Inc. continues to maintain a core staff of lead bilingual workers (Spanish/Hmong) throughout our 21 service centers and 19 counties. This has resulted in removing artificial barriers often experienced throughout the energy assistance application process by many minority and special needs clients. In addition, we also work directly with partnering county agencies, other basic services providers, stakeholders, and community service centers to develop and maintain outreach sites that are logistically/ ADA physically accessible. Special focus is also centered upon developing satellite outreach sites that are located in minority or special needs dominated census tracts. These conveniently located sites have proven effective in providing security and comfort to our clients throughout the energy assistance application process. Some examples of these satellite outreach sites that currently exist are located at: local churches, ADRC, cultural community centers, senior centers, work force development, local food pantries and libraries to name just a few.

As the first non-county contractor of the WHEAP program directly with the State of Wisconsin, the agency played a major role with the state agency in developing a statewide outreach/networking strategy for the Low Income Home Energy Assistance Program. This leadership role continues today with our active role in collaborating with a number of stakeholders statewide in developing bold initiatives that reaches out to those high-risk populations. This includes but is not limited to, the creation of written materials/brochures in multiple languages such as Spanish and Hmong. In addition, Energy Services, Inc. also produces a number of its agency designed outreach literature/materials in Spanish/Hmong that also recognizes language dialects and cultural differences. Each service centers lead staff is responsible to ensure that program community outreach is continually delivered throughout the program year and that demographic/culturally specific literature is always available at all outreach sites and community partnering agencies. Further, our agency is aggressively committed to exploring other initiatives that result in removing barriers and encouraging greater comfort levels for participation in the Wisconsin Home Energy Assistance Program.

Special Needs Clients:

To the maximum extent possible, our agency has demonstrated commitment to accommodating individuals with disabilities, staff disabilities and meeting the special physical and emotional needs of the clients we serve. In each of our 21 permanent site locations and our 126 outreach sites, Energy Services has multiple resources available to assist special needs clients throughout their application process. All of our locations are ADA compatible, have visually impaired literature, have accessibility to translators (multiple languages/ASL etc.) and if needed, special need clients will also be accommodated with home visits and/or an alternative site location to administer an energy assistance

Continual Staff Training:

As a continued ongoing process to maintain cultural competency within the agency, Energy Services, Inc. has an internal training program developed that enhance our staff's respect, knowledge and understanding of diversity. In addition to annual Civil Rights Training, employees also participate in quarterly All Staff meetings which hold seminars focused on providing equality to all clients. Client equality seminars focus specifically on cultural diversity, providing accessibility to aging clients and clients with disabilities, knowing/getting involved in your community, as well as targeted outreach initiatives. During training, staff is encouraged to participate in open discussions/forums about the unique challenges they specifically are faced with in their communities and collectively across different regions, work with other staff to develop solutions.

Item #24
Emergency Management Plan

Emergency Disaster Plan

Agency's Order of Succession - Emergency Protocol:
Timothy V. Bruer – Executive Director
Bev Shook – Operations Manager
Ben Armstrong – Regional Program and Training Coordinator
TBD – Lead Staff Personnel

As part of ESI's biannual and periodic emergency and safety in-service training sessions, the following Emergency Protocol Plans are enforced at each ESI service center site should a natural disaster occur or hazardous working environment develop:

Fire:

- 1.) Lead staff personnel will contact 911 immediately
- 2.) Lead staff will evaluate condition and evacuate all staff and clients to emergency exit locations throughout suite/building to designated safe gathering location(s). **Please note that all service center locations will be required to post a highly visible, emergency safety plan with evacuation routes onsite.**
- 3.) Lead staff will contact executive management staff and building management when all staff and clients are relocated to a safe location
- 4.) On approval of the authorities, lead staff will coordinate a safe and orderly return to the service center

Severe Weather Conditions (i.e. Tornados/Hazardous Storms/Blizzards/Floods):

- 1.) Executive management team and lead staff will continuously monitor weather conditions through the National Weather Service through use of radio, television, internet or via telephone.
- 2.) Executive management and lead staff will determine if evacuation /relocation is needed based on site location and under the advisory of the National Weather Service
- 3.) If evacuation is needed, lead staff will advise all staff and clients that evacuation is required, and redirect clients and staff safely through evacuation route(s) to site determined "storm shelter" or "weather safe" location or to nearest building exit (flood).
- 4.) Lead staff will advise all clients and staff to remain away from all windows, glass and other non-stationary items that could cause bodily harm. If possible, all clients and staff should remain seated in a crouched position with hands and arms covering their necks and head
- 5.) Lead staff will continue to monitor weather through the National Weather Service and will not leave sheltered areas until National Weather Advisory Services has deemed location safe.

- 6.) After receiving assurance that the safety and hazardous threat has been abated, lead staff will facilitate an orderly return of duties and activities

Severe Weather Conditions Closures:

- 1.) Executive management team and lead staff will continuously monitor weather conditions through the National Weather Service through use of radio, television, internet or via telephone
- 2.) Executive management team and lead staff will determine if a closure of the site is required based on the health, safety and wellbeing of all staff and clients
- 3.) Lead staff will advise all clients and staff of the locations closure and will reschedule clients appointments accordingly
- 4.) Lead staff will post notice of closure on all facility doors (if closing early) and will update the telephone message to notify clients and staff of closure. Telephone message will include emergency contact information for life threatening emergencies (no heat situations) and day/time facility will reopen .
- 5.) Lead staff and management to contact media sources to post facilities closure

Semi-Permanent /Permanent Site Closure:

In the event that a natural disaster causes permanent or semi-permanent closure of a facility, Energy Services, Inc. will work directly with emergency services, county/state partners, utilities and stakeholders to find a temporary location site to house its operations until the current operation site is operable or another permanent location site is found. All emergency services will remain active and we will work closely with utilities, weatherization and other county agencies to quickly alleviate life threatening (no-heat) emergencies.

Influenza Pandemic – Employee/ Client Care:

In the case of an Influenza Pandemic, Energy Services, Inc. will enforce the following protocols:

- 1.) Executive management , department managers and lead staff personnel will inform all staff that influenza symptoms have been observed and that staff should refrain from coming to work if they are developing symptoms
- 2.) Advise clients and staff to refrain from entering the facility if influenza symptoms are present
- 3.) Employees will be reminded of the internal lines of communication established for reporting illness/absenteeism from work.
- 4.) Should an employee or client become ill during working hours, department head will instruct the employee/client to leave the facility immediately and

ensure safe travel conditions for the person. Management will advise employee/client to seek medical treatment if required.

- 5.) Management and lead staff will have employee's work station and all common areas disinfected
- 6.) Hand sanitation and tissues will be required in all waiting rooms and common areas to help the spread of disease.
- 7.) Proper hand washing signs/procedures will be visible in all restrooms and break room areas.
- 8.) Management and lead staff will ensure that all employees returning to work from illness have taken precautionary measures to limit the spread of illness (isolation periods, doctor work release, no presence of symptoms within 24/48 hrs).

Item #25
IRS Form 990

WIPFLI_{LLP}
CPAs and Consultants

Wipfli LLP
2501 West Beltline Highway, Suite 401
Madison, WI 53713
PO Box 8700
Madison, WI 53708
608.274.1980
fax 608.274.8085
www.wipfli.com

August 12, 2014

Energy Services, Inc.
1225 South Park St.
Madison, WI 53715
Attention: Timothy Bruer

Dear Tim:

Enclosed is the 2012 Exempt Organization return, as follows...

2012 Form 990

2012 Wisconsin Form 1952

Please review the return for completeness and accuracy.

We have prepared the return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Sincerely,

Denes Tobie

TAX RETURN FILING INSTRUCTIONS

FORM 990

FOR THE YEAR ENDING
September 30, 2013

Prepared for	Energy Services, Inc. 1225 South Park St. Madison, WI 53715
Prepared by	Wipfli LLP Po Box 8700 Madison, WI 53708-8700
Amount due or refund	Not applicable
Make check payable to	Not applicable
Mail tax return and check (if applicable) to	Not applicable
Return must be mailed on or before	Not applicable
Special instructions	<p>This return has qualified for electronic filing. After you have reviewed the return for completeness and accuracy, please sign, date and return Form 8879-EO to our office. We will transmit the return electronically to the IRS and no further action is required. Return Form 8879-EO to us by August 15, 2014.</p> <p>Internal revenue code section 6104(d) requires that form 990 should be made available for public inspection during regular business hours at the organization's principal office. The return must also be available for public inspection at any regional or district offices having three or more employees. Inspection of this return must be allowed for three years from the due date specified above. The inspection requirement applies to all portions of the return except for the names and addresses of any contributors to the organization. The inspection requirement also applies to your organization's application for tax-exempt status (form 1023 or 1024) and the internal revenue service determination letter approving exempt status.</p>

200941
05-01-12

Return of Organization Exempt From Income Tax
 Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

OMB No. 1545-0047

2012

The organization may have to use a copy of this return to satisfy state reporting requirements.

Open to public inspection

For the 2012 calendar year, or tax year beginning **OCT 1, 2012** and ending **SEP 30, 2013**

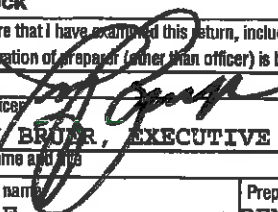
Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization ENERGY SERVICES, INC.		D Employer identification number 39-1443614
	Doing Business As		E Telephone number 608-267-8601
	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	
	1225 SOUTH PARK ST.		G Gross receipts \$ 7,269,371.
City, town, or post office, state, and ZIP code MADISON, WI 53715		H(a) Is this a group return for affiliates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all affiliates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions)	
F Name and address of principal officer: TIMOTHY BRUER SAME AS C ABOVE		H(c) Group exemption number	
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527			
J Website: WWW.ESIWI.COM			
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other		L Year of formation: 1982	
		M State of legal domicile: WI	

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: PROVIDE COMPREHENSIVE ENERGY & CONSERVATION SERVICES THAT HELP LOW-INCOME HOUSEHOLDS COPE WITH THE		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	7
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	7
	5 Total number of individuals employed in calendar year 2012 (Part V, line 2a)	5	115
	6 Total number of volunteers (estimate if necessary)	6	76
	7 a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b Net unrelated business taxable income from Form 990-T, line 34	7b	0.	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	6,248,853.	7,198,602.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7c)	0.	0.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,752.	4,157.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	-13,565.	-5,382.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	6,238,040.	7,197,377.
	14 Benefits paid to or for members (Part IX, column (A), line 4)	2,017,813.	2,637,903.
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	16a Professional fundraising fees (Part IX, column (A), line 11e)	3,116,304.	3,681,345.
	b Total fundraising expenses (Part IX, column (D), line 25)	0.	0.
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	199,067.	
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	970,406.	1,038,389.
19 Revenue less expenses. Subtract line 18 from line 12	6,104,523.	7,357,637.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	133,517.	-160,260.
	21 Total liabilities (Part X, line 26)	Beginning of Current Year	End of Year
	22 Net assets or fund balances. Subtract line 21 from line 20	2,485,664.	3,367,070.
		1,581,802.	2,623,468.
		903,862.	743,602.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer 	Date		
	TIMOTHY BRUER, EXECUTIVE DIRECTOR Type or print name and title			
Preparer Use Only	Print/Type preparer's name DENES TOBIE	Preparer's signature DENES TOBIE	Date 08/14/14	Check <input type="checkbox"/> PTIN self-employed <input type="checkbox"/> P00200892
	Firm's name WIPFLI LLP	Firm's EIN 39-0758449		
	Firm's address PO BOX 8700 MADISON, WI 53708-8700	Phone no. 608-274-1980		

May the IRS discuss this return with the preparer shown above? (see instructions) Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III [X]

1 Briefly describe the organization's mission: THE PRIMARY MISSION OF ENERGY SERVICES, INC. IS TO PROVIDE LIMITED INCOME FAMILIES WITH THE SERVICES AND ASSISTANCE NECESSARY TO PREVENT AND OR ALLEVIATE ENERGY-RELATED EMERGENCIES FROM OCCURRING, WHILE PROMOTING INITIATIVES THAT RESULT IN A FAMILY'S LONG-TERM

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [X] Yes [X] No

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [X] Yes [X] No

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 4,388,903. including grants of \$ 1,022,239.) (Revenue \$ 0.) ENERGY ASSISTANCE PROGRAMS - PROVIDE ASSISTANCE TO 82,389 LOW INCOME FAMILIES FOR UTILITY AND HOME HEATING COSTS FOR A TOTAL DIRECT BENEFIT OF \$33,880,294.

THIS IRS 990 REPORT EXCLUDES \$33,880,294 IN STATE EMERGENCY ENERGY ASSISTANCE GRANTS THROUGH THE WISCONSIN HOME ENERGY ASSISTANCE PROGRAM (WHEAP) WHICH IS ADMINISTERED BY ENERGY SERVICES. THESE COSTS ARE EXCLUDED FROM THIS REPORT AS PAYMENTS ARE MADE DIRECTLY BY THE STATE OF WISCONSIN. INCLUDED WITHIN THE 990 REPORT ARE THE RELATED PROGRAM SUPPORT COSTS FOR FINANCIAL ASSISTANCE AND OTHER ENERGY SERVICES.

4b (Code:) (Expenses \$ 1,417,716. including grants of \$ 1,615,664.) (Revenue \$ 0.) KEEP WISCONSIN WARM - PROVIDE HOME ENERGY CRISIS ASSISTANCE TO 5,283 ELIGIBLE WISCONSIN HOUSEHOLDS FOR A TOTAL DIRECT BENEFIT OF \$1,614,764. 95% OF THOSE HELPED BY KEEP WISCONSIN WARM ARE ELDERLY, DISABLED, OR FAMILIES WITH YOUNG CHILDREN.

4c (Code:) (Expenses \$ 555,991. including grants of \$ 0.) (Revenue \$ 0.) ENERGY SERVICE ACTIVITIES - PROVIDE HOME ENERGY RELATED SERVICES TO WISCONSIN HOUSEHOLDS.

4d Other program services (Describe in Schedule O.) (Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 6,362,610.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	<input checked="" type="checkbox"/>	
2 Is the organization required to complete Schedule B, Schedule of Contributors?	<input checked="" type="checkbox"/>	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		<input checked="" type="checkbox"/>
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		<input checked="" type="checkbox"/>
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		<input checked="" type="checkbox"/>
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		<input checked="" type="checkbox"/>
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		<input checked="" type="checkbox"/>
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		<input checked="" type="checkbox"/>
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		<input checked="" type="checkbox"/>
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		<input checked="" type="checkbox"/>
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	<input checked="" type="checkbox"/>	
b Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		<input checked="" type="checkbox"/>
c Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		<input checked="" type="checkbox"/>
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		<input checked="" type="checkbox"/>
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		<input checked="" type="checkbox"/>
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	<input checked="" type="checkbox"/>	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	<input checked="" type="checkbox"/>	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		<input checked="" type="checkbox"/>
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		<input checked="" type="checkbox"/>
14a Did the organization maintain an office, employees, or agents outside of the United States?		<input checked="" type="checkbox"/>
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		<input checked="" type="checkbox"/>
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? <i>If "Yes," complete Schedule F, Parts II and IV</i>		<input checked="" type="checkbox"/>
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? <i>If "Yes," complete Schedule F, Parts III and IV</i>		<input checked="" type="checkbox"/>
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		<input checked="" type="checkbox"/>
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	<input checked="" type="checkbox"/>	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		<input checked="" type="checkbox"/>
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		<input checked="" type="checkbox"/>
b <i>If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?</i>		<input checked="" type="checkbox"/>

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Part IV Checklist of Required Schedules (continued)

	Yes	No
21 Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II		X
22 Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	X	
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	X	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I		X
26 Was a loan to or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II		X
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part III		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV		X
b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV		X
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV		X
29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I		X
34 Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1		X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V

Table with columns for question number, description, and Yes/No checkboxes. Includes questions 1a through 14b regarding Form 1096, Form W-2G, Form W-3, and various tax compliance issues.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI **X**

Section A. Governing Body and Management

	Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.		
1b Enter the number of voting members included in line 1a, above, who are independent		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		<input checked="" type="checkbox"/> X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?		<input checked="" type="checkbox"/> X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		<input checked="" type="checkbox"/> X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?		<input checked="" type="checkbox"/> X
6 Did the organization have members or stockholders?		<input checked="" type="checkbox"/> X
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		<input checked="" type="checkbox"/> X
7b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		<input checked="" type="checkbox"/> X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
8a The governing body?	<input checked="" type="checkbox"/> X	
8b Each committee with authority to act on behalf of the governing body?	<input checked="" type="checkbox"/> X	
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		<input checked="" type="checkbox"/> X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a Did the organization have local chapters, branches, or affiliates?		<input checked="" type="checkbox"/> X
10b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?		<input checked="" type="checkbox"/> X
11b Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a Did the organization have a written conflict of interest policy? If "No," go to line 13	<input checked="" type="checkbox"/> X	
12b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	<input checked="" type="checkbox"/> X	
12c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	<input checked="" type="checkbox"/> X	
13 Did the organization have a written whistleblower policy?		<input checked="" type="checkbox"/> X
14 Did the organization have a written document retention and destruction policy?	<input checked="" type="checkbox"/> X	
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
15a The organization's CEO, Executive Director, or top management official	<input checked="" type="checkbox"/> X	
15b Other officers or key employees of the organization	<input checked="" type="checkbox"/> X	
If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		<input checked="" type="checkbox"/> X
16b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

- 17** List the states with which a copy of this Form 990 is required to be filed **WI**
- 18** Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
 Own website Another's website Upon request Other (explain in Schedule O)
- 19** Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, physical address, and telephone number of the person who possesses the books and records of the organization: **MARY BRYANT - (608) 283-7662**
1225 SOUTH PARK ST., MADISON, WI 53715

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

- Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
 - List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
 - List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
 - List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
 - List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.
- List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JIM DOLISTER MEMBER	1.00	X					0.	0.	0.	
(2) RANDY MANNING MEMBER	1.00	X					0.	0.	0.	
(3) DAVE MARTIN MEMBER	1.00	X					0.	0.	0.	
(4) JEAN STEWART MEMBER	1.00	X					0.	0.	0.	
(5) CONLEY MONTGOMERY PRESIDENT	1.00	X		X			0.	0.	0.	
(6) ROBERT NIEBUHR VICE PRESIDENT/TREASURER	1.00	X		X			0.	0.	0.	
(7) MICHAEL LAWTON SECRETARY	1.00	X		X			0.	0.	0.	
(8) TIMOTHY BRUER EXECUTIVE DIRECTOR	37.50			X			158,203.	0.	20,227.	
(9) MARY FERGUSON FISCAL MANAGER (THRU AUGUST)	37.50			X			35,864.	0.	11,002.	
(10) MARY BRYANT FISCAL MANAGER (BEG SEPTEMBER)	37.50			X			7,634.	0.	2,308.	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Sub-total								201,701.	0.	33,537.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								201,701.	0.	33,537.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 1

	Yes	No
3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 0

Part VII Statement of Revenue

Check if Schedule O contains a response to any question in this Part VIII

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512, 513, or 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a	Federated campaigns	1a 111,721.				
	b	Membership dues	1b				
	c	Fundraising events	1c 52,241.				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e 4,664,113.				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f 2,370,527.				
	g	Noncash contributions included in lines 1a-1f	9,778.				
	h	Total. Add lines 1a-1f		7,198,602.			
Program Service Revenue	2 a		Business Code				
	b						
	c						
	d						
	e						
	f	All other program service revenue					
	g	Total. Add lines 2a-2f					
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		4,157.		4,157.	
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
	6 a	Gross rents	(i) Real (ii) Personal				
		Less: rental expenses					
	c	Rental income or (loss)					
	d	Net rental income or (loss)					
	7 a	Gross amount from sales of assets other than inventory	(i) Securities (ii) Other				
		Less: cost or other basis and sales expenses					
	c	Gain or (loss)					
	d	Net gain or (loss)					
	8 a	Gross income from fundraising events (not including \$ 52,241. of contributions reported on line 1c). See Part IV, line 18	a	66,612.			
		Less: direct expenses	b	71,994.			
	c	Net income or (loss) from fundraising events		-5,382.		-5,382.	
	9 a	Gross income from gaming activities. See Part IV, line 19	a				
Less: direct expenses		b					
c	Net income or (loss) from gaming activities						
10 a	Gross sales of inventory, less returns and allowances	a					
	Less: cost of goods sold	b					
c	Net income or (loss) from sales of inventory						
Miscellaneous Revenue			Business Code				
11 a							
b							
c							
d	All other revenue						
e	Total. Add lines 11a-11d						
12	Total revenue. See instructions.		7,197,377.	0.	0.	-1,225.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response to any question in this Part IX

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<i>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</i>				
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21				
2 Grants and other assistance to individuals in the United States. See Part IV, line 22	2,637,903.	2,637,903.		
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	360,177.		256,900.	103,277.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,501,092.	2,282,060.	219,032.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	25,401.	18,830.	6,571.	
9 Other employee benefits	654,519.	603,278.	51,241.	
10 Payroll taxes	140,156.	99,319.	34,176.	6,661.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	57,930.		57,930.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	14,353.	14,353.		
12 Advertising and promotion	464,747.	332,071.	74,642.	58,034.
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy	215,542.	158,967.	36,824.	19,751.
17 Travel	174,603.	139,080.	26,669.	8,854.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	3,195.	2,302.	488.	405.
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	16,443.	11,846.	2,512.	2,085.
23 Insurance	13,629.		13,629.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a				
b				
c				
d				
e All other expenses	77,947.	62,601.	15,346.	
25 Total functional expenses. Add lines 1 through 24e	7,357,637.	6,362,610.	795,960.	199,067.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)

Part X Balance Sheet

Check if Schedule O contains a response to any question in this Part X

		(A) Beginning of year		(B) End of year	
Assets	1	Cash - non-interest-bearing	211,455.	1	2,195,458.
	2	Savings and temporary cash investments	1,254,414.	2	269,238.
	3	Pledges and grants receivable, net	741,250.	3	539,360.
	4	Accounts receivable, net	0.	4	19,352.
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(29) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges	23,562.	9	59,104.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 668,585.		
	b	Less: accumulated depreciation	10b 384,027.		
	11	Investments - publicly traded securities	254,983.	10c	284,558.
	12	Investments - other securities. See Part IV, line 11		11	
	13	Investments - program-related. See Part IV, line 11		12	
	14	Intangible assets		13	
	15	Other assets. See Part IV, line 11		14	
16	Total assets. Add lines 1 through 15 (must equal line 34)	2,485,664.	16	3,367,070.	
Liabilities	17	Accounts payable and accrued expenses	779,931.	17	493,401.
	18	Grants payable		18	
	19	Deferred revenue	743,578.	19	2,094,008.
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23	Secured mortgages and notes payable to unrelated third parties	58,293.	23	36,059.
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
26	Total liabilities. Add lines 17 through 25	1,581,802.	26	2,623,468.	
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.				
	27	Unrestricted net assets	779,992.	27	567,823.
	28	Temporarily restricted net assets	123,870.	28	175,779.
	29	Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.				
	30	Capital stock or trust principal, or current funds		30	
	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
	32	Retained earnings, endowment, accumulated income, or other funds		32	
33	Total net assets or fund balances	903,862.	33	743,602.	
34	Total liabilities and net assets/fund balances	2,485,664.	34	3,367,070.	

Form 990 (2012)

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	7,197,377.
2	Total expenses (must equal Part IX, column (A), line 25)	2	7,357,637.
3	Revenue less expenses. Subtract line 2 from line 1	3	-160,260.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	903,862.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	743,602.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

1 Accounting method used to prepare the Form 990: Cash Accrual Other _____

If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.

2a Were the organization's financial statements compiled or reviewed by an independent accountant? Yes No

If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:

Separate basis Consolidated basis Both consolidated and separate basis

b Were the organization's financial statements audited by an independent accountant? Yes No

If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:

Separate basis Consolidated basis Both consolidated and separate basis

c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? Yes No

If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.

3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? Yes No

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits Yes No

	Yes	No
2a		X
2b	X	
2c	X	
3a	X	
3b	X	

Form 990 (2012)

SCHEDULE A
(Form 990 or 990-EZ)

Public Charity Status and Public Support

OMB No. 1545-0047

2012

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

Name of the organization

ENERGY SERVICES, INC.

Employer identification number

39-1443614

Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 11, check only one box.)

- 1 A church, convention of churches, or association of churches described in section 170(b)(1)(A)(i).
- 2 A school described in section 170(b)(1)(A)(ii). (Attach Schedule E.)
- 3 A hospital or a cooperative hospital service organization described in section 170(b)(1)(A)(iii).
- 4 A medical research organization operated in conjunction with a hospital described in section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state:
- 5 An organization operated for the benefit of a college or university owned or operated by a governmental unit described in section 170(b)(1)(A)(iv). (Complete Part II.)
- 6 A federal, state, or local government or governmental unit described in section 170(b)(1)(A)(v).
- 7 An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in section 170(b)(1)(A)(vi). (Complete Part II.)
- 8 A community trust described in section 170(b)(1)(A)(vii). (Complete Part II.)
- 9 An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2). (Complete Part III.)
- 10 An organization organized and operated exclusively to test for public safety. See section 509(a)(4).
- 11 An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See section 509(a)(3). Check the box that describes the type of supporting organization and complete lines 11e through 11h.
 - a Type I
 - b Type II
 - c Type III - Functionally integrated
 - d Type III - Non-functionally integrated
- e By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2).
- f If the organization received a written determination from the IRS that it is a Type I, Type II, or Type III supporting organization, check this box
- g Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

	Yes	No
(i) A person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the supported organization?	11g(i)	
(ii) A family member of a person described in (i) above?	11g(ii)	
(iii) A 35% controlled entity of a person described in (i) or (ii) above?	11g(iii)	
- h Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-9 above or IRC section (see instructions))	(iv) Is the organization in col. (i) listed in your governing document?		(v) Did you notify the organization in col. (i) of your support?		(vi) Is the organization in col. (i) organized in the U.S.?		(vii) Amount of monetary support
			Yes	No	Yes	No	Yes	No	
Total									

LHA For Paperwork Reduction Act Notice, see the instructions for Form 990 or 990-EZ.

Schedule A (Form 990 or 990-EZ) 2012

289021
12-04-12

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)
 (Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
Section A. Public Support						
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	6657816.	6515425.	6492682.	6248853.	7198602.	33113378.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	6657816.	6515425.	6492682.	6248853.	7198602.	33113378.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						1208706.
6 Public support. Subtract line 5 from line 4						31904672.

Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
Section B. Total Support						
7 Amounts from line 4	6657816.	6515425.	6492682.	6248853.	7198602.	33113378.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	11,683.	5,596.	3,472.	2,752.	4,157.	27,660.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						33141038.
11 Total support. Add lines 7 through 10						383,798.
12 Gross receipts from related activities, etc. (see instructions)					12	
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage	
14 Public support percentage for 2012 (line 6, column (f) divided by line 11, column (f))	14 96.27 %
15 Public support percentage from 2011 Schedule A, Part II, line 14	15 98.80 %
16a 33 1/3% support test - 2012. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization	<input checked="" type="checkbox"/>
b 33 1/3% support test - 2011. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization	<input type="checkbox"/>
17a 10% -facts-and-circumstances test - 2012. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization	<input type="checkbox"/>
b 10% -facts-and-circumstances test - 2011. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization	<input type="checkbox"/>
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions	<input type="checkbox"/>

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here

Section C. Computation of Public Support Percentage

15 Public support percentage for 2012 (line 8, column (f) divided by line 13, column (f))	15	%
16 Public support percentage from 2011 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2012 (line 10c, column (f) divided by line 13, column (f))	17	%
18 Investment income percentage from 2011 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2012. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

b 33 1/3% support tests - 2011. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

Schedule A

Identification of Excess Contributions Included on Part II, Line 5

2012

** Do Not File **

*** Not Open to Public Inspection ***

Contributor's Name	Total Contributions	Excess Contributions
WE ENERGIES	1,256,899.	594,078.
ALLIANT ENERGY	1,277,449.	614,628.
Total Excess Contributions to Schedule A, Part II, Line 5	1,208,706.	

229171 06-01-12

Schedule B
(Form 990, 990-EZ,
or 990-PF)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.

OMB No. 1545-0047

2012

Name of the organization

Employer identification number

ENERGY SERVICES, INC.

39-1443614

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)(3) (enter number) organization

4947(a)(1) nonexempt charitable trust not treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the General Rule or a Special Rule.

Note. Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See Instructions.

General Rule

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II.

Special Rules

For a section 501(c)(3) organization filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi) and received from any one contributor, during the year, a contribution of the greater of (1) \$5,000 or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 for use exclusively for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. Complete Parts I, II, and III.

For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions for use exclusively for religious, charitable, etc., purposes, but these contributions did not total to more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an exclusively religious, charitable, etc., purpose. Do not complete any of the parts unless the General Rule applies to this organization because it received nonexclusively religious, charitable, etc., contributions of \$5,000 or more during the year ▶ \$ _____

Caution. An organization that is not covered by the General Rule and/or the Special Rules does not file Schedule B (Form 990, 990-EZ, or 990-PF), but it must answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on Part I, line 2 of its Form 990-PF, to certify that it does not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990, 990-EZ, or 990-PF. Schedule B (Form 990, 990-EZ, or 990-PF) (2012)

229451
12-21-12

Name of organization

Employer identification number

ENERGY SERVICES, INC.

39-1443614

Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	DANE COUNTY DEPARTMENT OF HUMAN SERVICES 1202 NORTHPORT DRIVE MADISON, WI 53704	\$ 216,941.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
2	MADISON GAS AND ELECTRIC CO. 133 S. BLAIR ST. MADISON, WI 53703	\$ 172,071.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
3	U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES 200 INDEPENDENCE AVE., S.W. WASHINGTON, DC 20201	\$ 3,383,688.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
4	WE ENERGIES 231 W. MICHIGAN ST. MILWAUKEE, WI 53203	\$ 656,899.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
5	RACINE COUNTY DEPARTMENT OF SOCIAL SERVICES AND COMMUNITY PROGRAMS 1717 TAYLOR AVE. RACINE, WI 53403	\$ 334,509.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
6	ALLIANT ENERGY 4902 N. BILTMORE LN, SUITE 1000 MADISON, WI 53718	\$ 309,934.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)

Name of organization

Employer identification number

ENERGY SERVICES, INC.

39-1443614

Part II Noncash Property (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (see instructions)	(d) Date received
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____

Name of organization ENERGY SERVICES, INC.	Employer identification number 39-1443614
------------------------------------------------------	-----------------------------------------------------

Part III Exclusively religious, charitable, etc., individual contributions to section 501(c)(7), (8), or (10) organizations that total more than \$1,000 for the year. Complete columns (a) through (d) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this information once.) ▶ \$ _____
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 8, 7, 8, 8, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No. 1545-0047

2012

Open to Public Inspection

Name of the organization **ENERGY SERVICES, INC.** Employer identification number **39-1443614**

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate contributions to (during year)		
3 Aggregate grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? <input type="checkbox"/> Yes <input type="checkbox"/> No		
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? <input type="checkbox"/> Yes <input type="checkbox"/> No		

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

- Purpose(s) of conservation easements held by the organization (check all that apply).

<input type="checkbox"/> Preservation of land for public use (e.g., recreation or education)	<input type="checkbox"/> Preservation of an historically important land area
<input type="checkbox"/> Protection of natural habitat	<input type="checkbox"/> Preservation of a certified historic structure
<input type="checkbox"/> Preservation of open space	
- Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

Held at the End of the Tax Year	
2a	
2b	
2c	
2d	
- Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶
- Number of states where property subject to conservation easement is located ▶
- Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? Yes No
- Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ▶
- Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$
- Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? Yes No
- In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

- If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.
- If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenues included in Form 990, Part VIII, line 1	▶ \$	
(ii) Assets included in Form 990, Part X	▶ \$	
- If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

a Revenues included in Form 990, Part VIII, line 1	▶ \$	
b Assets included in Form 990, Part X	▶ \$	

LHA For Paperwork Reduction Act Notice, see the instructions for Form 990.
232051 12-10-12

Schedule D (Form 990) 2012

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
- a Public exhibition
 - b Scholarly research
 - c Preservation for future generations
 - d Loan or exchange programs
 - e Other _____
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- | | Amount |
|---------------------------------|--------|
| c Beginning balance | 1c |
| d Additions during the year | 1d |
| e Distributions during the year | 1e |
| f Ending balance | 1f |
- 2a Did the organization include an amount on Form 990, Part X, line 21? Yes No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment _____ %
 - b Permanent endowment _____ %
 - c Temporarily restricted endowment _____ %
- The percentages in lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- | | Yes | No |
|--------------------------------------------------------------------------------------|--------|----|
| (i) unrelated organizations | 3a(i) | |
| (ii) related organizations | 3a(ii) | |
| b If "Yes" to 3a(i), are the related organizations listed as required on Schedule R? | 3b | |

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		59,911.		59,911.
b Buildings		383,861.	208,305.	175,556.
c Leasehold improvements				
d Equipment		224,813.	175,722.	49,091.
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				284,558.

Part VII Investments - Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
(J)		

Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶

Part VIII Investments - Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		

Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	

Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶

Part X Other Liabilities. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	

Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶

2. FIN 48 (ASC 740) Footnote. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements		1	7,269,371.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains on investments	2a		
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines 2a through 2d	2e		0.
3	Subtract line 2e from line 1		3	7,269,371.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b	-71,994.	
c	Add lines 4a and 4b	4c		-71,994.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)		5	7,197,377.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements		1	7,429,631.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII.)	2d	71,994.	
e	Add lines 2a through 2d	2e		71,994.
3	Subtract line 2e from line 1		3	7,357,637.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b	4c		0.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)		5	7,357,637.

Part XIII Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART X, LINE 2: ENERGY SERVICES, INC. (ESI) IS REQUIRED TO ASSESS

WHETHER IT IS MORE LIKELY THAN NOT THAT A TAX POSITION WILL BE SUSTAINED UPON EXAMINATION ON THE TECHNICAL MERITS OF THE POSITION ASSUMING THE TAXING AUTHORITY HAS FULL KNOWLEDGE OF ALL INFORMATION. IF THE TAX POSITION DOES NOT MEET THE MORE LIKELY THAN NOT RECOGNITION THRESHOLD, THE BENEFIT OF THAT POSITION IS NOT RECOGNIZED IN THE FINANCIAL STATEMENTS. ESI HAS DETERMINED THERE ARE NO AMOUNTS TO RECORD AS ASSETS OR LIABILITIES RELATED TO UNCERTAIN TAX POSITIONS. FEDERAL RETURNS FOR THE FISCAL YEARS

Part XIII Supplemental Information (continued)

ENDED SEPTEMBER 30, 2010, AND AFTER REMAIN SUBJECT TO EXAMINATION BY THE
INTERNAL REVENUE SERVICE.

PART XI, LINE 4B - OTHER ADJUSTMENTS:

FUNDRAISING EXPENSES -71,994.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

FUNDRAISING EXPENSES 71,994.

SCHEDULE G (Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

OMB No. 1545-0047

2012

Open To Public Inspection

Department of the Treasury Internal Revenue Service

Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a. Attach to Form 990 or Form 990-EZ. See separate instructions.

Name of the organization

ENERGY SERVICES, INC.

Employer identification number 39-1443614

Part I

Fundraising Activities. Complete if the organization answered "Yes" to Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a Mail solicitations
b Internet and email solicitations
c Phone solicitations
d In-person solicitations
e Solicitation of non-government grants
f Solicitation of government grants
g Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? Yes No

b If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

Table with 6 columns: (i) Name and address of individual or entity (fundraiser), (ii) Activity, (iii) Did fundraiser have custody or control of contributions?, (iv) Gross receipts from activity, (v) Amount paid to (or retained by) fundraiser listed in col. (i), (vi) Amount paid to (or retained by) organization. Includes a Total row.

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

LHA Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule G (Form 990 or 990-EZ) 2012

232081 01-07-12

Part II Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		GOLF OUTING (event type)	CORN MAZE (event type)	NONE (total number)	
Revenue	1	100,765.	18,088.		118,853.
	2	52,241.			52,241.
	3	48,524.	18,088.		66,612.
Direct Expenses	4				
	5				
	6	25,542.			25,542.
	7				
	8				
	9	20,650.	25,802.		46,452.
	10	Direct expense summary. Add lines 4 through 9 in column (d)			
11	Net income summary. Combine line 3, column (d), and line 10.				-5,382.

Part III Gaming. Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
		1			
Direct Expenses	2				
	3				
	4				
	5				
	6	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	
7	Direct expense summary. Add lines 2 through 5 in column (d)				()
8	Net gaming income summary. Combine line 1, column d, and line 7				

9 Enter the state(s) in which the organization operates gaming activities: _____
 a Is the organization licensed to operate gaming activities in each of these states? Yes No
 b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? Yes No
 b If "Yes," explain: _____

11 Does the organization operate gaming activities with nonmembers? Yes No

12 Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming? Yes No

13 Indicate the percentage of gaming activity operated in:
a The organization's facility
b An outside facility

Table with 2 columns: Label (13a, 13b) and Percentage (%). Row 13a is empty, row 13b is empty.

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:
Name
Address

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? Yes No

b If "Yes," enter the amount of gaming revenue received by the organization and the amount of gaming revenue retained by the third party
c If "Yes," enter name and address of the third party:

Name
Address

16 Gaming manager information:

Name
Gaming manager compensation
Description of services provided

Director/officer Employee Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming licenses?
b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year

Part IV Supplemental Information. Complete this part to provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions).

Multiple horizontal lines for supplemental information.

SCHEDULE J
(Form 990)

Grants and Other Assistance to Organizations,
Governments, and Individuals in the United States

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.

OMB No. 1545-0047

2012

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization

ENERGY SERVICES, INC.

General Information on Grants and Assistance

Employer identification number
39-1443614

Yes No

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any Grants and Other Assistance to Governments and Organizations in the United States. Part II can be duplicated if additional space is needed.

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table
3 Enter total number of other organizations listed in the line 1 table
LHA For Paperwork Reduction Act Notice, see the instructions for Form 990.

Schedule J (Form 990) (2012)

992001
12-19-12

Part III Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
ENERGY ASSISTANCE	82389	2,637,903.	0.		

Part IV Supplemental information. Complete this part to provide the information required in Part I, line 2, Part III, column (b), and any other additional information.

SCHEDULE I, PART I, LINE 2: ENERGY SERVICES, INC. MAKES GRANT PAYMENTS FOR UTILITY ASSISTANCE. ELIGIBILITY AND NEED ARE DETERMINED BY AGENCY PERSONNEL BASED ON PRESET GUIDELINES. PAYMENTS ARE MADE DIRECTLY TO THE UTILITY. NO PAYMENTS ARE MADE DIRECTLY TO INDIVIDUALS, REDUCING THE POSSIBILITY OF DIVERSION TO ANOTHER USE. PAYMENTS MAY ONLY BE MADE TO VENDORS APPROVED BY THE STATE OF WISCONSIN, WHICH HAS ITS OWN VETTING PROCESS. REPORTS CAN BE GENERATED AT ANY TIME FOR ANY TIME FRAME TO SEE CLIENT, VENDOR AND AMOUNTS OF PAYMENT. MANAGEMENT, STATE AND INDEPENDENT AUDITORS PERIODICALLY REVIEW VARIOUS PHASES OF OUR PROCESS.

**SCHEDULE J
(Form 990)**

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 23.

▶ Attach to Form 990. ▶ See separate instructions.

OMB No. 1545-0047

2012

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization

ENERGY SERVICES, INC.

Employer identification number

39-1443614

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- | | |
|--------------------------------------------------------------------|--------------------------------------------------------------------------|
| <input type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?

3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- | | |
|---------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| <input type="checkbox"/> Compensation committee | <input type="checkbox"/> Written employment contract |
| <input type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

a Receive a severance payment or change-of-control payment?

b Participate in, or receive payment from, a supplemental nonqualified retirement plan?

c Participate in, or receive payment from, an equity-based compensation arrangement?

If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

Only section 501(c)(3) and 501(c)(4) organizations must complete lines 5-9.

5 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

a The organization?

b Any related organization?

If "Yes" to line 5a or 5b, describe in Part III.

6 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

a The organization?

b Any related organization?

If "Yes" to line 6a or 6b, describe in Part III.

7 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III

8 Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III

9 If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
1b		
2		
4a		X
4b		X
4c		X
5a		X
5b		X
6a		X
6b		X
7		X
8		X
9		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2012

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.
 For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii).
 Do not list any individuals that are not listed on Form 990, Part VII.
 Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title	(B) Breakdown of W-2 and/or 1099-MISC compensation				(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported as deferred in prior Form 990
	(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	(iv) Other reportable compensation				
(i) TIMOTHY BRUER EXECUTIVE DIRECTOR	124,396.	15,152.	18,655.	0.	4,531.	15,696.	178,430.	0.
(ii)								
(iii)								
(iv)								
(v)								
(vi)								
(vii)								
(viii)								
(ix)								
(x)								
(xi)								
(xii)								
(xiii)								
(xiv)								
(xv)								
(xvi)								
(xvii)								
(xviii)								
(xix)								
(xx)								
(xxi)								
(xxii)								
(xxiii)								
(xxiv)								
(xxv)								
(xxvi)								
(xxvii)								
(xxviii)								
(xxix)								
(xxx)								

Part II Supplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

Multiple horizontal lines for supplemental information.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No. 1545-0047

2012

Open to Public
Inspection

Name of the organization

ENERGY SERVICES, INC.

Employer identification number
39-1443614

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

EFFECTS OF RISING FUEL COSTS.

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

SELF-SUFFICIENCY.

THE AGENCY'S SECONDARY MISSION IS TO LEVERAGE OTHER RESOURCES FROM
PUBLIC/PRIVATE, LABOR, CHARITABLE FOUNDATIONS AND OTHER SOURCES TO
OFFSET THE GAP BETWEEN GROWING UNMET ENERGY-RELATED NEEDS AND DECLINING
FEDERAL FUNDS.

FORM 990, PART VI, SECTION B, LINE 11: AT THIS TIME THE BOARD DOES NOT
REVIEW FORM 990 BEFORE IT IS SUBMITTED TO THE INTERNAL REVENUE SERVICE. THE
FORM IS REVIEWED BY THE FISCAL MANAGER AND EXECUTIVE DIRECTOR.

FORM 990, PART VI, SECTION B, LINE 12C: ALL MEMBERS OF THE BOARD OF
DIRECTORS AND EMPLOYEES ARE REQUIRED TO SIGN, ON AN ANNUAL BASIS, A
CONFLICTS OF INTEREST POLICY AS ESTABLISHED BY SDOA/DES ACKNOWLEDGING AND
AGREEING TO THE TERMS AND CONDITIONS OF THE POLICY. SHOULD A VIOLATION OF
THIS POLICY OCCUR, THE EXECUTIVE DIRECTOR OF ENERGY SERVICES, INC. REVIEWS
ANY AND ALL VIOLATIONS TO DETERMINE THE COURSE OF ACTION.

FORM 990, PART VI, SECTION B, LINE 15: THE AGENCY PARTICIPATES IN AND
RECEIVES RESULTS FROM SEVERAL WAGE RATE STUDIES. THE MOST RELEVANT STUDY IS
THE ONE PERFORMED BY THE DANE COUNTY UNITED WAY. THE RESULTS OF SURVEYS
CONDUCTED BY BUSINESS AND LEGAL AND THE SOCIETY OF HUMAN RESOURCES ARE ALSO

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.
295211
01-04-1a

Schedule O (Form 990 or 990-EZ) (2012)

Name of the organization

ENERGY SERVICES, INC.

Employer identification number

39-1443614

REVIEWED AND CONSIDERED BY THE AGENCY. THESE ARE USED TO OFFER SUGGESTIONS TO THE EXECUTIVE DIRECTOR, WHO MAKES THE FINAL DECISION ON ALL COMPENSATION ADJUSTMENTS.

FORM 990, PART VI, SECTION C, LINE 19: THE ORGANIZATION'S GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS ARE AVAILABLE UPON REQUEST.

- If you are filing for an Additional (Not Automatic) 3-Month Extension, complete only Part II and check this box **X**
- Note. Only complete Part II if you have already been granted an automatic 3-month extension on a previously filed Form 8868.
- If you are filing for an Automatic 3-Month Extension, complete only Part I (on page 1).

Part II Additional (Not Automatic) 3-Month Extension of Time. Only file the original (no copies needed).

Type or print File by the due date for filing your return. See instructions.	Name of exempt organization or other filer, see instructions ENERGY SERVICES, INC.	Employer identification number (EIN) or 39-1443614
	Number, street, and room or suite no. If a P.O. box, see instructions. 1225 SOUTH PARK ST.	Social security number (SSN)
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. MADISON, WI 53715	

Enter the Return code for the return that this application is for (file a separate application for each return) **011**

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01		
Form 990-BL	02	Form 1041-A	08
Form 4720 (individual)	03	Form 4720	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

STOP! Do not complete Part II if you were not already granted an automatic 3-month extension on a previously filed Form 8868.

MARY BRYANT

- The books are in the care of **1225 SOUTH PARK ST. - MADISON, WI 53715**
Telephone No. **(608) 283-7662** FAX No. _____
- If the organization does not have an office or place of business in the United States, check this box
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box . If it is for part of the group, check this box and attach a list with the names and EINs of all members the extension is for.
- 4 I request an additional 3-month extension of time until **AUGUST 15, 2014**.
- 5 For calendar year _____, or other tax year beginning **OCT 1, 2012**, and ending **SEP 30, 2013**.
- 6 If the tax year entered in line 5 is for less than 12 months, check reason: Initial return Final return
 Change in accounting period
- 7 State in detail why you need the extension
WE RESPECTFULLY REQUEST ADDITIONAL TIME IN ORDER TO FILE A COMPLETE AND ACCURATE TAX RETURN.

8a If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	8a	\$	0.
8b If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit and any amount paid previously with Form 8868.	8b	\$	0.
8c Balance due. Subtract line 8b from line 8a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	8c	\$	0.

Signature and Verification must be completed for Part II only.

Under penalties of perjury, I declare that I have examined this form, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete, and that I am authorized to prepare this form.

Signature _____ Title **CPA** Date _____ Form 8868 (Rev. 1-2013)

Form **8879-EO**

IRS e-file Signature Authorization for an Exempt Organization

OMB No. 1545-1878

For calendar year 2012, or fiscal year beginning OCT 1, 2012, and ending SEP 30, 2013

2012

Department of the Treasury
Internal Revenue Service

▶ Do not send to the IRS. Keep for your records.

Name of exempt organization

Employer identification number

ENERGY SERVICES, INC.

39-1443614

Name and title of officer

TIM BRUER

EXECUTIVE DIRECTOR

Part I Type of Return and Return Information (Whole Dollars Only)

Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line 1a, 2a, 3a, 4a, or 5a, below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, or 5b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. Do not complete more than 1 line in Part I.

1a Form 990 check here ▶ <input checked="" type="checkbox"/>	b Total revenue, if any (Form 990, Part VIII, column (A), line 12)	1b	7197377
2a Form 990-EZ check here ▶ <input type="checkbox"/>	b Total revenue, if any (Form 990-EZ, line 9)	2b	
3a Form 1120-POL check here ▶ <input type="checkbox"/>	b Total tax (Form 1120-POL, line 22)	3b	
4a Form 990-PF check here ▶ <input type="checkbox"/>	b Tax based on Investment Income (Form 990-PF, Part VI, line 5)	4b	
5a Form 8868 check here ▶ <input type="checkbox"/>	b Balance Due (Form 8868, Part I, line 3c or Part II, line 8c)	5b	

Part II Declaration and Signature Authorization of Officer

Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2012 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal.

Officer's PIN: check one box only

I authorize WIPFLI LLP to enter my PIN 12345
ERO firm name Enter five numbers, but do not enter all zeros

As my signature on the organization's tax year 2012 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2012 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Officer's signature _____ Date _____

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

39015512345

do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2012 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature _____ Date 08/14/14

**ERO Must Retain This Form - See Instructions
Do Not Submit This Form To the IRS Unless Requested To Do So**

LHA For Paperwork Reduction Act Notice, see instructions.
832051
11-05-12

Form **8879-EO** (2012)



Item #26 Certified Audit

Energy Services, Inc.

Madison, Wisconsin

Financial Statements and Supplementary Information
Year Ended September 30, 2013

Energy Services, Inc.

Financial Statements and Supplementary Information
Year Ended September 30, 2013

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WIPFLI

Independent Auditor's Report

Board of Directors
Energy Services, Inc.
Madison, Wisconsin

Report on the Financial Statements

We have audited the accompanying financial statements of Energy Services, Inc. (a nonprofit organization), which comprise the statement of financial position as of September 30, 2013, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Energy Services, Inc. as of September 30, 2013, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States.

Other Matters

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying Schedule of Program Activity, appearing on pages 11 through 23, and the Schedule of Expenditures of Federal Awards and List of Programs, appearing on pages 24 through 30, which includes requirements of Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and the *State Single Audit Guidelines*, issued by the Wisconsin Department of Administration, are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 30, 2014 on our consideration of Energy Services, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Energy Services, Inc.'s internal control over financial reporting and compliance.


Wipfli LLP

June 30, 2014
Madison, Wisconsin

Energy Services, Inc.

Statement of Financial Position

September 30, 2013

<i>Assets</i>	
Current assets:	
Cash and cash equivalents	\$ 2,464,696
Grants receivable	539,360
Accounts receivable	19,352
Prepaid expenses	59,104
Total current assets	3,082,512
Property and equipment, net	284,558
TOTAL ASSETS	\$ 3,367,070
<i>Liabilities and Net Assets</i>	
Current liabilities:	
Current maturities of note payable	\$ 23,779
Accounts payable	336,251
Accrued payroll and related expenses	104,798
Accrued vacation and personal leave	52,352
Grant funds received in advance	2,094,008
Total current liabilities	2,611,188
Long-term note payable	12,280
Total liabilities	2,623,468
Net assets:	
Unrestricted	567,823
Temporarily restricted	175,779
Total net assets	743,602
TOTAL LIABILITIES AND NET ASSETS	\$ 3,367,070

See accompanying notes to financial statements.

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Energy Services, Inc.

Statement of Activities

Year Ended September 30, 2013

	Unrestricted	Temporarily Restricted	Total
Revenue:			
Grant revenue	\$ 6,319,903	\$ 0	\$ 6,319,903
Interest income	4,157	0	4,157
Contributions	893,402	51,909	945,311
Total revenue	7,217,462	51,909	7,269,371
Expenses:			
Program activities:			
Energy assistance	4,388,903	0	4,388,903
Keep Wisconsin Warm campaign	1,417,716	0	1,417,716
Energy services	555,991	0	555,991
Total program activities	6,362,610	0	6,362,610
Management and general	795,960	0	795,960
Fund-raising activities	271,061	0	271,061
Total expenses	7,429,631	0	7,429,631
Change in net assets	(212,169)	51,909	(160,260)
Net assets - Beginning of year	779,992	123,870	903,862
Net assets - End of year	\$ 567,823	\$ 175,779	\$ 743,602

See accompanying notes to financial statements.

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Energy Services, Inc.

Statement of Cash Flows Year Ended September 30, 2013

Increase (decrease) in cash and cash equivalents:	
Cash flows from operating activities:	
Change in net assets	(\$ 160,260)
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	16,443
Changes in operating assets and liabilities:	
Grants receivable	201,890
Accounts receivable	(12,153)
Prepaid expenses	(42,741)
Accounts payable	(289,752)
Accrued payroll and related expenses	9,647
Accrued vacation and personal leave	(6,425)
Grant funds received in advance	1,350,430
Net cash provided by operating activities	1,067,079
Cash flows from investing activities:	
Capital expenditures	(46,018)
Net cash used in investing activities	(46,018)
Cash flows from financing activities:	
Principal payments on note payable	(22,234)
Net cash used in financing activities	(22,234)
Change in cash and cash equivalents	998,827
Cash and cash equivalents - Beginning of year	1,465,869
Cash and cash equivalents - End of year	\$ 2,464,696
Supplemental schedule of other cash activity:	
Interest paid and expensed	\$ 3,195

See accompanying notes to financial statements.

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Energy Services, Inc.

Notes to Financial Statements

Note 1 Summary of Significant Accounting Policies

Nature of Operations

Energy Services, Inc. (ESI) was organized as a nonprofit corporation in 1982. ESI was formed to develop and provide resources for the purpose of assisting low-income individuals with energy assistance in Calumet, Columbia, Dane, Dodge, Fond du Lac, Jefferson, Marathon, Marquette, Outagamie, Ozaukee, Portage, Racine, Rock, Sauk, Waukesha, Waupaca, and Winnebago counties in Wisconsin. ESI is primarily supported through federal and state government grants. Approximately 41% and 15% of ESI's total revenue was received under their federal Low-Income Home Energy Assistance Program (LIHEAP) and state Public Benefits grants, respectively.

Basis of Presentation

All financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States.

Classification of Net Assets

Net assets and revenue, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of ESI and changes therein are classified and reported as follows:

Unrestricted Net Assets - Net assets that are not subject to donor-imposed stipulations or where donor-imposed stipulations are met in the year of the contribution.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed stipulations that may or may not be met, either by actions of ESI and/or the passage of time. When a restriction expires, temporarily restricted net assets are transferred to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by ESI. Generally, the donors of these assets permit ESI to use all or part of the income earned on any related investments for general or specific purposes. Currently, ESI does not have any permanently restricted net assets.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Energy Services, Inc.

Notes to Financial Statements

Note 1 **Summary of Significant Accounting Policies (Continued)**

Revenue Recognition

Contributions are recognized when the donor makes a promise to give to ESI that is, in substance, unconditional. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions.

Contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the statement of activities as released from restrictions. If the restriction is met on a contribution in the year the contribution is received, the contribution is reported as unrestricted revenue.

Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Grants are either recorded as contributions or exchange transactions based on criteria contained in the grant award.

A. Grant Awards That Are Contributions

Grants that qualify as contributions are recorded as invoiced to the funding sources. Revenue is recognized in the accounting period when the related allowable expenses are incurred. Amounts received in excess of expenses are reflected as grant funds received in advance.

B. Grant Awards That Are Exchange Transactions

Exchange transactions reimburse based on a predetermined rate for services performed. The revenue is recognized in the period the service is performed.

Cash and Cash Equivalents

ESI considers money market investments to be cash equivalents.

Property and Equipment

Property and equipment purchased are capitalized at cost and depreciated over their useful life using the straight-line method. ESI considers property and equipment to be items with a cost of \$5,000 or more and a useful life of over one year.

Energy Services, Inc.

Notes to Financial Statements

Note 1 Summary of Significant Accounting Policies (Continued)

Income Taxes

ESI is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. ESI is also exempt from Wisconsin franchise or income tax.

ESI is required to assess whether it is more likely than not that a tax position will be sustained upon examination on the technical merits of the position assuming the taxing authority has full knowledge of all information. If the tax position does not meet the more likely than not recognition threshold, the benefit of that position is not recognized in the financial statements. ESI has determined there are no amounts to record as assets or liabilities related to uncertain tax positions. Federal returns for the fiscal years ended September 30, 2010, and after remain subject to examination by the Internal Revenue Service.

Cost Allocation

Joint costs are allocated to benefiting programs using various allocation methods depending on the type of joint cost being allocated. Joint costs are those costs incurred for the common benefit of all organization programs, which cannot be readily identified with a final cost objective.

Subsequent Events

Subsequent events have been evaluated through June 30, 2014, which is the date the financial statements were available to be issued.

Note 2 Concentration of Credit Risk

ESI maintains cash balances at several banks. Accounts at these banks are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. ESI's cash balances at times exceed insured limits as designated by FDIC. Management has assessed the risk of potential loss due to these concentrations and feels that the risk is minimal.

Note 3 Grants Receivable

ESI has grants receivable from the following sources:

Various counties	\$	455,691
Other		83,669
<u>Total grants receivable</u>	\$	<u>539,360</u>

Energy Services, Inc.

Notes to Financial Statements

Note 4 Property and Equipment

A summary of property and equipment is as follows:

Land	\$	59,911
Building and improvements		383,861
Equipment		224,813
Subtotal		668,585
Accumulated depreciation	(384,027)
<u>Property and equipment, net</u>	\$	<u>284,558</u>

Note 5 Note Payable

The note payable consists of a mortgage at 6.75% interest with monthly payments of \$2,119, due March 1, 2015. The note is collateralized by the land and building owned by ESI at 1225 South Park Street, Madison, Wisconsin.

Future debt maturities are as follows:

2014	\$	23,779
2015		12,280
Total note payable		36,059
Current maturities	(23,779)
<u>Note payable - Long-term</u>	\$	<u>12,280</u>

Note 6 Temporarily Restricted Net Assets

The Keep Wisconsin Warm (KWW) program is to provide home energy assistance to income eligible participants. The temporarily restricted net assets of \$175,779 represent KWW campaign contributions received that had not been expended at September 30, 2013.

Note 7 Employee Retirement Plan

ESI has a defined contribution retirement plan covering all employees who have been employed for one month and are at least 21 years of age. Employees are vested over five years. Contributions to the plan are determined annually by the Board of Directors. Contributions to the plan for the year ended September 30, 2013, were 3% of gross wages for eligible employees for a total contribution of \$34,844.

Energy Services, Inc.

Notes to Financial Statements

Note 8 Operating Leases

ESI leases various facilities and equipment for the operation of its programs. The operating lease payments for the year ended September 30, 2013, were \$215,993. Future minimum lease payments on leases having terms beyond one year are as follows:

2014	\$ 218,089
2015	16,828
2016	13,864
2017	14,003
2018	11,766
<u>Total</u>	<u>\$ 274,550</u>

Note 9 Noncash Contributions and Donated Services

ESI received noncash contributions during the year with a fair market value of \$9,778, to be used for fund-raising activities. These contributions have been recognized as contribution revenue and fund-raising expense on the statement of activities.

ESI operates the KWW program. The program leverages grant funds with private contributions to provide energy assistance to income eligible beneficiaries. ESI received donated radio and television public service announcements to provide the public with information about the program. The value of these services was not determinable and has not been recorded in these financial statements.

Supplementary Information

Energy Services, Inc.

Schedule A-1
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS
 Department of Health and Human Services
 93,588

	Calumet County Energy Assistance Program Agreement #2013-071			Columbia County Energy Assistance Program Agreement #2013-071			Dane County Energy Assistance Program Agreement #82149		
	Admin- istration (1)	Emergency Crisis (2)	SSI Outreach (3)	Admin- istration (4)	Emergency Crisis (5)	SSI Outreach (6)	Admin- istration (7)	Emergency Crisis (8)	SSI Outreach (9)
REVENUE									
Grants	\$ 11,053	\$ 14,069	\$ 5,414	\$ 23,421	\$ 23,984	\$ 10,802	\$ 139,696	\$ 136,107	\$ 109,066
Grant revenue	0	0	0	0	0	0	0	0	0
Interest income	4,157	0	0	0	0	0	0	0	0
Contributions	943,311	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0	0
Total Revenue	11,053	14,069	5,414	23,421	23,984	10,802	139,696	136,107	109,066
	7,269,371								
EXPENSES									
Salaries and wages	4,414	7,645	2,807	12,996	11,255	3,795	61,104	81,863	73,681
Fringe benefits	1,419	2,442	555	2,337	9,479	2,793	11,996	31,309	22,076
Contractual and consultants	543	0	0	1,044	0	0	7,070	0	0
Travel	1,952	1,282	597	1,255	384	792	8,938	1,452	1,274
Space costs	241,084	1,139	480	2,261	941	1,444	8,476	10,955	1,807
Office expense, supplies, etc.	193,027	525	503	1,287	759	758	15,928	4,088	2,946
Telephone	189,479	497	414	1,219	884	1,145	14,940	3,635	5,621
Building rental/equipment maintenance	106,173	609	82	541	148	0	8,665	1,566	1,573
Other	162,618	635	4	481	134	75	2,579	1,599	88
Beneficiary assistance	0	0	0	0	0	0	0	0	0
Total Expenses	11,053	14,069	5,414	23,421	23,984	10,802	139,696	136,107	109,066
	7,429,431								
Change in Net Assets	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	903,862	0	0	0	0	0	0	0	0
NET ASSETS - End of year	903,862	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-2
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS Department of Health and Human Services 90,888

	Dodds County Energy Assistance Program Agreement #13-001		Fond du Lac County Energy Assistance Program Agreement #2012-004-01-ADM		Jefferson County Energy Assistance Program Agreement			
	Admin- istration (10)	SSI Outreach (12)	Admin- istration (13)	Emergency Crisis (14)	SSI Outreach (15)	Admin- istration (18)	Emergency Crisis (17)	SSI Outreach (16)
REVENUE								
Grants								
Grant revenue	33,784	34,986	41,440	42,947	19,149	33,612	36,284	13,114
Interest income	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0
Total Revenue	33,784	34,986	41,440	42,947	19,149	33,612	36,284	13,114
EXPENSE								
Salaries and wages	16,972	5,865	22,386	27,009	14,033	19,793	17,400	5,587
Fringe benefits	3,403	4,514	4,559	5,876	895	3,426	8,395	3,418
Contractual and consultants	1,376	0	1,766	0	0	1,432	0	0
Travel	3,133	820	5,466	961	430	1,410	193	608
Space costs	2,486	3,461	1,666	4,487	1,140	1,296	5,871	1,238
Office expense, supplies, etc.	1,801	1,727	1,611	1,411	1,670	2,103	1,534	973
Telephones	1,837	734	1,946	2,283	981	1,397	2,080	1,270
Building rental/equipment maintenance	1,760	0	1,342	750	0	2,243	514	0
Other	714	467	698	170	0	512	297	0
Beneficiary assistance	0	0	0	0	0	0	0	0
Total Expense	33,784	34,986	41,440	42,947	19,149	33,612	36,284	13,114
Change in Net Assets	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-3
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS
 Department of Health and Human Services
 \$3,888

	Kewaunee County Energy Assistance Program Admin-istration (19)			Marathon County Energy Assistance Program Admin-istration (20)			Marquette County Energy Assistance Program #2012-032 Admin-istration (23)			Outagamie County Energy Assistance Program Agreement #44-13-505 Admin-istration (26)		
	Admin-istration (19)	Emergency Crisis (21)	SSI Outreach (22)	Admin-istration (20)	Emergency Crisis (21)	SSI Outreach (22)	Admin-istration (23)	Emergency Crisis (24)	SSI Outreach (25)	Admin-istration (26)	Emergency Crisis (27)	SSI Outreach (28)
REVENUE												
Grants	1,000	81,642	88,866	81,642	88,866	27,683	12,843	12,747	4,425	65,555	69,869	27,225
Grant revenue	0	0	0	0	0	0	0	0	0	0	0	0
Interest income	0	0	0	0	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	1,000	81,642	88,866	81,642	88,866	27,683	12,843	12,747	4,425	65,555	69,869	27,225
EXPENSES												
Salaries and wages	0	45,223	50,388	45,223	50,388	13,862	5,685	7,634	1,462	36,833	42,474	17,375
Fringe benefits	0	9,784	22,331	9,784	22,331	7,463	1,841	2,803	993	6,968	13,190	4,191
Contractual and consultants	0	3,763	0	3,763	0	0	313	0	0	2,800	0	0
Travel	417	7,933	1,046	7,933	1,046	823	2,016	591	457	5,810	1,208	224
Space costs	583	3,550	7,241	3,550	7,241	1,351	453	183	0	3,479	5,813	1,747
Office expenses, supplies, etc.	0	2,304	2,729	2,304	2,729	2,209	496	844	621	2,806	2,064	1,701
Telephone	0	2,270	4,170	2,270	4,170	1,953	631	307	802	3,262	3,042	1,929
Building rental/equipment maintenance	0	3,724	156	3,724	156	20	124	277	0	2,088	1,671	0
Other	0	0	0	0	0	0	284	108	0	1,509	407	58
Beneficiary assistance	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	1,000	81,642	88,866	81,642	88,866	27,683	12,843	12,747	4,425	65,555	69,869	27,225
Change in Net Assets	0	0	0	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-4
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS
 Department of Health and Human Services
 93,668

	Ozaukee County Energy Assistance Program		Porbeago County Energy Assistance Program Agreement #2013-043		Racine County Energy Assistance Program Agreement #12-12			
	Emergency Crisis (30)	SSI Outreach (31)	Admin-Intervention (32)	Emergency Crisis (33)	SSI Outreach (34)	Admin-Intervention (35)	Emergency Crisis (36)	SSI Outreach (37)
REVENUE								
Grants	\$ 17,916	\$ 8,074	\$ 36,038	\$ 38,504	\$ 18,693	\$ 123,343	\$ 136,209	\$ 40,802
Grant revenue	0	0	0	0	0	0	0	0
Interest income	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0
Total Revenue	17,916	8,074	36,038	38,504	18,693	123,343	136,209	40,802
EXPENSES:								
Salaries and wages	7,504	3,473	15,843	16,803	8,407	47,936	97,199	28,409
Fringe benefits	2,384	610	3,773	8,008	4,346	21,733	16,364	4,643
Contractual and consultants	1,066	0	1,726	0	0	4,283	0	0
Travel	2,798	755	4,345	746	222	11,603	4,441	1,376
Space costs	650	1,168	1,585	7,933	2,690	11,248	4,681	2,454
Office expenses, supplies, etc.	1,262	617	2,223	1,624	1,598	10,015	7,183	1,863
Telephone	602	419	940	2,678	1,430	10,649	3,886	1,531
Building rental/equipment maintenance	1,188	211	3,603	694	0	4,238	2,172	454
Other	462	0	1,998	16	0	1,588	83	70
Beneficiary assistance	0	0	0	0	0	0	0	0
Total Expenses	17,916	8,074	36,038	38,504	18,693	123,343	136,209	40,802
Change in Net Assets	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0

See Independent Auditor's Report

Energy Services, Inc.
 Schedule A-5
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS										
Department of Health and Human Services										
93,888										
	Rock County Energy Assistance Program Agreement #1SD-2012-0127			Sault County Energy Assistance Program			Waitehsa County Energy Assistance Program Agreement			
	Admin- istration (38)	Emergency Crisis (39)	SSI Outreach (40)	Admin- istration (41)	Emergency Crisis (42)	SSI Outreach (43)	Admin- istration (44)	Emergency Crisis (45)	SSI Outreach (46)	
REVENUE										
Grants										
Grant revenue	\$ 99,271	\$ 107,205	\$ 34,310	\$ 39,444	\$ 41,343	\$ 14,115	\$ 87,904	\$ 91,851	\$ 36,881	
Interest income	0	0	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0	0	0
Total Revenue	99,271	107,205	34,310	39,444	41,343	14,115	87,904	91,851	36,881	
EXPENSES										
Salaries and wages	56,673	67,606	20,651	18,358	20,122	7,528	46,803	48,052	18,066	
Fringe benefits	11,429	17,946	2,784	4,400	11,027	1,138	9,735	24,505	12,040	
Contractual and consultants	4,684	0	0	1,973	0	0	4,006	0	0	
Travel	7,421	1,548	352	5,041	544	1,088	6,678	646	677	
Space costs	4,354	4,862	3,250	2,380	4,210	1,343	4,332	6,602	2,179	
Office expense, supplies, etc.	4,574	4,396	1,902	1,820	1,448	1,343	4,539	4,801	2,054	
Telephones	4,137	6,751	3,736	2,204	2,550	1,500	4,459	4,357	1,815	
Building rental/equipment maintenance	2,372	3,396	1,635	1,882	1,148	0	5,450	2,286	0	
Other	3,427	700	0	1,386	294	175	1,902	402	50	
Beneficiary assistance	0	0	0	0	0	0	0	0	0	
Total Expenses	99,271	107,205	34,310	39,444	41,343	14,115	87,904	91,851	36,881	
Change in Net Assets	0	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-6
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS									
Department of Health and Human Services									
83,568									
REVENUE	Waupaca County Energy Assistance Program Agreement #2013-4319			Winnebago County Energy Assistance Program			Keep WI Warm Campaign #AD12-8674		Subtotal
	Admin-istration (47)	Emergency Crisis (48)	Outreach (48)	Admin-istration (80)	Emergency Crisis (81)	Outreach (81)	Outreach (83)	Subtotal (83)	
Grants									
Charter revenue	\$ 33,629	\$ 35,776	\$ 13,097	\$ 71,143	\$ 69,251	\$ 34,251	\$ 1,000,000	\$ 3,983,688	
Interest income	0	0	0	0	0	0	2,264	2,264	
Contributions	0	0	0	0	0	0	750,000	750,000	
Rental income	0	0	0	0	0	0	0	0	
Total Revenue	33,629	35,776	13,097	71,143	69,251	34,251	1,752,264	4,135,952	93,568
EXPENSES									
Salaries and wages	19,156	24,248	8,790	36,027	36,487	12,907	70,949	1,372,027	
Fringe benefits	3,795	1,282	855	9,825	18,197	6,544	16,551	414,372	
Contractual and consultants	1,572	0	0	3,581	0	0	0	43,398	
Travel	2,056	762	474	6,499	1,101	1,124	5,228	120,547	
Space costs	1,502	4,420	819	3,210	5,964	5,319	9,882	176,704	
Office expense, supplies, etc.	1,417	1,749	903	2,488	1,961	4,237	7,832	134,764	
Telephone	905	3,332	1,140	3,624	2,543	2,327	6,593	137,049	
Building rental/equipment maintenance	2,554	22	0	3,937	2,647	1,850	4,835	74,810	
Other	672	5	156	1,932	351	143	15,630	46,917	
Beneficiary assistance	0	0	0	0	0	0	1,614,764	1,614,764	
Total Expenses	33,629	35,776	13,097	71,143	69,251	34,251	1,752,264	4,135,952	
Change in Net Assets	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-7
 Schedule of Program Activity
 Year Ended September 30, 2013

FEDERAL PROGRAMS Department of Homeland Security

	Emergency Food and Shelter Dodge Co. 2012 (84)	Emergency Food and Shelter Marathon Co. 2012 (85)	Emergency Food and Shelter Westkeche Co. 2012 (86)	Emergency Food and Shelter Weupaca Co. 2012 (87)	Subtotal 97,824	Total Federal Programs
REVENUE						
Grants	4,856	9,118	1,933	4,719	20,626	3,404,314
Grant revenue	0	0	0	0	0	2,264
Interest income	0	0	0	0	0	750,000
Contributions	0	0	0	0	0	0
Rental income	0	0	0	0	0	0
Total Revenue	4,856	9,118	1,933	4,719	20,626	4,156,578
EXPENSES						
Salaries and wages	0	0	0	0	0	1,372,627
Fringe benefits	0	0	0	0	0	414,372
Contractual and consultants	0	0	0	0	0	43,398
Travel	0	0	0	0	0	120,547
Space costs	0	0	0	0	0	176,704
Office expense, supplies, etc.	0	0	0	0	0	134,764
Telephone	0	0	0	0	0	137,049
Building rental/equipment maintenance	0	0	0	0	0	74,810
Other	0	0	0	0	0	46,917
Beneficiary assistance	4,856	9,118	1,933	4,719	20,626	1,435,390
Total Expenses	4,856	9,118	1,933	4,719	20,626	4,156,578
Change in Net Assets	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.
 Schedule A-8
 Schedule of Program Activity
 Year Ended September 30, 2013

STATE AND LOCAL PROGRAMS
 Energy Appliances Program Agreement - Wisconsin Department of Administration #505.371

	(58)	(59)		(60)		(61)		(62)		(63)		(64)		(65)		(66)	
		Keep WI Warm Contributions Campaign	Calumet County Public Benefits	Calumet County Public Benefits Weatherization	Columbia County Public Benefits	Columbia County Public Benefits Weatherization	Dane County Public Benefits	Dane County Public Benefits Weatherization	Dodge County Public Benefits	Dodge County Public Benefits Weatherization							
REVENUE																	
Grants																	
Grant revenue	0	\$ 4,881	\$ 7,759	\$ 10,113	\$ 15,481	\$ 60,631	\$ 156,310	\$ 14,647	\$ 22,151								
Interest Income	190,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Rental Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	190,179	5,881	7,759	10,113	15,481	60,631	156,310	14,647	22,151								
EXPENSES																	
Salaries and wages	10,000	4,187	5,281	6,972	6,823	36,866	115,104	7,838	13,813								
Fringe benefits	16,247	1,000	931	2,152	7,118	17,158	22,982	5,115	4,953								
Contractual and consultants	0	0	0	0	0	0	0	0	0								
Travel	3,626	0	0	0	0	0	0	0	0								
Space costs	0	300	720	619	1,155	5,047	3,133	908	1,569								
Office expense, supplies, etc.	5,862	0	0	0	0	650	3,538	159	450								
Telephone	0	394	827	246	385	882	2,174	647	800								
Building rental/equipment maintenance	0	0	0	0	0	28	8,128	0	300								
Other	101,935	0	0	124	0	0	0	0	266								
Beneficiary assistance	900	0	0	0	0	0	0	0	0								
Total Expenses	138,270	5,881	7,759	10,113	15,481	60,631	156,310	14,647	22,151								
Change in Net Assets	51,909	0	0	0	0	0	0	0	0								
Net assets - Beginning of year	125,870	0	0	0	0	0	0	0	0								
NET ASSETS - End of year	175,779	0	0	0	0	0	0	0	0								

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-9
 Schedule of Program Activity
 Year Ended September 30, 2013

	STATE AND LOCAL PROGRAMS											
	Energy Assistance Program Agreement - Wisconsin Department of Administration #606.371											
	Fond du Lac			Jefferson			Marathon			Marquette		
	County	Public	Weatherization	County	Public	Weatherization	County	Public	Weatherization	County	Public	Weatherization
	(67)	(68)	(69)	(70)	(71)	(72)	(73)	(74)	(75)	(76)	(77)	(78)
REVENUE												
Grants												
Gross revenue	\$ 17,953	\$ 29,356	\$ 14,371	\$ 18,795	\$ 35,344	\$ 39,675	\$ 5,149	\$ 6,342	\$ 28,382	\$ 39,018	\$ 28,382	\$ 39,018
Interest income	0	0	0	0	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	17,953	29,356	14,371	18,795	35,344	39,675	5,149	6,342	28,382	39,018	28,382	39,018
EXPENSES												
Salaries and wages	15,901	25,800	9,315	10,271	21,598	24,819	3,261	3,280	21,912	25,063	21,912	25,063
Fringe benefits	1,029	1,296	3,313	5,014	10,632	10,867	956	1,578	4,225	9,312	4,225	9,312
Contractual and consultants	0	0	0	0	0	0	0	0	0	0	0	0
Travel	0	0	0	0	0	0	0	312	0	0	0	0
Space costs	1,020	1,620	1,158	2,096	1,542	1,942	0	0	1,747	3,800	1,747	3,800
Office expense, supplies, etc.	0	0	0	75	0	0	0	0	0	0	0	0
Telephone	403	640	585	1,139	1,572	2,047	232	822	498	753	498	753
Building rental/equipment maintenance	0	0	0	200	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0
Beneficiary assistance	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	17,953	29,356	14,371	18,795	35,344	39,675	5,149	6,342	28,382	39,018	28,382	39,018
Change in Net Assets	0	0	0	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-10
 Schedule of Program Activity
 Year Ended September 30, 2013

STATE AND LOCAL PROGRAMS Energy Assistance Program Agreement - Wisconsin Department of Administration #604.371

	Ozaukee County Public Benefits (77)		Portage County Public Benefits #2073-043 (79)		Portage County Public Benefits #2073-043 (80)		Ozaukee County Public Benefits #12-12 (81)		Racine County Public Benefits #12-12 (82)		Racine County Public Benefits #HSD_2012_0127 (83)		Rock County Public Benefits #HSD_2012_0127 (84)		Sauk County Public Benefits (86)	
REVENUE																
Grants																
Grant revenue	\$ 7,809	\$ 11,571	\$ 15,373	\$ 26,790	\$ 56,688	\$ 58,476	\$ 42,618	\$ 49,173	\$ 16,961	\$ 20,230						
Interest income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	7,809	11,571	15,373	26,790	56,688	58,476	42,618	49,173	16,961	20,230						
EXPENSES																
Salaries and wages	4,344	5,081	8,910	15,988	43,334	43,620	30,724	34,949	11,263	11,851						
Fringe benefits	897	1,381	3,566	5,976	9,176	10,537	5,620	5,799	1,480	6,088						
Contractual and consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Travel	0	97	0	0	0	0	0	335	0	0	0	0	0	0	0	0
Space costs	1,819	3,084	1,742	3,773	3,374	3,325	3,787	7,263	3,807	1,236						
Office expense, supplies, etc.	0	0	0	0	0	0	490	710	0	0	0	0	0	0	0	0
Telephone	749	1,818	720	1,051	804	804	1,997	1,723	381	570						
Building rental/equipment maintenance	0	110	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	423	0	0	0	0	393	30	495						
Beneficiary assistance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	7,809	11,571	15,373	26,790	56,688	58,476	42,618	49,173	16,961	20,230						
Change in Net Assets	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-11

Schedule of Program Activity

Year Ended September 30, 2013

STATE AND LOCAL PROGRAMS

Energy Assistance Program Agreement - Wisconsin Department of Administration #606.371

	Waukesha County Public Benefits (87)	Waukesha County Public Benefits Weatherization #2013-4318 (88)	Waupaca County Public Benefits #2013-4318 (89)	Waupaca County Public Benefits Weatherization #2013-4318 (90)	Winneshago County Public Benefits (91)	Winneshago County Public Benefits Weatherization (92)	Recline County REACH (93)	Subtotal #606.371
REVENUE								
Grants	\$ 36,135	\$ 52,857	\$ 14,456	\$ 18,770	\$ 34,102	\$ 49,087	\$ 219,345	\$ 1,259,799
Interest income	0	0	0	0	0	0	0	0
Contributions	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0
Total Revenue	36,135	52,857	14,456	18,770	34,102	49,087	219,345	1,259,799
EXPENSES								
Salaries and wages	25,001	31,940	12,104	15,686	19,734	31,712	129,981	834,826
Fringe benefits	11,303	17,981	680	1,032	9,395	12,322	43,639	255,022
Contractual and consultants	0	0	0	0	0	0	0	0
Travel	0	0	0	0	0	0	0	0
Space costs	1,832	2,179	1,040	1,300	3,566	3,418	12,604	14,639
Office expense, supplies, etc.	0	0	0	0	0	0	18,172	93,184
Telephone	0	757	632	752	1,407	1,435	9,958	16,010
Building rental/equipment maintenance	0	0	0	0	0	0	2,633	33,279
Other	0	0	0	0	0	0	1,143	9,909
Beneficiary assistance	0	0	0	0	0	0	1,195	2,930
Total Expenses	36,135	52,857	14,456	18,770	34,102	49,087	219,345	1,259,799
Change in Net Assets	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-12
 Schedule of Program Activity
 Year Ended September 30, 2013

STATE AND LOCAL PROGRAMS

	2012 Dane County United Way (94)	2012 Dodge County United Way (95)	2012 Rock County United Way (96)	2012 Sauk County United Way (97)	2012 Waubesa County United Way (98)	We Energy #2 (99)	We Energy #4 (100)	Hometown Energy Program (101)	MG&E Emergency Fund (103)
REVENUE									
Grants									
Grant revenue	\$ 9,452	\$ 44,918	\$ 30,409	\$ 3,925	\$ 23,017	\$ 66,434	\$ 590,465	\$ 309,934	\$ 172,071
Interest income	0	0	0	0	0	0	1,558	0	0
Contributions	0	0	0	0	0	0	0	0	0
Rental income	0	0	0	0	0	0	0	0	0
Total Revenue	9,452	44,918	30,409	3,925	23,017	66,434	592,023	309,934	172,071
EXPENSES									
Salaries and wages	6,900	39,136	24,896	250	18,351	0	74,736	17,008	24,658
Fringe benefits	2,552	5,111	3,817	125	4,316	0	24,538	4,809	1,400
Contractual and consultants	0	0	0	0	0	0	0	0	0
Travel	0	0	0	0	2	0	823	1,000	0
Space costs	0	437	0	0	144	0	3,526	0	0
Office expense, supplies, etc.	0	10	875	0	0	0	359	1,124	197
Telephones	0	202	821	0	0	0	2,054	540	300
Building rental/equipment maintenance	0	0	0	0	0	0	732	360	220
Other	0	0	0	0	0	0	542	410	3,386
Beneficiary assistance	0	0	0	4,300	0	66,434	489,241	284,683	141,910
Total Expenses	9,452	44,918	30,409	3,925	23,017	66,434	592,023	309,934	172,071
Change in Net Assets	0	0	0	0	0	0	0	0	0
Net assets - Beginning of year	0	0	0	0	0	0	0	0	0
NET ASSETS - End of year	0	0	0	0	0	0	0	0	0

See Independent Auditor's Report.

Energy Services, Inc.

Schedule A-13

Schedule of Program Activity

Year Ended September 30, 2013

	GAAP ADJUSTMENTS		DISCRETIONARY
	Total State and Local Programs	Elimination of Interprogram Rent Allocation	TOTAL PROGRAMS Corporate Activity (103)
REVENUE			
Grants	\$ 2,510,424	\$ 0	\$ 5,914,738
Grant revenue	1,538	0	3,822
Interest income	390,179	0	940,179
Contributions	0	(42,000)	(42,000)
Rental income	0	(42,000)	(42,000)
Total Revenue	2,702,161	(42,000)	6,816,739
EXPENSES			
Salaries and wages	1,048,243	0	2,920,870
Fringe benefits	317,707	0	752,079
Contractual and consultants	0	0	43,398
Travel	20,090	0	140,637
Spice costs	97,535	(42,000)	232,239
Office expense, supplies, etc.	24,137	0	158,901
Telephones	37,196	0	174,243
Bidding rental/equipment maintenance	9,757	0	84,367
Other	108,119	0	155,056
Beneficiary assistance	987,458	0	2,622,838
Total Expenses	2,650,252	(42,000)	6,794,830
Change in Net Assets	51,909	0	51,909
Net assets - Beginning of year	123,870	0	123,870
NET ASSETS - End of year	\$ 175,779	\$ 0	\$ 175,779
			\$ 567,603

See Independent Auditor's Report.

Energy Services, Inc.

Schedule B-1

Schedule of Expenditures of Federal Awards and List of Programs

Year Ended September 30, 2013

	Federal Grantor/Pass-Through Grantor/Program Title	CFDA Number	Funding Source/ Pass-Through Entity	Program Period	Federal Expenditures
DEPARTMENT OF HEALTH AND HUMAN SERVICES					
(1)	Calumet County Energy Assistance Program Agreement - Administration	93.568	Calumet County Human Services Department	10/01/12-09/30/13	\$ 11,053
(2)	Calumet County Energy Assistance Program Agreement - Emergency Crisis		Calumet County Human Services Department	10/01/12-09/30/13	14,069
(3)	Calumet County Energy Assistance Program Agreement - SSI Outreach		Calumet County Human Services Department	10/01/12-09/30/13	5,414
(4)	Columbia County Energy Assistance Program Agreement #2013-071 - Administration		Columbia County Human Services Department	10/01/12-09/30/13	23,421
(5)	Columbia County Energy Assistance Program Agreement #2013-071 - Emergency Crisis		Columbia County Human Services Department	10/01/12-09/30/13	23,984
(6)	Columbia County Energy Assistance Program Agreement #2013-071 - SSI Outreach		Columbia County Human Services Department	10/01/12-09/30/13	10,802
(7)	Dane County Energy Assistance Program Agreement #82149 - Administration		Dane County Human Services Department	10/01/12-09/30/13	139,696
(8)	Dane County Energy Assistance Program Agreement #82149 - Emergency Crisis		Dane County Human Services Department	10/01/12-09/30/13	136,107
(9)	Dane County Energy Assistance Program Agreement #82149 - SSI Outreach		Dane County Human Services Department	10/01/12-09/30/13	109,066
(10)	Dodge County Energy Assistance Program Agreement #13-001 - Administration		Dodge County Department of Human Services	10/01/12-09/30/13	33,784
(11)	Dodge County Energy Assistance Program Agreement #13-001 - Emergency Crisis		Dodge County Department of Human Services	10/01/12-09/30/13	34,986
(12)	Dodge County Energy Assistance Program Agreement #13-001 - SSI Outreach		Dodge County Department of Human Services	10/01/12-09/30/13	15,456
(13)	Fond du Lac County Energy Assistance Program Agreement #2012-404-01-ADM - Administration		Fond du Lac County Department of Social Services	10/01/12-09/30/13	41,440
(14)	Fond du Lac County Energy Assistance Program Agreement #2012-404-01-ADM - Emergency Crisis		Fond du Lac County Department of Social Services	10/01/12-09/30/13	42,947
(15)	Fond du Lac County Energy Assistance Program Agreement #2012-404-01-ADM - SSI Outreach		Fond du Lac County Department of Social Services	10/01/12-09/30/13	19,149

See Independent Auditor's Report.

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Energy Services, Inc.

Schedule B-2

Schedule of Expenditures of Federal Awards and List of Programs

Year Ended September 30, 2013

	Federal Grantor/Pass-Through Grantor/Program Title	CFDA Number	Funding Source/ Pass-Through Entity	Program Period	Federal Expenditures
DEPARTMENT OF HEALTH AND HUMAN SERVICES (Continued)					
(16)	Jefferson County Energy Assistance Program Agreement Administration	93.568	Jefferson County Human Services Department	10/01/12-09/30/13	33,612
(17)	Jefferson County Energy Assistance Program Agreement Emergency Crisis		Jefferson County Human Services Department	10/01/12-09/30/13	36,284
(18)	Jefferson County Energy Assistance Program Agreement SSI Outreach		Jefferson County Human Services Department	10/01/12-09/30/13	13,114
(19)	Kewaunee County Energy Assistance Program Agreement Administration		Kewaunee County Human Services Department	08/01/13-09/30/13	1,000
(20)	Marathon County Energy Assistance Program - Administration		Marathon County Social Services Department	10/01/12-09/30/13	81,642
(21)	Marathon County Energy Assistance Program - Emergency Crisis		Marathon County Social Services Department	10/01/12-09/30/13	88,866
(22)	Marathon County Energy Assistance Program - SSI Outreach		Marathon County Social Services Department	10/01/12-09/30/13	27,683
(23)	Marquette County Energy Assistance Program - #2012-032 Administration		Marquette County Human Services and Health Department	10/01/12-09/30/13	12,043
(24)	Marquette County Energy Assistance Program - #2012-032 Emergency Crisis		Marquette County Human Services and Health Department	10/01/12-09/30/13	12,747
(25)	Marquette County Energy Assistance Program - #2012-032 SSI Outreach		Marquette County Human Services and Health Department	10/01/12-09/30/13	4,425
(26)	Outagamie County Energy Assistance Agreement #44-13-505 Administration		Outagamie County Department of Health and Human Services	10/01/12-09/30/13	65,555
(27)	Outagamie County Energy Assistance Agreement #44-13-505 Emergency Crisis		Outagamie County Department of Health and Human Services	10/01/12-09/30/13	69,869
(28)	Outagamie County Energy Assistance Agreement #44-13-505 SSI Outreach		Outagamie County Department of Health and Human Services	10/01/12-09/30/13	27,225
(29)	Ozaukee County Energy Assistance Agreement Administration		Ozaukee County Department of Health and Human Services	10/01/12-09/30/13	17,916
(30)	Ozaukee County Energy Assistance Agreement Emergency Crisis		Ozaukee County Department of Health and Human Services	10/01/12-09/30/13	19,199

See Independent Auditor's Report.

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Energy Services, Inc.

Schedule B-3

Schedule of Expenditures of Federal Awards and List of Programs Year Ended September 30, 2013

	Federal Grantor/Pass-Through Grantor/Program Title	CFDA Number	Funding Source/ Pass-Through Entity	Program Period	Federal Expenditures
DEPARTMENT OF HEALTH AND HUMAN SERVICES (Continued)					
(31)	Ozaukee County Energy Assistance Agreement SSI Outreach	93.568	Ozaukee County Department of Health and Human Services	10/01/12-09/30/13	8,074
(32)	Portage County Energy Assistance Program Agreement #2013-043 - Administration		Portage County Community Human Services Department	10/01/12-09/30/13	36,038
(33)	Portage County Energy Assistance Program Agreement #2013-043 - Emergency Crisis		Portage County Community Human Services Department	10/01/12-09/30/13	38,504
(34)	Portage County Energy Assistance Program Agreement #2013-043 - SSI Outreach		Portage County Community Human Services Department	10/01/12-09/30/13	18,693
(35)	Racine County Energy Assistance Program Agreement #12-12 - Administration		Racine County Community Human Services Department	10/01/12-09/30/13	123,343
(36)	Racine County Energy Assistance Program Agreement #12-12 - Emergency Crisis		Racine County Community Human Services Department	10/01/12-09/30/13	136,209
(37)	Racine County Energy Assistance Program Agreement #12-12 - SSI Outreach		Racine County Community Human Services Department	10/01/12-09/30/13	40,802
(38)	Rock County Energy Assistance Program Agreement #HSD_2012_0127 Administration		Rock County Department of Social Services and Community Programs	10/01/12-09/30/13	99,271
(39)	Rock County Energy Assistance Program Agreement #HSD_2012_0127 Emergency Crisis		Rock County Department of Social Services and Community Programs	10/01/12-09/30/13	107,205
(40)	Rock County Energy Assistance Program Agreement #HSD_2012_0127 SSI Outreach		Rock County Department of Social Services and Community Programs	10/01/12-09/30/13	34,310
(41)	Sauk County Energy Assistance Program - Administration		Sauk County Department of Human Services	10/01/12-09/30/13	39,444
(42)	Sauk County Energy Assistance Program - Emergency Crisis		Sauk County Department of Human Services	10/01/12-09/30/13	41,343
(43)	Sauk County Energy Assistance Program - SSI Outreach		Sauk County Department of Human Services	10/01/12-09/30/13	14,115
(44)	Waukesha County Energy Assistance Program Agreement - Administration		Waukesha County Department of Health and Human Services	10/01/12-09/30/13	87,904
(45)	Waukesha County Energy Assistance Program Agreement - Emergency Crisis		Waukesha County Department of Health and Human Services	10/01/12-09/30/13	91,851
(46)	Waukesha County Energy Assistance Program Agreement - SSI Outreach		Waukesha County Department of Health and Human Services	10/01/12-09/30/13	36,881

See Independent Auditor's Report.

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Energy Services, Inc.

Schedule B-4

Schedule of Expenditures of Federal Awards and List of Programs Year Ended September 30, 2013

Federal Grantor/Pass-Through Grantor/Program Title	CFDA Number	Funding Source/ Pass-Through Entity	Program Period	Federal Expenditures
DEPARTMENT OF HEALTH AND HUMAN SERVICES (Continued)				
(47) Waupaca County Energy Assistance Program Agreement #2013-4319 - Administration	93.568	Waupaca County Department of Human Services	10/01/12-09/30/13	33,629
(48) Waupaca County Energy Assistance Program Agreement #2013-4319 - Emergency Crisis		Waupaca County Department of Human Services	10/01/12-09/30/13	35,776
(49) Waupaca County Energy Assistance Program Agreement #2013-4319 - SSI Outreach		Waupaca County Department of Human Services	10/01/12-09/30/13	13,097
(50) Winnebago County Energy Assistance Program - Administration		Winnebago County Department of Human Services	10/01/12-09/30/13	71,143
(51) Winnebago County Energy Assistance Program - Emergency Crisis		Winnebago County Department of Human Services	10/01/12-09/30/13	69,251
(52) Winnebago County Energy Assistance Program - SSI Outreach		Winnebago County Department of Human Services	10/01/12-09/30/13	34,251
(53) Keep Wisconsin Warm Campaign #AD12-9674		State of Wisconsin - Department of Administration	10/01/12-09/30/13	<u>1,000,000</u>
Total Federal Expenditures CFDA #93.568				<u>3,383,688</u>
DEPARTMENT OF HOMELAND SECURITY				
(54) Emergency Food & Shelter - Dodge Co. - 2012	97.024	United Way National	01/01/12-12/31/12	4,856
(55) Emergency Food & Shelter - Marathon Co. - 2012		United Way National	01/01/12-12/31/12	9,118
(56) Emergency Food & Shelter - Waukesha Co. - 2012		United Way National	01/01/12-12/31/12	1,933
(57) Emergency Food & Shelter - Waupaca Co. - 2012		United Way National	01/01/12-12/31/12	<u>4,719</u>
Total Federal Expenditures CFDA #97.024				<u>20,626</u>
TOTAL FEDERAL EXPENDITURES				<u><u>\$ 3,404,314</u></u>
STATE AND LOCAL PROGRAMS				
(58) Keep WI Warm Contributions Campaign		Donations	Indefinite	
(59) Energy Assistance Program Agreement - Calumet County Public Benefits		Calumet County Human Services Department	10/01/12-09/30/13	
(60) Energy Assistance Program Agreement - Calumet County Weatherization		Calumet County Human Services Department	10/01/12-09/30/13	

See Independent Auditor's Report.

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Energy Services, Inc.

Schedule B-5

Schedule of Expenditures of Federal Awards and List of Programs

Year Ended September 30, 2013

Federal Grantor/Pass-Through Grantor/Program Title	Funding Source/ Pass-Through Entity	Program Period
STATE AND LOCAL PROGRAMS (Continued)		
(61) Energy Assistance Program Agreement - Columbia County Public Benefits #2013-071	Columbia County Human Services Department	10/01/12-09/30/13
(62) Energy Assistance Program Agreement - Columbia County #2013-071 - Weatherization	Columbia County Human Services Department	10/01/12-09/30/13
(63) Energy Assistance Program Agreement - Dane County #82149 - Public Benefits	Dane County Human Services Department	10/01/12-09/30/13
(64) Energy Assistance Program Agreement - Dane County #82149 - Weatherization	Dane County Human Services Department	10/01/12-09/30/13
(65) Energy Assistance Program Agreement - Dodge County Public Benefits - #13-001	Dodge County Department of Human Services	10/01/12-09/30/13
(66) Energy Assistance Program Agreement - Dodge County Weatherization - #13-001	Dodge County Department of Human Services	10/01/12-09/30/13
(67) Energy Assistance Program Agreement - Fond du Lac County Public Benefits - #2012-404-01-ADM	Fond du Lac County Department of Social Services	10/01/12-09/30/13
(68) Energy Assistance Program Agreement - Fond du Lac County Weatherization - #2012-404-01-ADM	Fond du Lac County Department of Social Services	10/01/12-09/30/13
(69) Energy Assistance Program Agreement - Jefferson County Public Benefits	Jefferson County Human Services Department	10/01/12-09/30/13
(70) Energy Assistance Program Agreement - Jefferson County Weatherization	Jefferson County Human Services Department	10/01/12-09/30/13
(71) Energy Assistance Program Agreement - Marathon County Public Benefits	Marathon County Social Services Department	10/01/12-09/30/13
(72) Energy Assistance Program Agreement - Marathon County Weatherization	Marathon County Social Services Department	10/01/12-09/30/13
(73) Energy Assistance Program Agreement - Marquette County #2012-032 Public Benefits	Marquette County Human Services and Health Department	10/01/12-09/30/13
(74) Energy Assistance Program Agreement - Marquette County #2012-032 Weatherization	Marquette County Human Services and Health Department	10/01/12-09/30/13
(75) Energy Assistance Program Agreement - Outagamie County Public Benefits - #44-13-505	Outagamie County Department of Health and Human Services	10/01/12-09/30/13

See Independent Auditor's Report.

Energy Services, Inc.

Schedule B-6

Schedule of Expenditures of Federal Awards and List of Programs

Year Ended September 30, 2013

Federal Grantor/Pass-Through Grantor/Program Title	Funding Source/ Pass-Through Entity	Program Period
STATE AND LOCAL PROGRAMS (Continued)		
(76) Energy Assistance Program Agreement - Outagamie County Weatherization - #44-13-505	Outagamie County Department of Health and Human Services	10/01/12-09/30/13
(77) Energy Assistance Program Agreement - Ozaukee County Public Benefits	Ozaukee County Department of Health and Human Services	10/01/12-09/30/13
(78) Energy Assistance Program Agreement - Ozaukee County Weatherization	Ozaukee County Department of Health and Human Services	10/01/12-09/30/13
(79) Energy Assistance Program Agreement - Portage County Public Benefits - #2013-043	Portage County Community Human Services Department	10/01/12-09/30/13
(80) Energy Assistance Program Agreement - Portage County Weatherization - #2013-043	Portage County Community Human Services Department	10/01/12-09/30/13
(81) Energy Assistance Program Agreement - Racine County Public Benefits - #12-12	Racine County Department of Social Services and Community Programs	10/01/12-09/30/13
(82) Energy Assistance Program Agreement - Racine County Weatherization - #12-12	Racine County Department of Social Services and Community Programs	10/01/12-09/30/13
(83) Energy Assistance Program Agreement - Rock County Public Benefits - #HSD_2012_0127	Rock County Department of Social Services and Community Programs	10/01/12-09/30/13
(84) Energy Assistance Program Agreement - Rock County Weatherization - #HSD_2012_0127	Rock County Department of Social Services and Community Programs	10/01/12-09/30/13
(85) Energy Assistance Program Sauk County Public Benefits	Sauk County Department of Human Services	10/01/12-09/30/13
(86) Energy Assistance Program Sauk County Weatherization	Sauk County Department of Human Services	10/01/12-09/30/13
(87) Energy Assistance Program Agreement - Waukesha County Public Benefits	Waukesha County Department of Health and Human Services	10/01/12-09/30/13
(88) Energy Assistance Program Agreement - Waukesha County Weatherization	Waukesha County Department of Health and Human Services	10/01/12-09/30/13
(89) Energy Assistance Program Agreement - Waupaca County Public Benefits - #2013-4319	Waupaca County Department of Human Services	10/01/12-09/30/13
(90) Energy Assistance Program Agreement - Waupaca County Weatherization - #2013-4319	Waupaca County Department of Human Services	10/01/12-09/30/13
(91) Energy Assistance Program Agreement - Winnebago County Public Benefits	Winnebago County Department of Human Services	10/01/12-09/30/13

See Independent Auditor's Report.

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Energy Services, Inc.

Schedule B-7

Schedule of Expenditures of Federal Awards and List of Programs

Year Ended September 30, 2013

Federal Grantor/Pass-Through Grantor/Program Title	Funding Source/ Pass-Through Entity	Program Period
STATE AND LOCAL PROGRAMS (Continued)		
(92) Energy Assistance Program Agreement - Winnebago County Weatherization	Winnebago County Department of Human Services	10/01/12-09/30/13
(93) Racine County REACH	Racine County Department of Social Services and Community Programs	10/01/12-09/30/13
(94) 2012 Dane County United Way	United Way of Dane County	01/01/12-12/31/12
(95) 2012 Dodge County United Way	United Way of Dodge County	01/01/12-12/31/12
(96) 2012 Rock County United Way	United Way of Rock County	01/01/12-12/31/12
(97) 2012 Sauk County United Way	United Way of Sauk County	01/01/12-12/31/12
(98) 2012 Waukesha County United Way	United Way of Waukesha	01/01/12-12/31/12
(99) We Energy #2	We Energies	Ongoing
(100) We Energy #4	We Energies	Ongoing
(101) Hometown Energy Program	Alliant (WP&L)	10/01/12-09/30/13
(102) MG&E Emergency Fund	Madison Gas and Electric	10/01/12-09/30/13
DISCRETIONARY		
(103) Corporate Activity	Interest, Performance Contracts	10/01/12-09/30/13

Notes to the Schedule of Expenditures of Federal Awards and List of Programs

NOTE 1: This Schedule of Expenditures of Federal Awards and List of Programs (the "Schedule") includes the federal grant activity of Energy Services, Inc. under programs of the federal government for the year ended September 30, 2013. The information in this schedule is presented in accordance with the requirements of OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Because the schedule presents only a selected portion of operations for Energy Services, Inc., it is not intended to and does not present the financial position, changes in net assets or cash flows of Energy Services, Inc.

NOTE 2: Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in OMB Circular A-122, *Cost Principles for Non-Profit Organizations*, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Pass-through identifying numbers are presented where available.

See Independent Auditor's Report.

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Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters

Board of Directors
Energy Services, Inc.
Madison, Wisconsin

We have audited, in accordance with the auditing standards generally accepted in the United States and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Energy Services, Inc. (a nonprofit organization), which comprise the statement of financial position as of September 30, 2013, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated June 30, 2014.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Energy Services, Inc.'s internal control over financial reporting (internal control) to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Energy Services, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Energy Services, Inc.'s internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit the attention of those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified. We did identify a certain deficiency in internal control that we consider to be a significant deficiency, which is described in the accompanying schedule of findings and questioned costs as item 2013-001.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Energy Services, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Response to Finding

Energy Services, Inc.'s response to the findings identified in our audit is described in the accompanying schedule of findings and questioned costs. Energy Services, Inc.'s response was not subjected to the audit procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance, and the results of that testing, and not to provide an opinion on the effectiveness of Energy Services, Inc.'s internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Energy Services, Inc.'s internal control and compliance. Accordingly, this communication is not suitable for any other purpose.


Wipfli LLP

June 30, 2014
Madison, Wisconsin



Independent Auditor's Report on Compliance for Each Major Federal and State Program and on Internal Control Over Compliance

Board of Directors
Energy Services, Inc.
Madison, Wisconsin

Report on Compliance for Each Major Federal and State Program

We have audited Energy Services, Inc.'s (a nonprofit organization) compliance with the types of compliance requirements described in the *Office of Management and Budget (OMB) Circular A-133 Compliance Supplement* and the *State Single Audit Guidelines*, issued by the State of Wisconsin Department of Administration, that could have a direct and material effect on each of its major federal and state programs for the year ended September 30, 2013. Energy Services, Inc.'s major federal and state programs are identified in the summary of audit results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility for Compliance

Management of Energy Services, Inc. is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to each of its federal and state programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Energy Services, Inc.'s major federal and state programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*; and the *State Single Audit Guidelines*, issued by the State of Wisconsin Department of Administration. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal or state program occurred. An audit includes examining, on a test basis, evidence about Energy Services, Inc.'s compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal and state program. However, our audit does not provide a legal determination on Energy Services, Inc.'s compliance.

Opinion

In our opinion, Energy Services, Inc. complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal and state programs for the year ended September 30, 2013.

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Report on Internal Control Over Compliance

Management of Energy Services, Inc. is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing the audit of compliance, we considered Energy Services, Inc.'s internal control over compliance with types of requirements that could have a direct and material effect on a major federal or state program to determine our auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal and state program and to test and report on internal control over compliance in accordance with OMB Circular A-133 and the *State Single Audit Guidelines*, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Energy Services, Inc.'s internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct noncompliance with a type of compliance requirement of a federal or state program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal or state program will not be prevented or detected and corrected on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal or state program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133 and the *State Single Audit Guidelines*. Accordingly, this report is not suitable for any other purpose.


Wipfli LLP

June 30, 2014
Madison, Wisconsin

Energy Services, Inc.

Schedule of Findings and Questioned Costs

A. Summary of Auditor's Results

1. The auditor's report expresses an unmodified opinion on the financial statements of Energy Services, Inc.
2. One significant deficiency relating to the audit of the financial statements is reported in the Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters. The deficiency was determined to not be a material weakness.
3. No instances of noncompliance material to the financial statements of Energy Services, Inc. were disclosed during the audit.
4. No significant deficiencies were disclosed during the audit of the major federal and major state award programs as reported in the Independent Auditor's Report on Compliance for Each Major Federal and State Program and on Internal Control Over Compliance.
5. The auditor's report on compliance for the major federal and major state award programs for Energy Services, Inc. expresses an unmodified opinion.
6. There were no audit findings relative to the major federal and major state award programs for Energy Services, Inc.
7. The program tested as a major federal program was the U.S. Department of Health and Human Services, Low-Income Home Energy Assistance, CFDA #93.568.
8. The program tested as a major state program was the Public Benefits program funded through the State of Wisconsin, Department of Administration, identification #505.371.
9. The threshold for distinguishing Types A and B programs was \$300,000 for federal programs and \$100,000 for state programs.
10. Energy Services, Inc. was determined to be a low-risk auditee.

Energy Services, Inc.

Schedule of Findings and Questioned Costs

B. Finding – Financial Statements Audit

MATERIAL ADJUSTMENTS (2013-001)

Condition

During the audit process, Wipfli proposed and management subsequently recorded adjusting journal entries to correct cash, prepaid expenses and accounts payable. These adjusting journal entries were due to Energy Service's transition to new accounting software at the end of the fiscal year and year-end activity was not posted to the correct time period.

Criteria

An effective system of internal controls should be in place to ensure significant account reconciliations are accurate and presented in accordance with generally accepted accounting principles (GAAP).

Effect

As a result of not performing the necessary adjustment to significant account balances at year end, a significant deficiency exists in internal controls over account reconciliations.

Recommendation

While we are aware that the adjustments were due to transitioning to new software, we recommend Energy Services, Inc. ensures that their year-end reconciliation procedures are completed prior to the start of the audit process.

Management Response

The account reconciliation deficiency was due in large part to a one time implementation and transition to new accounting software. There have already been action steps taken to minimize the risk of a potential reoccurrence of an audit deficiency.

C. Findings and Questioned Costs – Major Federal Award Programs Audit

Findings: None

Questioned Costs: None

D. Prior Year Findings

None

Energy Services, Inc.

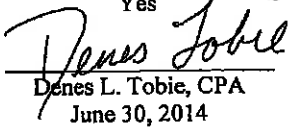
Schedule of Findings and Questioned Costs

E. Other Issues

1. Does the auditor's report or the notes to the financial statements include disclosure with regard to substantial doubt as to the auditee's ability to continue as a going concern? No

2. Does the audit report show audit issues (i.e., material noncompliance, nonmaterial noncompliance, questioned costs, material weakness, significant deficiency, management letter comment, excess revenue, or excess reserve) related to grant/contracts with funding agencies that require audits to be in accordance with the *State of Wisconsin Single Audit Guidelines*:
 - a. Department of Administration No

3. Was a management letter or other document conveying audit comments issued as a result of this audit? Yes

4. Name and signature of partner in charge 
Denes L. Tobie, CPA
June 30, 2014

5. Date of report

**Item #27
Budget Forms**

FORM 1 - 2015 PROGRAM VOLUME DATA AND UNIT COST CALCULATION

Program funded by Site must include separate form for each Site

AGENCY NAME Energy Services, Inc.
 NAME & ADDRESS OF PROGRAM SITE Energy Services for Milwaukee Co.
Program Site Address1
 AGENCY FEDERAL TAX ID NUMBER 39-1443614
 DHHS DIVISION DIVISION
 PROGRAM NAME Energy Assistance
 (SELECT FROM TABLE OF CONTENTS) 2015 Prgm No. MSD-001

ALL Proposers must provide the UNIT's details even if their Programs are Cost reimbursements only

NUMBER OF DAYS PROGRAM OPERATES PER WEEK

NUMBER HOURS PROGRAM OPERATES PER DAY

NUMBER OF CASES TO BE SERVED PER YEAR *

TYPE OF UNIT: Month / Day/ Hour/1/4 Hour/other Applications Other: (Specify)

COST CALCULATIONS:	TOTAL.	PROGRAM	COST
	PROGRAM	COST BY	PER
	UNITS	FUNDING	UNIT
	(A)	(B)	(C)
1. DHHS Program's Units and Costs	<input type="text" value="16,006.00"/>	\$ <input type="text" value="550,000"/>	\$ <input type="text" value="34.36"/>
2. Other Funding Source's Units and Costs	<input type="text" value="0.00"/>	\$ <input type="text" value="210,000"/>	\$ <input type="text" value="-"/>
3. Total	<input type="text" value="16,006.00"/>	\$ <input type="text" value="760,000"/>	\$ <input type="text" value="47.48"/>
4. 2014 Budgeted Units and Costs	<input type="text" value="N/A"/>	\$ <input type="text" value="-"/>	#VALUE!
5. 2013 Actual Units and Costs	<input type="text" value="N/A"/>	\$ <input type="text" value="-"/>	#VALUE!

* THIS SAME FIGURE IS TO BE USED AS THE "TOTAL" ON THE CLIENT CHARACTERISTICS CHART
 A Form 1 must be completed for each site (address) if the agency is reimbursed by site.

Rev. 6/14

DATE (INITIAL): 3/27/15 DATE (FINAL): _____

FORM 3 ANTICIPATED PROGRAM EXPENSES

Agency Name **Energy Services, Inc.**
 Disability/Target (**DIVISION**
 Program Name **Energy Assistance**
 Facility Name **Energy Services for Milwaukee Co.**
 Address **Program Site Address1**

2015 Prgm No. **MSD-001**

Control Acct. No.	(A) Expenditure Description	(B)	(C)
		2014 Gross Budget	2015 Gross Budget
7000	Salaries	-	245,000
7100	Employee Health & Retirement Benefits	-	160,000
7200	Payroll Taxes	-	21,050
8000	Professional Fees	-	11,000
8100	Supplies	-	19,500
8200	Telephone	-	2,900
8300	Postage and Shipping	-	5,200
8400	Occupancy	-	38,500
8500	Rental, Maintenance & Depreciation of Equipment	-	26,350
8600	Printing and Publications	-	11,600
8700	Travel	-	8,900
8800	Conferences, Conventions, Meetings	-	-
8900	Specific Assistance to Individuals	-	-
9000	Membership Dues	-	-
9100	Awards and Grants	-	210,000
9200	Allocated Costs (From Indirect Cost Allocation Plan, if appropriate)	-	-
9300	Client Transportation	-	-
9400	Miscellaneous	-	-
9500	Depreciation or Amortization	-	-
9500	Allocations to Agencies, Payments to Affiliated Organizations	-	-
	TOTAL EXPENSES	\$ -	\$ 760,000
0.00%	PROFIT FACTOR	-	-
	TOTAL EXPENSES INCLUDING PROFIT	\$ -	\$ 760,000
	TOTAL NON-DHHS CONTRACT REV. BROUGHT FWD	-	210,000
	TOTAL DHHS REQUEST	\$ -	\$ 550,000

Rev. 6/14

Date (Initial): **3/27/15**
 Date (Final):

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name **Energy Services, Inc.**
 Disability/Target **DIVISION**
 Program **Energy Assistance** 2015 Prgm No. **MSD-001**
 Facility Name **Energy Services for Milwaukee Co.**
 Address **Program Site Address I**

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Gross Budget	2015 Gross Budget
7000	7001	Executive Salaries	\$0.00	-
	7002	Professional Salaries	\$0.00	60,000
	7003	Clerical Staff Salaries	\$0.00	185,000
	7004	Technical Salaries	\$0.00	-
	7005	Maintenance Employee's Wages	\$0.00	-
	7006	Temporary Clerical Help	\$0.00	-
	7007	Student Stipends	\$0.00	-
	7008	Other Staff Salaries (Unclassified)	\$0.00	-
CONTROL ACCOUNT NO. 7000 SUB TOTAL*			\$ -	\$ 245,000
7100	7101	Accident Insurance Premiums	\$0.00	\$0.00
	7102	Life Insurance Premiums	\$0.00	\$0.00
	7103	Medical & Hospital Plan Premiums	\$0.00	\$160,000.00
	7104	Pension or Retirement Plan Premiums	\$0.00	\$0.00
	7105	Supp. Payments to Pensioned Employes	\$0.00	\$0.00
	7106	Payments to Annuitants	\$0.00	\$0.00
	7107	Employment Termination Expenses	\$0.00	\$0.00
	7108	Employee Tuition Reimburse. Plan	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7100 SUB TOTAL*			\$ -	\$ 160,000
7200	7201	FICA Payments (Employer's Share)	\$0.00	\$18,750.00
	7202	Unemployment Insurance	\$0.00	\$1,500.00
	7203	Workmen's Compensation Insurance	\$0.00	\$800.00
	7204	Disability Insurance Premiums	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7200 SUB TOTAL*			\$ -	\$ 21,050
8000**	8001	Medical & Dental Fees	\$0.00	\$0.00
	8002	Psychological Fees	\$0.00	\$0.00
	8003	Legal Fees	\$0.00	\$0.00
	8004	Rehabilitation & Education Fees	\$0.00	\$2,200.00
	8005	Development & Public Relations Fees	\$0.00	\$0.00
	8006	Brokerage, Commission, Collection Fee	\$0.00	\$0.00
	8007	Employment Fees	\$0.00	\$0.00
	8008	Audit Fees	\$0.00	\$4,600.00
	8009	Electronic Data Processing Service Fee	\$0.00	\$0.00
	8010	Other Contract Payments to Consultants	\$0.00	\$2,200.00
	8011	Talent Fees	\$0.00	\$0.00
	8012	Other Purchased Services	\$0.00	\$2,000.00
CONTROL ACCOUNT NO. 8000 SUB TOTAL*			\$ -	\$ 11,000

*Must be the same dollar amount as shown on Form 3

*Attach a copy of the memorandum of agreement between the agency and the professional when using Control Account No. 8000, Sub-Account Nos. 8001 through 8012.

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
		(A)	(B)	(C)
Control	Sub-Account		2012	2013
Acct. No.	Number	Account Description	Gross Budget	Gross Budget
8100	8101	Medicine & Drugs (Clinic Use Only)	\$0.00	\$0.00
	8102	Prosthetic Appliances (Clinic Use Only)	\$0.00	\$0.00
	8103	Recreational, Voc. & Craft Supplies	\$0.00	\$0.00
	8104	Food & Beverages	\$0.00	\$0.00
	8105	Laundry, Linen, & Housekeeping Supplies.	\$0.00	\$0.00
	8106	Office Supplies-Stationery, Typing	\$0.00	\$7,900.00
	8107	Paper, Ink, Printing, Duplicating	\$0.00	\$11,600.00
	8108	New Goods Purchased	\$0.00	\$0.00
	8109	Raw Materials (Manufacturing) Purchased.	\$0.00	\$0.00
	8110	Manufacturing Supplies	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8100 SUB TOTAL*			\$ -	\$ 19,500
8200	8201	Telephone Expense	\$0.00	\$2,900.00
	8202	Telegraph Expense	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8200 SUB TOTAL*			\$ -	\$ 2,900
8300	8301	Postage and Parcel Post	\$0.00	\$5,200.00
	8302	Freight	\$0.00	\$0.00
	8303	Messenger & Delivery Service	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8300 SUB TOTAL *			\$ -	\$ 5,200
8400	8401	Office Rent	\$0.00	\$36,000.00
	8402	Other Bldg. & Parking Lot Rent	\$0.00	\$0.00
	8403	Bldg. & Bldg. Eq. Ins. (Gen. & Liability)	\$0.00	\$1,900.00
	8404	Mortgage Interest	\$0.00	\$0.00
	8405	Electricity	\$0.00	\$0.00
	8406	Gas	\$0.00	\$0.00
	8407	Heating Oil	\$0.00	\$0.00
	8408	Water & Sewer	\$0.00	\$0.00
	8409	Janitorial/Maintenance/Repairs Purchased	\$0.00	\$0.00
	8410	Real Estate Taxes	\$0.00	\$0.00
	8411	Personal Property Taxes	\$0.00	\$600.00
	8412	Licenses & Permits-Occupancy Related	\$0.00	\$0.00
	8413	Bldg. & Grounds Maintenance Supplies	\$0.00	\$0.00
	8414	Miscellaneous Occupancy Costs	\$0.00	\$0.00
	8415	Amortization/Leasehold Improvements	\$0.00	\$0.00
	8416	Depreciation - Buildings	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8400 SUB TOTAL*			\$ -	\$ 38,500
8500	8501	Equipment rental expenses	\$0.00	\$4,200.00
	8502	Equipment Maintenance expenses	\$0.00	\$0.00
	8503	Equipment - Depreciation	\$0.00	\$22,150.00
	8504	Equipment - Interest Expense	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8500 SUB TOTAL *			\$ -	\$ 26,350

Item # 28 Form 3SE1

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
Energy Services, Inc.		(A)	(B)	(C)
Control Acct. No.	Sub-Account Number	Account Description	2014 Gross Budget	2015 Gross Budget
8600	8601	Printing	\$0.00	\$11,600.00
	8602	Artwork	\$0.00	\$0.00
	8603	Photography	\$0.00	\$0.00
	8604	Recording	\$0.00	\$0.00
	8605	Films	\$0.00	\$0.00
	8606	Subscriptions-Periodicals/Publication	\$0.00	\$0.00
	8607	Purchase of Publications	\$0.00	\$0.00
	8608	Media Use Charges-Public Information	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8600 SUB TOTAL* \$ - \$ 11,600

8700	8701	Local Bus & Taxicab Fares	\$0.00	\$0.00
	8702	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	8703	Repairs - Company Vehicles	\$0.00	\$0.00
	8704	Insurance - Company Vehicles	\$0.00	\$0.00
	8705	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	8706	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	8707	Auto Allowance(Employees/Volunteers)	\$0.00	\$0.00
	8708	Tires - Company Vehicles	\$0.00	\$0.00
	8709	Hotel, Meals, & Incidental Expenses	\$0.00	\$8,900.00
	8710	Depreciation - Automotive Equipment	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8700 SUB TOTAL* \$ - \$ 8,900

8800	8801	Meeting Space & Equipment Rental	\$0.00	\$0.00
	8802	Meeting Supplies (Notices,Badges,etc.)	\$0.00	\$0.00
	8803	Food & Beverages Costs(Mtg. Particip.)	\$0.00	\$0.00
	8804	Speaker's Honoraria & Expenses	\$0.00	\$0.00
	8805	Registration Fees	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8800 SUB TOTAL* \$ - \$ -

8900	8901	Medical Fees	\$0.00	\$0.00
	8902	Dental Fees	\$0.00	\$0.00
	8903	Medicines	\$0.00	\$0.00
	8904	Children's Board	\$0.00	\$0.00
	8905	Homemaker Service	\$0.00	\$0.00
	8906	Food Service	\$0.00	\$0.00
	8907	Shelter Service	\$0.00	\$0.00
	8908	Clothing Service	\$0.00	\$0.00
	8910	Recreation Service	\$0.00	\$0.00
	8911	Wage Supplements	\$0.00	\$0.00
	8912	Prosthetic Appliances	\$0.00	\$0.00
	8913	Hospital Fees	\$0.00	\$0.00
	8914	Testing Fees	\$0.00	\$0.00
	8915	Materials - Crafts, Vocation, etc.	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8900 SUB TOTAL* \$ - \$ -

Item # 28 Form 3SE1

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		Energy Services, Inc.		2015 Prgm No.	MSD-001
Control Acct. No.	Sub-Account Number	(A)	(B)	(C)	
		Account Description	2014 Gross Budget	2015 Gross Budget	
9000	9001	Individual Dues	\$0.00	\$0.00	
	9002	Organizational Dues	\$0.00	\$0.00	
CONTROL ACCOUNT NO 9000 SUB TOTAL*			\$ -	\$ -	
9100	9101	Grants to Research Institutions	\$0.00	\$0.00	
	9102	Graduate Fellowships	\$0.00	\$0.00	
	9103	Trainee Scholarships	\$0.00	\$0.00	
	9104	Other Scholarships/Tuition Payments	\$0.00	\$0.00	
	9105	Allowance for Travel Under Grant	\$0.00	\$0.00	
	9106	Allowance for Equipment Under Grant	\$0.00	\$0.00	
	9107	Lump Sum Camperships	\$0.00	\$0.00	
	9108	Contribution/Grants to Hum. Serv. Org	\$0.00	\$0.00	
	9109-50	Awards & Grants to Indiv./Other Org.	\$0.00	\$210,000.00	
	9151-99	Awards & Grants to Affiliate Organizat. (Misc)	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 9100 SUB TOTAL *			\$ -	\$ 210,000	
9200	9201	Administrative Costs (Indirect Costs)	\$0.00	-	
	9202	Transportation		-	
CONTROL ACCOUNT NO. 9200 SUB TOTAL*			\$ -	\$ -	
9300	9301	Local Bus & Taxicab Fares	\$0.00	\$0.00	
	9302	Gas & Oil - Company Vehicles	\$0.00	\$0.00	
	9303	Repairs - Company Vehicles	\$0.00	\$0.00	
	9304	Insurance - Company Vehicles	\$0.00	\$0.00	
	9305	Licenses & Permits-Company Vehicles	\$0.00	\$0.00	
	9306	Leasing Costs - Company Vehicles	\$0.00	\$0.00	
	9307	Tires - Company Vehicles	\$0.00	\$0.00	
	9308	Depreciation - Auto Equipment	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 9300 SUB TOTAL*			\$ -	\$ -	
9400	9401	Employee Malpractice Insurance	\$0.00	\$0.00	
	9402	Employee Bonding Insurance	\$0.00	\$0.00	
	9403	Other	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 9400 SUB TOTAL *			\$ -	\$ -	
9500	9501-9504	Depreciation or Amortization	\$0.00	\$0.00	
See Accounts Related to the Statement of Expenses in the GUIDELINES.					
9600	9601-9690	Allocations to Agencies,	\$0.00	\$0.00	
	9691	Payments to Affiliated Organizations	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 9600 SUB TOTAL*			\$ -	\$ -	
GRAND TOTAL***			\$ -	\$ 760,000	

***Must be the same dollar amount as shown on Form 3, on the line titled "TOTAL EXPENSES"

Rev. 6/14

Date (Initial): 3/27/15
Date (Final):

Item # 28 Form 3SE1

FORM 4 ANTICIPATED PROGRAM REVENUE

Agency Name Energy Services, Inc.
 Disability/Target Gr DIVISION
 Program Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Program Site Address 1

2015 Prgm No. MSD-001

Control Acct. No.	(A) Revenue	(B)	(C)
		2014 Rev. Budget	2015 Rev. Budget
4000	Contributions and Donations	-	210,000
4100	Contributions to Building Fund	-	-
4200	Special Events	-	-
4300	Legacies and Bequests	-	-
4500	Collected through Local Member Units	-	-
4600	Contributed by Associated Organizations	-	-
4700	Allocated by Federated Fund Raising Organizations	-	-
4800	Allocated by Unassociated and Non-Federated Fund Raising Organizations	-	-
5100	Other Government Purchase of Service (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5200	Grants from Other Governmental Agencies (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5300	Revenues From HMO and PPO	-	-
6000	Membership Dues	-	-
6100	Assessments and Dues-Local Member Units	-	-
6200	Program Service Fees - Other	-	-
6300	Intra-Agency Sales of Supplies and Services	-	-
6400	Revenues from Disposal of Assets	-	-
6500	Investment Income	-	-
6600	Gains (Losses) on Investment Transactions	-	-
6700	Miscellaneous Revenue	-	-
TOTAL NON-DHHS REVENUE		\$ -	\$ 210,000
DHHS CONTRACT REQUEST		-	550,000
TOTAL REVENUE		\$ -	\$ 760,000

Rev. 6/14

Date (Initial): 3/27/15
 Date (Final):

Item # 28 Form 4E1

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name **Energy Services, Inc.**
 Disability/Target Group **DIVISION**
 Program **Energy Assistance**
 Facility Name **Energy Services for Milwaukee Co.**
 Address **Program Site Address**

2015 Prgm No. **MSD-001**

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
4000	4001	In-Kind Materials	-	-
	4002	In-Kind Services	-	-
	4003	Unrestricted Cash	-	-
	4004	Restricted Cash	-	-
	4005	Other	-	210,000
CONTROL ACCOUNT NO. 4000 SUB TOTAL*			-	210,000
4100		Contributions to Building Fund	-	-
CONTROL ACCOUNT NO. 4100 SUB TOTAL*			-	-
4200		Special Events	-	-
CONTROL ACCOUNT NO. 4200 SUB TOTAL*			-	-
4300	4301	Endowments	-	-
	4302	Trusts	-	-
	4303	Other	-	-
CONTROL ACCOUNT NO. 4300 SUB TOTAL*			-	-
4500		Collected Through Local Member Units	-	-
CONTROL ACCOUNT NO. 4500 SUB TOTAL*			-	-
4600		Contributed by Associated Organizations	-	-
CONTROL ACCOUNT NO. 4600 SUB TOTAL*			-	-
4700		Allocated by Federated Fund Raising Org.	-	-
	4701	United Way	-	-
	4702	Other	-	-
CONTROL ACCOUNT NO. 4700 SUB TOTAL *			-	-
4800		Allocated by Unassociated and Non-Federated Fund Raising Org.	-	-
CONTROL ACCOUNT NO. 4800 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

Agency Name Energy Services, Inc.

2015 Prgm No.

MSD-001

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
5100	5101	Title XX-Milwaukee County (Do not include any DHHS Requests)	-	-
	5102	Title XX-Other Counties	-	-
	5103	Title IVA (AFDC Unemployment Actual)- Milwaukee County	-	-
	5104	Title IVA (AFDC Unemployment Actual)- Other Counties	-	-
	5105	Title IVA (WEOP) - Milwaukee County	-	-
	5106	Title IVA (WEOP) - Other Counties	-	-
	5107	51.42/437 - Milwaukee County	-	-
	5108	51.42/437 - Other Counties	-	-
	5109	Title I - Milwaukee County	-	-
	5110	Title I - Other Counties	-	-
	5111	Title III - Milwaukee County	-	-
	5112	Title III - Other Counties	-	-
	5113	USDA Food Stamps	-	-
	5114	Title XVIII - Medicare	-	-
	5115	Title XIX - Medicaid	-	-
	5116	Social Security and SSI	-	-
	5117	CIP Revenue from Milwaukee County DSD	-	-
	5118	CIP Revenue from Other Counties	-	-
	5119	COP Revenue from Milwaukee County DSD	-	-
	5120	COP Revenue from Other Counties	-	-
	5121	Wiser Choice /AODA voucher Revenue	-	-
	5122	Wraparound Milwaukee Revenue	-	-
	5123	Children's Court Services Revenue(CCSN)	-	-
	5124	Milwaukee County Depart. of Aging Revenue	-	-
	5125	Other	-	-
5126-99	Other Governmental Purchase of Service	-	-	
CONTROL ACCOUNT NO. 5100 SUB TOTAL *			-	-
5200	5201	Direct Federal Grants	-	-
	5202	Direct State Grants	-	-
	5203	Direct County Grants	-	-
	5204	Direct City and Municipal Grants	-	-
	5206	Title III Grants	-	-
	5210	Other Grants from Governmental Agencies	-	-
CONTROL ACCOUNT NO. 5200 SUB TOTAL *			-	-
5300	5301	Revenue from Title XIX-AFDC Clients	-	-
	5302	Revenue from Non-Title XIX Clients	-	-
CONTROL ACCOUNT NO. 5300 SUB TOTAL *			-	-
6000		Membership Dues - Individuals	-	-
CONTROL ACCOUNT NO. 6000 SUB TOTAL *			-	-
6100		Assessments & Dues-Local Member Units	-	-
CONTROL ACCOUNT NO. 6100 SUB TOTAL *			-	-

*Must be the same dollar amount as shown on Form 4.

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name		2015 Prgrm No.		
Energy Services, Inc.		MSD-001		
Control Acct. No.	Sub-Account Number	(A)	(B)	(C)
		Account Description	2014 Revenue Budget	2015 Revenue Budget
6200	6201	Income from Private Pay Clients	-	-
	6202	Income from Title IVA (AFDC Employed Actual) Clients	-	-
	6203	Income from Title XX Clients (Direct Pay Portion Only)	-	-
	6204	Income from 51.42/437 Clients (Direct Pay Portion Only)	-	-
	6205	Income from Client Pick-up and Delivery Charges	-	-
	6206	Income from Client Insurance Carriers (Other than Medicare - Title XVIII)	-	-
	6207	Other Third Party Non-Governmental Income	-	-
CONTROL ACCOUNT NO. 6200 SUB TOTAL*			-	-
6300		Intra-Agency Sales of Supplies&Service	-	-
CONTROL ACCOUNT NO. 6300 SUB TOTAL *			-	-
6400	6401	Sale of Production	-	-
	6402	Sale of Property & Other Assets	-	-
	6403	Sale of Staff Services	-	-
CONTROL ACCOUNT NO. 6400 SUB TOTAL*			-	-
6500	6501	Interest	-	-
	6502	Dividends	-	-
	6503	Other	-	-
CONTROL ACCOUNT NO. 6500 SUB TOTAL*			-	-
6600		Gains (Losses) on Investment Trans.	-	-
CONTROL ACCOUNT NO. 6600 SUB TOTAL *			-	-
6900		Miscellaneous Revenue	-	-
CONTROL ACCOUNT NO. 6900 SUB TOTAL*			-	-
GRAND TOTAL**			-	210,000

*Must be the same dollar amount as shown on Form 4.

**Must be the same dollar amount as shown on Form 4, on the line titled "TOTAL NON-DHHS REVENUE"

Rev. 6/14

Date (Initial): 5/27/15
Date (Final): _____

FORM 5 TOTAL AGENCY ANTICIPATED EXPENSES

If you have a Federally approved Indirect rate Enter it here as %

AGENCY N Energy Services, Inc.

Control Acct. No.	(A) Expenditure Description	(B) 2013 Actual	(C) 2014 Gross Budget	(D) 2015 Gross Budget	(E1) Energy Assistance (program) Gross Budget	(E2) Program Name (program) Gross Budget	(E3) Program Name (program) Gross Budget	(E4) Program Name (program) Gross Budget	(E5) Program Name (program) Gross Budget	(E6) Program Name (program) Gross Budget	(F) Indirect Costs Gross Budget*	(G) Other Contracts Programs & Functions**
7000	Salaries			2,069,806	2,069,806							2,024,908
7100	Employee Health & Retirement Benefits			858,839	858,839							876,650
7200	Payroll Taxes			206,735	211,850							179,735
3000	Professional Fees			148,088	11,000							157,088
8100	Supplies			79,252	19,500							79,252
8200	Telephone			153,852	1,900							150,132
8300	Postage and Shipping			77,056	5,200							82,666
8400	Occupancy			354,879	34,500							316,379
8500	Rental, Maintenance & Depreciation of Equipment			32,464	24,500							67,114
8600	Printing and Publications			69,264	11,600							57,664
8700	Travel			110,669	8,000							181,569
8800	Conferences, Conventions, Meetings			3,547								42,447
8900	Specific Assistance to Individuals			2,711,618								2,771,618
9000	Membership Dues			3,200								2,500
9100	Awards and Grants				210,000							(210,000)
9200	Awards and Grants (from current Cont Allocation Plan, if applicable) *											
9300	Client Transportation											
9400	Miscellaneous			15,641								15,641
9500	Depreciation or Amortization											
9600	Allocations to Agencies, Payments to affiliated Organizations											
	TOTAL EXPENSES			7,645,843	760,000							6,885,843
	PROFIT FACTOR											
	TOTAL EXPENSES INCLUDING PROFIT			7,645,843	760,000							6,885,843
	TOTAL FOR-BIDS CONTRACT BLY BUDGET FWD			7,645,843	210,000							7,435,843
	TOTAL BIDS REQUEST				550,000							(550,000)

Rev. 6/14

Date (Initial): 3/27/15
Date (Final):

* Control Account Number 9200, Allocated Costs, column F, should be entered as a negative number in order for column D to cross-foot to zero.

** Use Other Contracts Programs & Functions, column G for all non-Milwaukee County programs or functions

Form 6L DIRECT COST ALLOCATION PLAN
Allocation Basis: Direct Salaries

1 Agency Name: Energy Services, Inc.
 2 Disability/Target Group: DIVISION
 (Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct Salaries Allocation *	Energy Assistant (program)	Program Name (program)	Program Name (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-							
7100	Employee Health & Retirement Ben.	-							
7200	Payroll Taxes	-							
8000	Professional Fees	-							
8100	Supplies	-							
8200	Telephone	-							
8300	Postage & Shipping	-							
8400	Occupancy	-							
8500	Rental & Maintenance of Equip.	-							
8600	Printing & Publications	-							
8700	Employee Travel	-							
8800	Conferences, Conventions, Meetings	-							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	-							
9600	Allocations to Agencies	-							
*****	Interest	-							
*****	Bad Debt	-							
	TOTAL INDIRECT COSTS **	\$ -	-	-	-	-	-	-	-
	TOTAL DIRECT SALARIES	\$ 2,669,908	245,000	-	-	-	-	-	2,424,908

* Individual line entries for Total Direct Salaries Allocation (column C) come from the Indirect Cost Summary Form 6 (column D).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200. Allocated Costs on Form 3 (column C) for each Milwaukee County program. All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 5, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14

Date (Initial):

3/27/15

Date (Final):

Item # 28 Form 6

Form 61 RECT COST ALLOCATION PLAN
Allocation Basis: Direct FTE

1 Agency Name: Energy Services, Inc.
 2 Disability/Target Group: DIVISION
 (Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct FTE Allocation *	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-							
7100	Employee Health & Retirement Ben.	-							
7200	Payroll Taxes	-							
8000	Professional Fees	-							
8100	Supplies	-							
8200	Telephone	-							
8300	Postage & Shipping	-							
8400	Occupancy	-							
8500	Rental & Maintenance of Equip.	-							
8600	Printing & Publications	-							
8700	Employee Travel	-							
8800	Conferences, Conventions, Meetings	-							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	-							
9600	Allocations to Agencies	-							
-----	Interest	-							
-----	Bad Debt	-							
	TOTAL INDIRECT COSTS **	\$0							
	TOTAL FTE	10.50							

* Individual line entries for Total Direct FTE Allocation (column C) come from the Indirect Cost Summary Form 6 (column E).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200, Allocated Costs on Form 3 (column C) for each Milwaukee County program. All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 5, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14 Date (Initial): 9/29/15 Date (Final):

Form 6G INDIRECT COST ALLOCATION PLAN

Allocation Basis: Direct Cost

1 Agency Name: Energy Services, Inc.

2 Disability/Target Group: _____

DIVISION _____

(Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct Cost Allocation *	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-							
7100	Employee Health & Retirement Ben.	-							
7200	Payroll Taxes	-							
8000	Professional Fees	-							
8100	Supplies	-							
8200	Telephone	-							
8300	Postage & Shipping	-							
8400	Occupancy	-							
8500	Rental & Maintenance of Equip.	-							
8600	Printing & Publications	-							
Rev. 3/10	Employee Travel	-							
8800	Conferences, Conventions, Meetings	-							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	-							
9600	Allocations to Agencies	-							
	Interest	-							
	Bad Debt	-							
	TOTAL INDIRECT COSTS **	\$0							
	TOTAL INDIRECT COSTS	\$7,645,843	760,000						6,885,843

* Individual line entries for Total Direct Cost Allocation (column C) come from the Indirect Cost Summary Form 6 (column G).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200. Allocated Costs on Form 3 (column C) for each Milwaukee County program

All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 3, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14

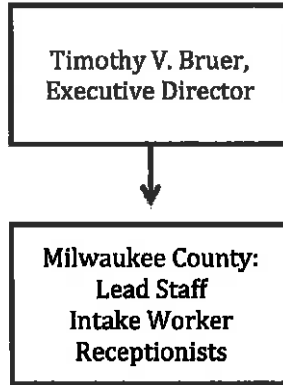
Date (Initial): _____

Date (Final): _____

Item # 28 Form 6

Item #28
Program Organizational Chart

Program Organizational Chart



***** Energy Services will provide 2 fixed sites within the specified bid area along with 11 outreach locations throughout the proposed area to serve clients.**

Item #29a
Program Logic Model

Program Logic Model

Inputs	Processes / Program Activities	Outputs	For Eval report		Expected Outcomes	Indicators	Projecte d Level of Achiev ement	For Evaluation report	
			Actual Level of Achievement	Actual Level of Achievement				Actual Level of Achievement	Descripti on of Changes
Intake Staff Lead staff Program Manager	WHEAP— Regular Benefits	Heating (LIHEAP) and non-heating electric (PB) assistance			Accurate applications taken and entered/ Families keeping heat and power on	Families/ people reached/appl ications processed	100% of client applicatio ns entered and submitted		
					Long-term self sufficiency	Families/ people remaining/ attaining self sufficiency	Greater than 70% of households applying for WHEAP remainin g/ attaining self sufficiency		

		y						
		100% of households will maintain heat throughout the winter	Families/people reached	Families keeping heat on through the winter	Alleviate energy-related emergencies	LIHEAP and PB emergency and proactive payments	WHEAP—Crisis Assistance	Intake Staff Lead staff Program Manager
		Greater than 50% reduction in household disconnections	Reduction in disconnections					

Program Logic Model (cont.)

Inputs	Processes / Program Activities	Outputs	For Eval report		Expected Outcomes	Indicators	Projecte d Level of Achiev ement	For Evaluation report	
			Actual Level of Achievement	Actual Level of Achievement				Actual Level of Achievement	Descripti on of Changes
Intake Staff Lead Staff Progra m Manage r	WHEAP— Crisis Assistance Services	Providing energy related education and Referrals to weatheriz ation			Educational opportunities available	People receiving energy education	100% of participan ts receiving energy education		
					Refer families to weatherization services	People receiving referrals	100% of clients will be referred to weatheriz ation		
					Families keeping heat on	Families/ people reached	100% of qualified households requestin g		
Intake Lead staff Progra m Manage	WHEAP— Furnace Service	Replace and fixing furnaces							

						<p>emergen cy furnace services are served within 18 hours</p>		
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ESI will utilize the reporting functionalities in the HEPlus system, as well as its own internal reporting mechanisms, to collect data which will demonstrate the appropriate level of achievement.

**Item #29b
Program Narrative**

Program Narrative Activities

Energy Services Inc. (hereinafter referred to as ESI) is proposing to administer the WHEAP program (including WHEAP Regular Benefits, Crisis Assistance Benefits, Crisis Assistance Services, and Furnace Services) throughout the duration of the program year, and in accordance with all guidelines and policies set forth by Wisconsin DOA-DES in the WHEAP operations manual as well as the crisis eligibility requirements established by Milwaukee County. Specifically, ESI is proposing to administer the above referenced WHEAP programs in Service Zones 3, 5, and 6 (excluding the zip code area of 53207).

ESI will meet or exceed all core service requirements and activities (as laid out in *Year 2015 Purchase of Service Guidelines: Program Requirements*, RFP #82110001, Section 5, 2.2 Core Service Requirements). Specific elements and activities of ESI's services plan proposal are as outlined below:

Location and hours of operation:

The ESI proposal is intent on significantly expanding the WHEAP presence by significantly enhancing access through the establishment of conveniently located fixed, and satellite application sites throughout each zone. In collaboration with Milwaukee County and other stakeholders, at minimum, ESI will secure one fixed location for zones 3 and 6 (with three satellite outreach sites in other areas within these zones). An additional four application sites in zone 5 will be established to ensure that the most isolated and rural households in the county are having their unmet needs addressed. As with our current 21 existing service centers (and 126 satellite locations), ESI will establish service centers or satellite application sites, only where the properties meet or exceed all ADA, zoning, and occupancy requirements and will obtain any and all necessary occupancy permits. ESI will seek to ensure adequate parking is available to all clients at its service centers, and where possible will be accessible to at least one bus line.

ESI will ensure that every individual who wishes to apply for the WHEAP Program will have meaningful and equal access to benefits and services; specifically, but not limited to, those individuals with limited English proficiency, those who are disabled, and those who are impaired.

ESI will maintain standard office hours (during which clients will have access to services) of 8:30 a.m. to 5 p.m. Monday through Friday, with additional evening hours on Tuesdays and Thursdays. In addition, ESI will offer occasional weekend hours, and also respond to special requests for after-hours and other weekend coverage for clients who may otherwise be unable to make an appointment during normal business days and times. ESI will provide a list of closure dates (e.g., major holidays), to the county prior to the start of each heating season. ESI will also clearly post any closures (emergency or planned) at the agency, and

emergency closures will be shared online and with media to ensure the widest distribution.

ESI will provide a written copy of its severe weather closure policy to Milwaukee County, in order for it to be incorporated in the County's Coordination Plan.

ESI will, throughout the duration of the heating season, provide 24 hours per day, 7 days per week access to assistance for those clients who are experiencing a "no heat" furnace emergency, or who may have a low/no bulk fuel emergency.

Phone System:

As is the case in all of its current 21 fixed WHEAP service centers, ESI will establish and publicize a local telephone number, which will allow clients to call throughout the entire year in order to obtain general WHEAP information, schedule appointments, discuss their application with a caseworker, report an emergency "no heat" situation, etc. ESI will have the ability to receive calls and messages 24 hours per day, 7 days per week. Messages will be retrieved and ESI staff will return non-emergency calls in the order in which they are received within 2 business days.

ESI's outgoing message will include, at a minimum, ESI's name, location, hours of operation (including closures), emergency/after-hours contact information, and application procedures. ESI will provide Milwaukee County its phone script prior to the beginning of each program year. ESI will also ensure that all telephone availability, response time, messaging, publicizing of numbers, etc., meets all the criteria as set forth by Wisconsin DOA-DES in the WHEAP operations manual.

Website:

ESI currently maintains a public website. Upon obtaining a contract to administer WHEAP in Milwaukee County, ESI will include information regarding the Milwaukee County WHEAP program, which will be accessible from the home page of the ESI website. At a minimum, The Milwaukee County WHEAP page will include information regarding application requirements, application sites, hours, emergency/after-hours information, and the Milwaukee WHEAP flyer. The site page will also offer links to all Milwaukee County application sites/providers, as well as to state WHEAP information.

Marketing Materials:

ESI has designed and produced multiple types of marketing materials. These materials are utilized to reach those households who may qualify for WHEAP, both previous applicants and those who may be unaware of or reluctant to apply for WHEAP. All marketing materials created and distributed will be submitted for

State and County approval. Materials will be created in English, Spanish & Hmong.

Application Intake:

ESI will provide access for any resident of Milwaukee County to submit a WHEAP application. In order to expedite the processing of applications and provide the best customer service possible, ESI will make appointments for clients to apply for WHEAP. An appointment will be made that best fits the clients' needs. Although the primary method of application will be in-office, where requested, ESI will also accept walk-in applications (on a first-come, first-serve basis), phone applications, and home visits. Requests for phone applications and home visits are scheduled (assigned) at the time the clients calls for the appointment.

All applications processed by ESI staff are in accordance with all guidelines and policies set forth by Wisconsin DOA-DES in the WHEAP operations manual. The majority of applications will be taken interactively, and when appropriate and necessary, a paper application may also be taken. This will be especially true of "early applications" taken for fixed-income households.

ESI has been at the forefront of outreach activities among all administrating agencies of the WHEAP program, and in fact has pioneered many of the activities now commonplace throughout the State of Wisconsin, particularly the early fixed income applications taken prior to October 1 of each program year. ESI will continue to implement its comprehensive outreach plans, which includes targeting all potentially WHEAP-eligible households within the areas it serves (particularly those vulnerable populations such as the elderly, disabled, households with small children, and veterans). ESI currently has 126 alternative (satellite) application sites throughout its 19 counties and will establish multiple alternative (satellite) application sites throughout the zones in Milwaukee County, should this proposal be accepted. ESI is also prepared to accept and process early applications prior to the start of the October 1, 2015 program date for FFY16, recognizing, and in spite of, the fact that contract funds would not be administered until October 1, 2015. In accordance with Milwaukee County policy, ESI will provide monthly reporting of outreach activities.

ESI will administer and provide all services outlined in Milwaukee County's crisis plan and adhere to crisis criteria as established by Milwaukee County and as stated within the WHEAP program manual. ESI will also provide Milwaukee County with a monthly report of crisis services.

Quality Assurance Auditing and Monitoring:

ESI prides itself on a recognized record of excellence with regard to program and application integrity. Within the current scope of the 19 counties in which it

currently administers WHEAP, and throughout over 30 years of program experience, ESI has consistently processed applications with accuracy, timeliness, and in accordance with all program requirements and guidelines as set forth by Wisconsin DOA-DES in the WHEAP operations manual. The state has regularly recognized ESI for its exceptional administration of the WHEAP program and application integrity (including compliance and adherence to all applicable program guidelines) during administrative reviews and desktop monitoring.

ESI regularly conducts multiple levels of internal quality assurance and monitoring. Including file audit reviews of standard WHEAP applications, Crisis applications, and Emergency Furnace files. ESI will provide the required monthly reporting to Milwaukee County. As described below, ESI provides extensive initial and ongoing training for all staff, which has led to program excellence.

Fair Hearing:

ESI will ensure that clients are aware of their right to request a fair hearing and will provide, when requested, information on how to do so. ESI has consistently, throughout its history and service territories, experienced very few fair hearing requests (less than one percent agency wide throughout the program year), and in over 30 years of administering WHEAP has had almost no occasions of a ruling against the agency. A designated ESI staff member with significant WHEAP experience will be in attendance at any hearing that arises to represent the agency and provide pertinent case records. ESI will acknowledge via email to the County all fair hearing requests within 24 hours.

Customer Complaints:

In the event of a customer complaint or concern, ESI has, and will continue to provide an immediate and professional response. The current ESI protocol (and what it would maintain in Milwaukee County) is to have the county lead worker or program manager take the time to listen and understand the client's particular issues, and address the concern directly with the client. ESI staff work to ensure a resolution where appropriate, or at the very least provide the client a thorough explanation of the situation (in particular when a client has a complaint regarding the outcome of their application). The county lead worker or program manager will also be available to provide information to the County or State should it be requested.

Training:

All existing WHEAP employees have been required to undergo a minimum of 80 hours of specialized training in both WHEAP as well as in ESI-specific programming, philosophy, and methodology. An existing experienced Energy Assistance Specialist is always paired with program staff to ensure ESI's high

standard of program delivery is maintained. An ESI Energy Assistance Specialist staff is not allowed to process an application independent of a trainer, until they demonstrate complete proficiency in WHEAP policies and procedures. All ESI WHEAP staff are required to participate in the Wisconsin Department of Administration Energy Assistance Program annual training, as well as other human service in-services and instructional seminars. All ESI staff are cross-trained in each aspect of the program. New ESI employees are required to attend the state-run "New Worker" training provided each year.

File Retention:

In all of its 21 service centers throughout 19 counties, ESI maintains WHEAP files and all required application documents for a period of at least five years, in accordance with the WHEAP program manual. Further, all WHEAP files and all required application documents are stored in a secured, locked, and confidential manner. Any and all sensitive data (including the WHEAP files and all required application documents) is handled and maintained in compliance with WHEAP program guidelines, as well as all Wisconsin State Statutes, and state and federal laws. ESI will maintain this protocol in Milwaukee County.

Committee Participation:

ESI will participate in required committees and activities, including but not limited to, State and County reviews, Milwaukee County steering committee, the core work group, State meeting/trainings, and other State and/or County meetings/committees as needed.

Invoicing:

ESI will provide accurate monthly billing of all activities (by funding source and in accordance with the approved annual budget and the WHEAP operations manual) by the 10th business day of the month following the service delivery month. ESI will also provide the County a monthly report of outreach and crisis activities, as well as the number of clients served.

Site Representative Policy:

Upon granting of a contract, ESI will identify a lead worker at each site. This individual will serve as the main contact person for inquiries and site information and will be considered the site representative. The lead staff and/or the program manager will fulfill the role of quality assurance. The lead staff will participate in core workgroup, steering committee and all training activities. Additionally, the lead staff (when requested) will have input in process improvement activities and developing annual state plans.

Staffing/Personnel:

As stated above, upon granting of a contract, ESI will identify a lead worker at each site. This individual will serve as the main contact person for inquiries and site information and will be considered the site representative. The lead staff and/or the program manager will fulfill the role of quality assurance. The staffing plan (Response item #32) includes the number of staff and the number of daily and weekly staff hours needed. All ESI staff in Milwaukee County will meet the Wisconsin caregiver background check (CBC) criteria. A roster of all direct and indirect staff (including compliance with CBC, Driving and training requirements) will be submitted prior to the start of the energy season to the County. It is understood that all staff submissions are subject to Milwaukee County review and approval.

Human Resources:

ESI currently has a designated Human Resources person that maintains personnel files for employees in all of its counties (which meets all requirements of any state or federal regulations concerning personnel).

ESI would also have its designated Human Resources person continue to perform these functions for Milwaukee County upon a contract being granted. The designated Human Resources person would maintain records that include training, Criteria-based Job Descriptions, Annual Performance Evaluations and Reviews, Competency Testing and Documentation, driver record abstracts, and caregiver background checks.

Per Milwaukee County Policy, a complete staffing roster will be submitted prior to the start of the energy season. Also, any changes in staff will be reported via the add/delete sheet. Further, ESI will provide copies of the three-part background check to DHHS along with the staffing roster for new staff.

ESI will ensure that, at a minimum, the following contractual requirements will be part of the internal Policy and Procedure for Human Resources in regards to Caregiver Background Checks.

- Caregiver background checks (CBCs) will be processed for all employees (direct, indirect and contractual) associated with the contract no more than 90 days prior to the date of hire. CBCs will be processed at intervals no greater than every 4 years thereafter. Employees that are on seasonal layoff, medical leave or otherwise not actively employed for more than 90 days will be treated as new employees and have a CBC processed prior to their return to work.
- ESI acknowledges that hiring practices related to the contract are subject to the Wisconsin Caregiver Law and Milwaukee County Caregiver

Resolution 99-233. ESI understands that no employee with a bar-able offense or substantially related offense may provide any services related to the contract.

- Employees are required to report any convictions or new arrests to the agency within 24 hours of the event.
- A complete staff roster will be provided prior to the start of the contract year. In addition, any change in staff will be reported on the add/delete sheet provided by Milwaukee County. A copy of the three-part BID will accompany any staff additions and any future annual rosters.
- CBC records will be retained for at least 5 years after the contract termination date.

ESI will be responsible to ensure that all employees for this program meet the criteria established under the Wisconsin Caregiver law and that all documentation is present prior to the employee beginning work.

Energy Services, Inc. Brief History

Energy Services, Inc., (ESI) was founded in 1978 as a delegate Energy Crisis Intervention Program (ECIP) and the successor of the Dane County Community Action Commission (CAC). ESI was launched through the efforts of the Dane County Board and the Human Services Department with the support of a cross-section of community leaders concerned with the escalating numbers of elderly and low-income households going without heat and facing recurring life-threatening situations. Faced with increasing state mandates and ballooning county caseloads, ESI, with its established expertise with the counties Economic Support Programs along with the county human service departments pioneered the first state-contracted Wisconsin Home Energy Assistance Program (WHEAP) with a nonprofit agency.

ESI was established to administer and implement federal/non-government energy, conservation, and economic programs related to meeting the short- and long-term basic needs of low-income households. In addition, the agency provides the assistance necessary to maximize client WHEAP participation and interface with other economic support programs and services that promote long-term self-sufficiency.

ESI's primary mission is to provide limited-income families with the services and assistance necessary to prevent and alleviate energy-related emergencies and to promote initiatives that will result in families' long-term economic stability. The agency's secondary mission is to leverage other resources from private, utility and other public sources to offset the gap between growing unmet energy related needs and declining federal dollars, thus reducing a need for county tax levy dollars.

ESI became an independent nonprofit organization in 1982 and received its own 501(c)(3) designation in 1984.

Based on this successful implementation of the state/county contracted WHEAP model, ESI expanded its relationships with other county Departments of Human Services. Dodge County joined in 1987, Columbia in 1990, Rock in 1991, Marathon, Portage, Sauk, Waupaca, and Waukesha in 1992, followed by Jefferson in 1998, Marquette in 2000, Fond du Lac in 2001, Winnebago and Outagamie counties in 2002, Calumet and Racine in 2011, Ozaukee in 2012 and Kewaunee in 2013. ESI has established other contractual relationships with selected agencies including FEMA, United Way, energy and housing assistance programs that augment WHEAP, County W2, utilities, and other partnerships with economic support programs.

ESI has also established contractual relationships with utilities' low-income energy customer services programs, including the administration of Alliant's Hometown Energy Fund and its Customer Assistance Program (CA + Program) in all its Wisconsin service territory and the administration of We Energies' multimillion dollar WeCare Emergency Energy Fund and their Positive I.D. Program. This provides for maximum coordination and benefits to low-income households that are served through one seamless contact point of services. It also eliminates multiple client and agency contacts by directly interfacing government, public, and private programs and services all within one organization in any given County.

ESI's program design has proven to be effective not only in preventing and meeting life-threatening energy crises, but also in developing long-range solutions. This is accomplished through interagency case management, budget counseling, weatherization application assistance/referral, and furnace replacements or repairs. As a program design, its overall effectiveness has been proven to alleviate client dependence on government assistance programs and promoting long-term client self-sufficiency.

ESI is also the parent organization that created the Keep Wisconsin Warm/Cool Fund (KWW/CF). The KWW/CF is the charitable energy fund that has provided over \$22 million to more than 81,500 low-income households statewide in recent years, particularly for the county's high-risk elderly and disabled populations. Funds raised from private and corporate donors are currently matched on a two-to-one basis by the state of Wisconsin (with donations from utilities and fuel oil vendors matched dollar for dollar). These funds are in addition to the WHEAP allocation for emergency and one-time energy assistance benefits.

ESI's ability to successfully leverage additional funds is critical in the face of uncertainties in the level of federal funding to WHEAP. In the past two years, KWW/CF funds leveraged by our agency have become the primary source for emergency energy assistance grants. In the prior federal fiscal year alone, the

Keep Wisconsin Warm/Cool Fund and our administered utility energy funds, exceeded over \$5,000,000.00 dollars. Today KWW/CF provides the primary source for emergency assistance grants, given the federal LIHEAP emergency funds were exhausted in most counties by the second quarter of the calendar year.

During the height of the 2013-2014 heating season, Governor Walker's administration and the Wisconsin DOA's Secretary's office, requested that our organization serve as a central point of contact statewide for those slightly above the LIHEAP income guidelines with a LP related crisis. Our organization responded with its LP crisis tactical team and provided, during a six week period, over 7,000 struggling households facing a life-threatening emergency with the assistance necessary to preserve their heating source.

Energy Services has seen dramatic increases in caseload over the years, which our well-trained, experienced staff has been able to absorb through our highly efficient practices. In the 2013-2014 program year, ESI's eighteen counties experienced a paid case increase of more than 3,700 households.

Energy Services Specific Abilities and Financial Capacity to Fulfill Program Requirements

As a single-focus energy services and economic support related agency, ESI is structured organizationally to maximize client service delivery and to minimize administrative costs. We are particularly proud that our Executive Director and three other members of our Energy Services team were nominated and received the State of Wisconsin DOA Energy Services Lifetime Achievement Award. The Executive Director also founded the organization over 30 years ago, serves as the primary liaison with each county in which ESI maintains contracts. The Executive Director establishes and negotiates contract specifications, and is directly responsible for the overall administration and execution of the contract. ESI's seven-person, voluntary Board of Directors employs and empowers the Executive Director to enter into contracts and he reports directly to the Board and its committees.

ESI Partnerships and Collaboration

ESI will meet with all pertinent stakeholders within 45 days of a contract being granted. This will be a comprehensive action step done in order to achieve support on a local level, and promote active involvement in identifying those in the community who are underserved or not being served at all. One of ESI's most significant priorities is to complement and build on existing Milwaukee County collaborative efforts by seamlessly integrating these program enhancements and initiatives by removing artificial barriers and providing greater awareness, client comfort levels, and access in those areas currently underserved.

Staffing Structure

ESI has trained, fostered, and retained a loyal staff whose long history with the organization provides for unique staffing supervision and guidance on a daily basis. The majority of ESI's staff have been with the agency since its county's inception. ESI is proud of its low turnover rate, during an unprecedented growth period. ESI is fortunate to have an experienced core staff for the upcoming heating season. The staff has already established a working knowledge and expertise in all facets of WHEAP services responsibilities and needs of the counties in which they serve.

One of the unique, program features ESI has to offer is, at any given time, there are qualified program support staff in both fiscal and program quality assurance, and program-oversight positions who are available to make decisions and offer direction to staff when their immediate supervisor or the Executive Director are unavailable. The organization is also structured so that all staff is cross-trained in each program aspect to eliminate "down time" and provide consistent client services. In each county, ESI designates an "Energy Assistance Specialist/Lead worker" who reports directly to the Executive Director. The "Energy Assistance Specialist/Lead worker" also reports daily to the Regional Program Support Coordinator. All staff, however, have access to the Executive Director, if and when needed. Progress reports and staff compliance with established monthly work plans and report findings are submitted to the Executive Director for review and monitored weekly for program performance outcomes by the Regional Program Support Coordinator. The Executive Director conducts periodic on-site county visits to assure contract compliance and to maintain programmatic contact with each county's staff.

All existing WHEAP employees have been required to undergo a minimum of 80 hours of specialized training in both WHEAP as well as in ESI-specific programming, philosophy, and methodology. An existing experienced Energy Assistance Specialist is always paired with program staff to ensure ESI's high standard of program delivery is maintained. All ESI WHEAP staff are required to participate in the State Department of Administration Energy Assistance Program annual training, as well as other human service in-services and instructional seminars. As mentioned before, all staff have been cross-trained in each aspect of the program.

Tactical Team

One of ESI most important assets is its tactical team. This team is comprised of ESI's most advanced, highly trained, and experienced staff members who have extensive familiarity and knowledge with regard to all aspects of WHEAP (including WHEAP benefits, Crisis services, and Emergency Furnaces). This tactical team is utilized for ongoing support and training of all ESI service centers. The ESI tactical team has also been utilized often when ESI has assumed administration of the WHEAP program for the first time in a given county. This has led to rapid deployment of WHEAP services in a new county, even when

done at the peak of a program year. In Racine County, ESI was able to establish an entire service center (including, space, staff, equipment, and technology) and begin processing applications (including addressing a significant backlog of pending files, furnaces, and other major issues from the previous agency) in the span of 8 days, due in large part to the tactical team and experience of ESI. This current program year, ESI again assumed a county in the middle of a program year (Adams County), and was also able to establish an entire service center (including, space, staff, equipment, and technology) and begin processing applications, this time though in a span of only 5 days.

Due to the ESI tactical team's ability and experience, ESI is willing and able to begin preparations for establishing all components of its program service centers (including, space, staff, equipment, and technology) as of July 1, and will be able to be completely ready to administer the WHEAP program in all of its components within 30 days.

Specific Knowledge and Expertise

ESI has provided and will continue to provide the staffing and supervision necessary to assure the proper administration and highest quality of WHEAP services and fiscal-program compliance. In addition to the WHEAP funds now annually allocated to serve the counties' low-income households, ESI, through its secondary mission, is able to leverage other energy related private/public funds to augment WHEAP. At a time of federal funding uncertainties and record energy costs, this has been critical in meeting the growing gap between needs and resources available. In the past two fiscal years alone, with the massive federal cuts and unprecedented increase in need, our agency's successful leveraging initiatives have been the primary source of emergency energy assistance grants critical in offsetting the potential for life threatening circumstances of those households residing in ESI WHEAP administered counties.

Beyond the DOA WHEAP minimal contractual responsibilities, ESI has also implemented its comprehensive services model to low-income households in all of its 19 counties. At a minimum, households are helped in qualifying and applying for energy and emergency assistance grants. The agency also provides in accordance with DOA regulations, all the emergency and direct service activities necessary to avert life-threatening situations and exceeds DOA WHEAP crisis-proactive assistance responsibilities. In order to offset unnecessary disconnections/emergencies and reach out to those reluctant to apply, ESI has implemented an early outreach campaign. This early outreach and prevention initiative, based on the ESI WHEAP success, has been voluntarily expanded statewide for other counties to imitate. This identifies and qualifies households for energy assistance well in advance of the normal beginning date of October 1 for accepting WHEAP applications. The agency also enjoys long-standing relationships with other emergency service providers, such as aging special needs advocates, utilities, fuel and heating unit vendors. The

primary focus, however, is to offset households' recurring emergencies and long-term needs, promoting their long-term economic stability.

As a result of ESI's our successful administration and implementation of WHEAP, we have been able to reduce substantially the number of after-hour energy related emergencies and offset the number of utility or fuel disconnections in the counties we serve.

ESI contracts with We Energies to administer their multimillion dollar WeCare emergency energy fund and their Positive I.D. Program. On behalf of Alliant Energy, the agency administers directly the utility's Customer Services Plus Program (CA + Program). As part of our unique relationship with Alliant, our agency has direct access to Alliant's customer database having full authority to stop disconnections and to arrange for affordable plans to benefit low-income households. Households enrolled in the CA+ program are encouraged to apply for the WHEAP program, thus our partnership with Alliant also helps to increase the awareness of our available programs while helping us to reach out to those most vulnerable. More than 3,500 households annually are directly interfaced between LIHEAP and Alliant's CA+ Program. Those participating are assisted in reconnection of utility services and are enrolled in the CA+ Program for budget payment and money management services to offset reoccurring utility disconnections. These relationships allow our agency to identify low-income households with high utility arrearages and offset threat of disconnections faced by our clients. ESI will assist these households with applying for and determining their eligibility for Energy Assistance and refer them to other agencies for additional resources. These unique partnerships have significantly improved the delivery of services and have resulted in the maximum coordination possible. During the 2012 – 2013 heating season, ESI was selected as one of two agencies to participate in and administer the national REACH pilot program. During this project, over 3,600 We Energies customer households were enrolled (most of which occurred in only a 3 month period). These households were able to eliminate their arrearages through a combination of \$1.5 million in State funding, \$1.5 million from We Energies and customer payment arrangements. ESI administered the funds, set-up payment contracts with the We Energies households, and provided comprehensive support and follow-up for 12 months with all households on extended payment agreements.

ESI has been repeatedly recognized by the DOA Energy Services Unit through its program audit review for its exceptional administration and delivery of the WHEAP program and its extensive coordination and delivery of services to individual low-income households. As well, the agency has continually been selected by Wisconsin DOA to pioneer a number of new WHEAP program initiatives or changes. As indicated earlier, Governor Walker and Wisconsin DOA called upon the agency to administer a statewide crisis tactical emergency assistance initiative.

At the forefront of ESI's undertakings, is its substantial and continuous outreach activities in all the communities it serves in. ESI will continue to maximize its outreach efforts by publicizing the program and identifying ESI as the WHEAP services provider in the zones it administers. ESI will also conduct at least two informational mailings to WHEAP service partners annually. The agency will continue to aggressively solicit referrals from other human service providers targeting aging, minority groups, utility high energy-cost customers, etc., to maximize participation in the program and continue to strengthen our existing relationships. Other program responsibilities for outreach, maintaining data processing, and quality assurance will continue.

Program Goals and Objectives

ESI's comprehensive services model utilizes an interagency case management approach which includes providing: early applications, early intake/outreach services beginning in September; ongoing intake/outreach services from October 1 through May 15; one-time energy assistance grants and emergency assistance services from October 1 through May 15; annual furnace assistance services (state funding permitting), proactive assistance services provided year-round including budget counseling, affordable co-payment plans, and coordination with community resources; and utility or government weatherization program referral and/or application certification. ESI's goal with this model is to reduce the number of long-term, chronic energy-related crisis cases enabling clients to move toward self-sufficiency. ESI has been successful in meeting this goal consistently in all counties administered by ESI.

ESI's objectives in WHEAP service provision are to provide eligible households with the necessary comprehensive service delivery and assistance to:

- (1) avert life-threatening emergencies;
- (2) respond to other energy-related problems, e.g., furnace repairs, budget counseling, weatherization, energy education, etc.
- (3) interface with and/or administer other programs such as county/community economic support/services programs or refer to other energy programs as needed, e.g., utility Early Identification Program (EIP), Weatherization, private fuel funds; ESI will expand the private/public funding base to offset budget cuts, meet increased demands for assistance/services, furnace repairs, etc., (NOTE: ESI will continue to seek increased in public/private (non-federal) funds to be considered for the State's WHEAP leveraging initiative throughout this contract period); ESI will continue to build upon an ongoing aggressive outreach and human services linkage to assure maximum program effectiveness and serve at-risk households and reduce dependency on government assistance programs; ESI will also conduct other activities as required by the county and DOA.

Specific Scope of Services

Our agency proposes to continue to meet and exceed all requirements and responsibilities required by DOA contracts and manuals.

The primary recipients of WHEAP assistance and services are those households whose income falls within the prescribed limits established by DOA (currently at or below 60 percent of the Wisconsin state median income). Priority is given to the elderly, disabled, veterans and high-risk households facing disconnection, threatened with non-delivery of bulk fuel, homes with inoperable or malfunctioning furnaces, and homes eligible for weatherization services.

ESI has an established 24-Hour Emergency Service Provision. Clients may call the ESI phone number after normal business hours. The agency contracts with a live, longstanding professional answering service that is trained to screen households for emergency energy-related assistance. Energy Services staff will provide assistance to clients with the reconnections of utility service, repair or replacement of furnaces, and expedite weatherization assistance. When needed, on an emergency basis, staff will obtain blankets, space heaters, and emergency oil/LP gas deliveries to prevent life-threatening situations. Staff will also provide other direct services to clients in obtaining energy grants, deferred payment plans, weatherization, furnace repairs /replacements, conservation education services, and homebound services as outlined within the WHEAP Crisis Assistance component of the DOA Manual.

As referenced earlier, our agency was the first to pioneer and receive State authority to target high-risk elderly and disabled households for early applications/grants. Through this initiative, households are targeted during the summer and are the first to receive much-needed financial assistance prior to the beginning of the heating season.

As part of the agency's outreach and information campaign, the Emergency Component will be included in all brochures, posters, etc., sent to previous WHEAP clients, human services agencies, Sheriff and local police departments, fuel vendors, and other locations visible to those in need.

Also as indicated earlier in the proposal, the agency will continue to maximize coordination and level of services provided to low-income households by directly interfacing the WHEAP program components with our unique contractual relationships with the primary utilities, KWW/CF, United Way, Emergency Service Program, etc., serving the County. This approach has proven to reduce the number of after-hour emergencies. It has also prevented literally thousands of disconnections through this unique collaborative partnership between the utilities and the WHEAP program. By directly interfacing the various programs, ESI has developed a seamless program delivery system recognized nationally for its outstanding program outcomes.

Application Assistance

Staff will assist eligible households in obtaining the income verification and other documentation required to qualify for a one-time (annually) WHEAP grant. Staff will enter WHEAP applications into the DOA/WHEAP database to generate a

state WHEAP benefit. Staff will provide low-income households with information and assist those interested with the appeal process. Staff will maintain agency records as required by state and county funding sources.

Early Reach: Staff will target at-risk elderly/disabled households with applications to receive early WHEAP services and benefits to offset potential energy related emergencies and stabilize households' long-term economic conditions.

Emergency Assistance Grants: Staff will assist eligible households in obtaining income verification and other documentation required to qualify for emergency assistance grants. Staff will enter all Emergency and Proactive Assistance applications into the DOA/WHEAP database to generate the Crisis payments and ensure emergency fuel deliveries, continuation of utility services, and furnace repairs/replacements when necessary.

WECare funds may also be available to reduce the energy burden faced by households served by that utility with legitimate special energy needs. These households will be enrolled when possible and benefit from the utility's special more affordable payment plans for arrears and monthly payments.

Proactive Case Management: Staff will provide high-risk households (those with repeated emergencies and/or households with inadequate income to meet heating expenses after receiving a WHEAP benefit) with an interagency designed program to meet the multiple needs that the household might be facing. That service will at a minimum include: active referrals to other appropriate sources of information and services as needed by the low-income household: budget counseling, conservation education, affordable payment plans and access to other available energy emergency assistance/services programs, i.e. utility customer assistance programs, Keep Wisconsin Warm/Cool Fund, utility emergency funds, low-income weatherization/emergency furnace assistance.

Outreach Activities

In advance of the upcoming federal LIHEAP program accepting applications October 1, 2014, ESI intends to continue its annual targeted outreach to fixed income, disabled, including veterans beginning August 15th of each program year. Agency staff will assist targeted households with the completion of their WHEAP application to assure the maximum number of households to be qualified. Outreach sites are also selected strategically throughout the County to ensure maximum rural, aging, and SSI participation. Additional outreach sites will be scheduled throughout the season based upon client need and demand. The agency also responds to special requests for after-hour and weekend coverage for the working poor as well as home visits for elderly and disabled clients.

ESI will continue to provide an annual informational mailing to all previous WHEAP energy suppliers/vendors. In addition, the agency will provide a mailing to the previous program clients, to inform potential clients of ESI as the WHEAP provider. In cooperation with the County, aging resources, the Sheriff's Department, and relevant regulated utilities and non-regulated fuel providers, ESI has developed public program information, including WHEAP brochure, posters,

flyers, and press releases outlining program eligibility and identifying ESI as one of the county's providers. In particular, brochures will be provided to fuel vendors for distribution with customer billings and to the County for distribution to their clients.

ESI also provides its clients and the community with informative program brochures and posters in both English and Spanish. ESI has also established relationships with Hmong and other diverse populations. Our agency will continue to work with special population groups by offering specific application sites, brochures, and other public awareness initiatives to maximize program participation. In addition, we make extensive efforts to provide information to local grocery stores and other retail outlets that cater in particular to Hmong and Hispanic populations.

News releases and public service announcements (PSAs) will be distributed to radio stations, local newspapers, and local cable access television. Churches will be requested to publicize the program in their bulletins. Public Service Announcements will be developed for the major radio stations serving the County. Press releases will be followed up by requests for public service advertisements/articles.

ESI Additional Outreach Efforts

In addition to all of the other outreach efforts, ESI will provide direct contact to local newspapers in order to bring awareness to community regarding the program. ESI will also utilize posters on community buses and explore other avenues of outreach and program awareness to further localize public information.

Local Coordination

As indicated earlier, ESI serves as the lead agency in developing the implementation of DOA's required WHEAP Local Coordination Plan. ESI Counties have consistently received statewide recognition for its exceptional level of coordination and delivery of energy and other basic services to the community.

ESI will continue to meet with appropriate representatives of the County, fuel vendors, heating contractors, and primary utilities in order to establish the agreements necessary for implementing the most efficient and cost-effective delivery and coordination between existing low-income energy assistance programs and the WHEAP program. ESI will continue the selection and scheduling of application sites and inter-agency agreements necessary to assure the maximum coordination and efficiency of service delivery throughout the County.

As previously mentioned, ESI has established contractual agreements with a number of utilities to administer Early Identification Programs (EIP) and/or

multimillion dollar energy funds. The rapport ESI has been able to establish with utilities and fuel vendors is essential for effective service provision. This cooperative association provides for another unique, direct interface and specialized expertise with the utilities, resulting in the maximum level of coordination in the delivery of services. This added dimension is particularly important given the rapid decline of federal WHEAP funds and potential impact on county tax levy.

To ensure cooperation with the relevant vendors and contractors, ESI has engaged local fuel suppliers (regulated and unregulated utilities) and furnace contractors by requesting their participation in an annual fuel vendor orientation meeting in September, at which time ESI staff will deliver a workshop on the WHEAP program and respective roles for maximum cooperation and coordination. Subsequently, many potential program problems are eliminated.

Crisis Plans

In accordance with WHEAP agency requirements, ESI has a comprehensive crisis plan in place that outlines the provision of emergency crisis and proactive services, crisis determination and eligibility, and after-hours emergency services. It is also important to note that ESI was chosen by Governor Walker's Administration and Wisconsin DOA to be the statewide emergency response team for those facing an LP related energy crisis during the 2014 heating season.

Interface with County Personnel

ESI intends to continue to involve appropriate county personnel in the service delivery of WHEAP. To the greatest extent possible, ESI will continue to maximize participation in the County's economic support programs and WHEAP, KWW/CF, and utility low-income customer assistance programs. ESI believes it is essential that all staff work cooperatively and in coordination with Financial Services Case Managers, administrative, and fiscal personnel to assure the highest quality in level of services as possible.

ESI will actively engage the County's designated supervisory level staff in the ongoing administrative and programmatic functions of the service delivery of WHEAP. This involvement will be accomplished through ESI's monthly fiscal and programmatic reports and specifically through its meeting with the agency's Quality Assurance/Eligibility Specialist and Energy Assistance Specialist Lead Worker as needed. The agency will establish periodic meetings with the County's designated personnel as required to assure program compliance and necessary communication between our agencies.

Quality Assurance, Compliance with Federal and State Policies and Deadlines

As mentioned above, ESI maintains an in-house quality assurance unit. In addition to the Energy Assistance Specialist, the agency's quality assurance

specialist audits randomly WHEAP applications and program services reports. This has resulted in the exceptional fiscal and program audit reviews by state, federal, and an outside audit firm. Specific compliance with federal and state policies and program deadlines are routinely monitored on an ongoing basis. ESI has received both state and federal recognition for its high quality of services, program coordination and case management services, program effectiveness, outreach initiatives, and its fiscal controls.

To ensure quality assurance and to monitor client satisfaction and program responsiveness to client needs, ESI will perform client/customer satisfaction surveys and soliciting other feedback through emergency furnace surveys. ESI will take the necessary steps to modify or improve service delivery based on client responses.

Fiscal Accountability

ESI maintains a double-entry accounting system compatible with cost accounting and control systems. We are audited annually in compliance with the Single Audit Act of 1984 and OMB Circular A-133 guidelines and/or its updates.

ESI will maintain records and financial statements as required by state and federal laws, rules, and regulations, and as requested by the County. Any reporting requirements established by the County that differ from those ESI has been using are welcomed and will be negotiated. ESI will allow inspection of records and programs by the County authorized agents and federal agencies, in order to confirm ESI's compliance with the specifications of the contract, insofar as is requested by the County and is permitted by State and Federal law. The use or disclosure by any party of any information concerning clients who receive services from ESI for any purpose not connected with the administration of ESI or the County responsibilities under the Contract is prohibited, except with the informed, written *consent* of the client or the client's legal guardian.

It is also important to note, ESI, since its inception, has not had a questionable cost noted by Wipfli LLP, an Audit Firm nationally recognized for its fiscal management and program administration.

Revenues Leveraged with WHEAP

As indicated earlier, faced with continued uncertainties in federal funding for WHEAP at a time of unprecedented growth in the need for energy-related assistance, ESI has had as a secondary focus, the mobilization and leveraging of additional funds to augment WHEAP. Unlike other agencies that depend strictly on government grants, ESI uniquely supplements WHEAP with additional revenue. As indicated earlier, the agency has effectively leveraged additional United Way, FEMA, and utility-sponsored low-income programs and serves as the parent organization for the Keep Wisconsin Warm/Cool Fund (a statewide energy fund). These successful fundraising efforts, along with substantial leveraging of WHEAP dollars for assistance and services (due to the program's overwhelming past performance) have been critical in bridging the growing gap between needs and declining resources.

In recent years, WHEAP has faced an over 40 percent reduction in actual assistance dollars and services provided over the previous years. In spite of these funding cuts overall, services and grants amounts to low-income households in ESI counties have increased due to the larger number of households being served. ESI proposes to continue to mobilize additional funds from public and private sources. KWW/CF and other utility and foundation funds will be generated to supplement the County's WHEAP. These funds will be utilized to meet existing needs and offset declining revenues and will also be key in assuring that no county tax levy dollars would be requested. This past program year the agency led a successful effort to mobilize over \$5.5 million primarily for crisis assistance benefits statewide. For FY 2015 the agency will continue with its KWW/CF fundraising campaign committee to reach a goal of an additional \$1,000,000 statewide.

Additional non-WHEAP Leveraged Funds

Should ESI be awarded a contract, it would be able to leverage an addition \$250,000 non-WHEAP dollars through the Keep Wisconsin Warm Fund directly into the communities found within the service zones. These addition funds would be utilized to off-set the ever growing gap in WHEAP funds, which would mean those most vulnerable (such as the elderly, disabled, families with small children, and veterans) would have greater access to assistance with their energy burden. This is especially true at a time when utility and heating costs continue to rise while incomes fail to keep up.

References for Similar Work Performed

Aside from successfully administering the WHEAP program for the last 34 years in Dane County and for many years in seventeen additional counties, the following references demonstrate ESI's competence to perform work similar to that required on this project:

WE ENERGIES:

- Positive Identification Program – in six counties; \$8,000,000 WeCare Emergency Energy Fund

KEEP WISCONSIN WARM/COOL FUND:

- Through contractual agreement with Wisconsin Department of Administration – statewide low-income supplemental energy fund since 1996

ALLIANT ENERGY:

- Programs in 32 counties; CA + Program (Customer Assistance Plus Program); \$3,000,000 Hometown Energy Fund; Positive ID Initiative

MADISON GAS AND ELECTRIC:

- LICMARP (Low-Income Case Management Arrearage Reduction Program)
- CS+ PROGRAM (Customer Service Plus Program)

\$2,000,000 Emergency Energy Fund

*United Way, Emergency Energy Prevention and Case Management Services Program, Federal Emergency and Food Shelter Program (FEMA/EFSP), in eight counties.

*All counties in which Energy Services, Inc. administers WHEAP have enjoyed exceptionally positive monitoring reviews.

ESI's Unique Qualifications for WHEAP Administration

Energy Services Inc. (ESI) is highly regarded statewide and nationally recognized for its unique, cost-effective service delivery of the Wisconsin Home Energy Assistance Program (WHEAP). Currently ESI operates in nineteen Wisconsin counties. Over the past 34 years, ESI has aggressively developed a strong history of providing a "comprehensive services model." This nationally recognized model reaches out to the most vulnerable populations (elderly and disabled persons, the rural and isolated, veterans and other high-risk households) in need of energy assistance; and it not only addresses the multiple needs of the diverse low-income population, but it also identifies gaps in resources and avoids duplication of services, notably important with pending cuts in federal WHEAP funding.

ESI maximizes coordination and resources by utilizing its longstanding relationship with utilities. The agency administers Alliant's statewide Hometown Energy Fund and utility-funded low-income customer programs such as Alliant's Customer Service Plus Program (CA + Program) and We Energies Customer Service programs. This has provided a direct interface between utility credit collection programs and WHEAP crisis proactive programs, again resulting in the greatest possible coordination and reduction of utility disconnections. In many of the counties that ESI administers WHEAP, our agency has the sole responsibility for administering both the utility's customer assistance programs and the WHEAP program. As a result, low-income customers are able to make one simple contact to our agency to maintain or reconnect their energy supply and to obtain budget or deferred payment agreements. This avoids unnecessary duplication of services and the need for the client to make multiple organizational contacts for services.

Unlike other organizations that administer a variety of programs, ESI was established to focus on growing energy-related assistance needs. The organizational design of the agency uniquely interfaces directly with county human services economic support programs and utility low-income energy

customer services programs. ESI's structure and proven expertise in specializing in federal assistance programs, as well as its internal quality assistance programs were specifically designed to complement county human services programs. This is in contrast to most other agencies that provide multiple areas of services. This general model often lacks the focused expertise necessary to meet the growing demands and complexity of services required. Further, this proposal directly provides for a significant amount of resources that our agency proposes to augment declining revenue available to the County. This is in contrast to other providers who are limited strictly to federal LIHEAP funds. ESI also pioneered the first outreach, crisis/proactive (which is now state mandated), and the early reach application initiatives.

As referenced earlier, unlike other organizations that rely strictly on federal/state allocations, our agency's secondary mission has been to bring to its counties additional revenue and services to meet the unprecedented growth in requests for services/assistance. These funds have been essential in meeting the existing and mounting needs of low-income households in its counties.

Along with administering a wide range of low-income energy-related assistance programs, the agency and its staff have been repeatedly called upon for their expertise and experience. The agency staff serves actively on a number of key state committees. This includes the DOA Energy Advisory committees and the Public Benefits Council. ESI has also been called upon to contract with state agencies for in-service energy training/conferences, quality assurance, and program development activities.

The agency's experience and proven effectiveness in administering a wide range of energy emergency and related economic support services make it uniquely qualified to administer WHEAP on behalf of the County. The impact of deregulation of Class A utilities and the certainty of anticipated federal WHEAP funding cuts at a time of unprecedented needs necessitate a WHEAP agency with a proven track record. ESI is a single-purpose energy agency employing a skilled staff with low turnover and a strong organizational structure and existing relationships, this enables ESI to continue to maintain its high-quality services and its pioneering initiatives to meet the challenges that lie ahead.

Program Name	Funding period	Funder	Program volume	Target Population	Dollar amount	Service Mix
WHEAP (Administered in 18 counties for FFY14, this has increased to 19 counties for FFY15)	FFY2014 (expected to exceed the following numbers for FFY15)	Funding through county, via federal LIHEAP and State of WI Public Benefit funds	Over 86,400 households served.	WHEAP income eligible households, especially those containing vulnerable populations (elderly, disabled, households with small children, and veterans)	\$4,035,764.00 (Total contract dollars awarded including all amendments, for all 18 ESI administered counties)	WHEAP regular grants, crisis grants, crisis services, and furnace program
Keep Wisconsin Warm Fund (Administered in all 72 counties and tribes in the State of WI)	FFY2014 (expected to exceed the following numbers for FFY15)	Funding through private and utility charitable dollars, as well as State of WI matching funds	11,546 households served.	WHEAP income eligible households, especially those containing vulnerable populations (elderly, disabled, households with small children, and veterans)	\$3,639,073.31	Proactive and crisis energy assistance grants

Item #29c
Experience Assessment for Agency

Experience Assessment for New Proposer Agency

As indicated elsewhere within this proposal, ESI enjoys an extensive background working with Counties to directly interface WHEAP with other existing county economic support programs. Therefore, we strongly encourage Milwaukee County to verify our exemplary performance in administering the other 19 county WHEAP programs.

Energy Services, Inc. was the first non-county agency to directly contract with the State of Wisconsin to administer the Wisconsin Home Energy Assistance Program. To date, Energy Services, Inc. (ESI) contracts with 19 counties throughout the State of Wisconsin to provide services in the administration of the Wisconsin Home Energy Assistance Program. Those counties are Adams, Calumet, Columbia, Dane, Fond du Lac, Jefferson, Kewaunee, Marathon, Marquette, Outagamie, Ozaukee, Portage, Racine, Rock, Sauk, Waukesha, Waupaca, and Winnebago. In addition to a main service center in each County location, ESI provides 126 satellite application sites throughout our service territories. In the 2014 program year, ESI provided over 86,400 energy assistance grants totaling \$40+ million in these service territories.

Energy Services has a demonstrated ability to operationally expedite services to newly sub-contracted counties in an extremely timely manner. One of ESI's most important assets is its tactical team. This team is comprised of ESI's most advanced, highly trained, and experienced staff members who have extensive familiarity and knowledge with regard to all aspects of WHEAP (including WHEAP benefits, Crisis services, and Emergency Furnaces). This tactical team is utilized for ongoing support and training of all ESI service centers. The ESI tactical team has also been utilized often when ESI has assumed administration of the WHEAP program for the first time in a given county, especially those that have faced challenges with their WHEAP operations. This has led to rapid deployment of WHEAP services in a new county, even when done at the peak of a program year.

In Racine County, ESI was able to establish an entire service center (including, space, staff, equipment, and technology) and begin processing applications (including addressing a significant backlog of pending files, furnaces, and other major issues for those areas underserved from the previous agency) in the span of working 8 days, due in large part to the tactical team and experience of ESI. This current program year, ESI again assumed a county in the middle of a program year (Adams County), and was also able to establish an entire service center (including, space, staff, equipment, and technology) and begin processing applications, in a span of only 5 working days.

In 2013, the federal government awarded to Wisconsin, a highly competitive REACH award grant for developing a low-income energy assistance program for piloting new innovations for services delivery. SDOA/DES awarded a grant to Racine County and Energy Services, Inc. in corporation with WE Energies to

administer the Racine County Reach Program. This program pilot was designed to specifically target and enroll approximately 3,000 We Energies households experiencing high energy use along with a high arrearage balance with special needs. Within a 6 month period of time, 3,629 households were enrolled in the program and ESI administered over \$3mm in funding. Not only did the number of high risk participants exceed projections but the program performance outcomes excelled well beyond those indicated within the funding proposal to the federal government. A copy of the proposal submitted and the final report detailing its success is available upon request.

During the height of the 2013-2014 heating season, Governor Walker's administration and the Wisconsin DOA's Secretary's office, requested that our organization serve as a central point of contact statewide for those slightly above the LIHEAP income guidelines with an LP related crisis. Our organization responded with its LP crisis tactical team and provided, during a six week period, over 7,000 struggling households facing a life-threatening emergency with the assistance necessary to preserve their heating source. In addition, ESI was able to leverage \$1 million in federal LIHEAP matching funds for the Keep Wisconsin Warm/Cool Fund as well as mobilize over \$750,000 in public/private funds targeted toward those struggling household with incomes between 60% and 80% of the State's median income.

ESI is the parent organization for the Keep Wisconsin Warm/Cool Fund, an established state wide energy emergency charitable fund providing a valuable safety net to augment WHEAP dollars. Since the inception of the fund in 1996, KWW/CF has grown to a donor base of approximately 17,000 and has provided over \$26.9 million in energy assistance grants throughout the State. This has been accomplished through a unique extensive collaborative relationship between the State of Wisconsin, utility, and private donors along with a network of human services providers actively involved, that have achieved unprecedented success nation wide. Our agency also has a direct contract with SDOA for matching funds for the KWWCF and the Heat for Heroes campaign. Milwaukee County has been and continues to be a primary recipient of KWW/C funds with \$8.6 million expended to households in need over the last 19 years. Our collaborative relationships have given our agency an extensive knowledge and understanding of the economic and geographic diversity of Milwaukee County. Also, today we enjoy an exceptional relationship with both Human Services and fuel vendor stakeholders that are critical to the success of the low income LIHEAP (WHEAP) program throughout the County.

Energy Services also contracts with primary utilities such as Alliant, MG&E, and We Energies to provide early identification program (pro-active) services to clients to avoid disconnect and establish an affordable payment plan to stabilize the household's ability to pay their utility bill. This is further complimented by our organization having administered on behalf of the specific utilities their charitable emergency energy funds that are also bridging the gap with the KWW/CF

especially during declines in available federal funding for WHEAP. With WE Energies alone, ESI has administered and distributed over \$10 million to date. In summary, ESI has a well established reputation and track record throughout the State of Wisconsin in administering all aspects of the WHEAP program, particularly with regard to program compliance, application integrity, and proven ability in reaching out to those with the most unmet needs within the county. ESI exercises a level of quality client care that is second to none. ESI has been at the forefront, created, or pioneered most of the major initiatives and programs of WHEAP since the beginning of the program. ESI continues to be recognized for leading the State of Wisconsin as the model of WHEAP administration and client care.

References:

Hope M. Otto, Economic Support Division Manager, Racine County Human Service

Phone: [262-638-6625](tel:262-638-6625), hope.otto@goracine.org

Rachel Pantaleo, Economic Support Manager, Ozaukee County Department of Human Services, Phone: 262.284.8200, rpantaleo@co.ozaukee.wi.us

Cynthia M. Flynn, Economic Support Manager, Adams County Health & Human Services Department, Phone: 608.339.4364, Cynthia.Flynn@co.adams.wi.us

Michael Mueller, Manager – Low Income and Medical Condition Programs, We Energies, Phone: 414.221.2521, Michael.Mueller@we-energies.com

Item #29d
Experience Assessment for Agency
Leadership

Tom Bruer

Energy Services, Inc.

Position Description

POSITION: Executive Director
SUPERVISOR: Board of Directors
STATUS: Exempt

SUMMARY:

This position will oversee and manage the entire organization and has the full responsibility and administrative authority, within grant conditions, for carrying out the intent of the Board of Directors. The Executive Director may wish to delegate some of his/her responsibilities through written position descriptions and/or supervisory agreements.

DUTIES:

Establish procedures and assign responsibilities to ensure efficient management of the program.

Responsible for the direction of the organization and communicating this to employees.

Directly supervises the Fiscal Manager, Data Manager, Resource Developer, Energy Assistance Specialist, Eligibility Specialist, Lead Workers

Responsible for public relations or communications. This may include seeking additional funding for the agency programs incentives.

Responsible for the enforcement of all agency policies and procedures.

With the authority from the Board of Directors, this position will determine compensation changes (salary ranges, wage increases, etc.).

Will make final employment and termination appointments. Executive Director will also decide whether an employee lay-off is necessary and which staff positions are to be reduced and/or eliminated.

All disciplinary actions must be approved by the Executive Director.

Accountable for developing the budget for ESI and ensuring ESI operates within this budget.

Negotiates and manages funding contracts.

MINIMUM REQUIREMENTS:

Bachelors Degree in Business, Social Work, or related degree or 5+ years experience in a management position, preferably in a non-profit organization.

Excellent oral and written communication.

Strong organization skills

Timothy V. Bruer Biography
Executive Director, Energy Services, Inc.
Chief Spokesperson, Keep Wisconsin Warm/Cool Fund

Tim Bruer began his career in the early '70s with the Dane County Community Action Commission working with its youth court diversion project. He was soon to become the agency's youngest program manager at age 20. He served the organization as Housing Assistance/Homeless Prevention Services Coordinator and was again promoted as CAC's first Rural Outreach and Services Coordinator.

In this pioneering role he, lead the agency's early efforts to reach out to serve households in need and to remove the artificial barriers in rural or isolated neighborhoods by decentralizing available human services. Building on his interest to serve those most vulnerable households who were unaware or unable to access basic survival services in Dane County, Tim accepted the position of Center Manager for the newly created Wisconsin Information Service (WIS).

During his tenure he was able to further develop an Information and Referral Services Center that responded to hundreds of calls daily from people in crisis. It proved so important to the community that the United Way later assumed a major role years later by incorporating it as the First Call for Help Center.

Then in response to the unprecedented increase in energy costs and related life-threatening crisis needs in the community Tim returned to the CAC to become the first Energy Assistance Programs Coordinator in 1978. He was responsible for leading the administration of the WHEAP predecessor, the federal Community Services Administration Energy Crisis Intervention Program, and managing the support services for the low-income weatherization and a number of special low-cost/ no-cost home weatherization projects.

In 1980 Tim organized a number of community stake-holders including utilities, fuel vendors, police departments, and advocacy groups who had recognized that the magnitude of scale of the emerging energy crisis far outpaced the various organizations' ability to respond. They began to work with Tim to plan for a single energy-focused agency to deal with skyrocketing energy needs of the economically disadvantaged in the county.

Shortly after the tragic death of an elderly Dane County woman who died of hypothermia, Tim immediately stepped in and provided the leadership to create a single-purpose energy assistance agency that was incorporated in 1982 as Energy Services, Inc. (ESI). Energy Services responded immediately by preventing life-threatening emergencies with special outreach and prevention efforts that cut the large number of emergencies by over 70 % in a 12-month period.

The agency also expanded by focusing its efforts on providing comprehensive case management services that resulted in the long-term self-sufficiency of the household. Much of today's WHEAP crisis proactive services model imitates this early ESI model from decades ago.

Based on the agency's early proven track record, ESI was privileged in the 1981-82 heating season to have been the first WHEAP nonprofit agency outside of a county agency to administer the newly legislated home energy assistance program. **Due to an exceptional board of directors and dedicated staff, today the agency administers WHEAP in 18 counties and serves over 80,000 low-income households annually.**

Seeing the need and the many mutual benefits of directly interfacing WHEAP and other energy programs with public utilities, Tim along with others also pioneered a number of collaborative Customer Assistance Program initiatives. ESI now serves proudly as Madison Gas and Electric and Alliant Energy customer services plus programs provider and administers their charitable energy funds. ESI programs enjoy the support of every other Class A Utility in the state. WE Energies, WPS, and Xcel Energy also play a major role in supporting a number of successful energy assistance activities.

Tim also felt that focusing on raising public awareness of the growing energy plight of struggling Wisconsinites and mobilizing additional funds to augment declining resources had to be addressed. Tim again brought together a number of stakeholders statewide and established in 1996 another award-winning national charitable energy fund model: The Keep Wisconsin Warm/Cool Fund (KWW/CF). Only in Wisconsin there exists a truly statewide energy fund that reaches out to all areas, urban or rural. Unlike other energy funds in the country that have no relationship to WHEAP, low-income weatherization, or energy providers, the KWW/CF voluntary agencies directly target, interface, and augment WHEAP benefits to make affordable payment plans possible.

And as result of unique matching State funds, utilities, customers, businesses, clergy, labor, and other individuals have helped KWW/CF serve over 81,500 elderly and low-income households with over \$22.8 million in benefits. In spite of the downturn in the economy, the funds enjoys the generosity of over 17,000 contributors annually.

Wearing a separate hat, Tim also had a long-term record of public service commitment to the citizens of Madison, having served on the Common Council from 1984 to 2013. He represented the city's most economically and racially diverse district. He emerged as the city's most recognized leader for his active role in anti-poverty efforts, community development, and major neighborhood revitalization activities. As a past senior member, he was considered the dean of the council and also served six terms in council leadership as president, pro temp, and acting mayor of the city.

**ENERGY SERVICES, INC
JOB DESCRIPTION**

POSITION: Fiscal Manager
SUPERVISOR: Executive Director
STATUS: Exempt

SUMMARY:

The primary function of the Fiscal Manager is to monitor and maintain double-entry accounting system for the Agency. These duties include supervision of the agency's finance function, insuring that sound accounting practices are maintained, performing accounting functions necessary to complete monthly and yearly accounting cycles, and insuring timely and accurate reporting to all funding sources. Position will also assist in yearly agency budgeting process and cost allocation planning.

DUTIES:

1. Demonstrated knowledge and experience in double entry/non-profit accounting systems, including three years experience in computerized ledger system.
2. Demonstrated ability to lead, supervise and train accounting clerical staff and to work well with peers.
3. Experience with spreadsheet and database software for Windows applications.
4. Thorough knowledge of governmental/non-profit accounting practices and procedures.
5. Knowledge of non-profit regulations and OMB Circulars A-110, a:133, A-122.
6. High degree of accuracy and ability to work with changing grant requirements while maintaining timely reports.
7. Ability to research, analyze and interpret complex regulations.
8. Valid Driver's License and access to an insured vehicle.
9. Assure payroll, accounts payable and accounts receivable ledgers accurately reflect agency activity.
10. Verify general ledger accounts on a monthly basis including the allocation of agency shared cost.
11. Prepare the general ledger closing each month and process general ledger accounts.
12. Provide accounting functions including:
 - a. Preparing monthly, quarterly, and annual payroll reports.
 - b. Preparing and maintaining wage allocation breakout for shared cost allocation.
 - c. Maintaining vacation wage/fringe and sick leave records.
 - d. Preparing and/or approving all journal entries.
 - e. Preparing monthly bank reconciliations and comparing same to general ledger.
13. Prepare and submit accurate and timely financial reports to the agency funding sources, which correspond to agency records.
14. Coordinate financial internal reporting to staff and Board.

15. Provide staff support, including the preparation and dissemination of informational material to Finance Committee and Board Meetings.
16. Assist agency managers in grant preparation as it relates to financial matters.
17. Monitor, analyze and initiate recommendations/modifications to the agency budget.
18. Prepare and maintain appropriate 1099 statements at the year end.
19. Facilitate yearly agency audit by preparing required summaries and detail, including files on 990's and State 308 requirements.
20. Ensure maintenance of inventory control and record retention systems in compliance with funding source requirements and/or OMB Circulars.
21. Annually review the Fiscal Procedure Manual and Cost Allocation Plan. Prepare recommendations for approval to the Executive Director and Board of Directors.
22. Assist in the development and proposed revisions of agency procedures by providing fiscal-related technical assistance to agency managers.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:

1. Ability to analyze budgets and plans, prepare financial statements, and make accurate and concise reports.
2. Bookkeeping or fiscal-related experience in a multi-funded community service-type agency.
3. Two year accounting degree, or equivalent.
4. Willingness and ability to maintain a high degree of confidentiality.
5. Ability to multi-task.
6. Strong oral and written communication skills.
7. Knowledge of Microsoft Office and Great Plains.
8. Supervisory experience preferred.

**Energy Services, Inc
Job Description**

Position: Program Support Manager/HR Manager
Supervisor: Executive Director
Status: Exempt

Summary:

Reporting to the executive director, this position is responsible for enhancing the internal organization processes and infrastructure that will allow ESI to continue to grow and fulfill its mission.

Essential Duties:

- Provide overall organizational, administrative and development support throughout the Agency
- Oversee reporting and monitoring of Fiscal/HR activities
- Ensure financial reports are presented to ED on a monthly and as needed basis
- Provide leadership and guidance throughout the organization to fulfill the purpose and mission of the Agency as established by the ED
- Operational oversight to include procurement, monitoring and management of business insurance, risk management and legal activities.
- Oversight of contracts and other legal documents and agreements
- Liaison to all counties and other governmental agencies including SDOA
- Oversee administrative functions ensuring smooth daily operations of physical locations and equipment
- Responsible for all functions related to Human Resources
Recruitment, hiring, compensation, benefits administration, professional training and development, retention strategies, regulatory oversight and legal compliance
- Other duties as assigned

Required education and knowledge:

Education beyond high school or equivalent experience
Strong operational and human resources experience
Willingness and ability to maintain a high degree of confidentiality.
Demonstrated ability to handle multiple priorities
Excellent oral and written communication skills
Knowledge of Microsoft office

ENERGY SERVICES, INC.

JOB DESCRIPTION

POSITION: AGENCY REGIONAL PROGRAM SERVICES MANAGER

SUPERVISOR: EXECUTIVE DIRECTOR OR DESIGNEE

STATUS: NON-EXEMPT

SUMMARY: This position oversees the day to day operations for the entire agency, including managing and developing lead staff, maintaining work flow and ensuring client satisfaction.

DUTIES:

Provide guidance and training as needed to lead staff.

Assist in scheduling and determining staffing needs.

Visit designated county offices on a regular basis to identify and resolve problems.

Act as liaison with the State. Assist in completing and submitting Outreach Plans, Local Coordination Plans, Surveys, etc...

Collect the weekly and monthly report information, create and summarize the report and communicate to management and staff.

Monitor all crisis dollars on a routine basis.

Act as liaison with local Human Services Dept., FEMA, United Way, Salvation Army, Leaven, etc...

Assist with CA+ activities as needed.

Assist staff with program management activities as required through the State WHEAP system and other funding sources as needed.

Communicate all necessary information to staff members from the Executive Director.

Coordinate various communications to clients throughout the heating season (i.e. mailings, phone calls, etc...).

ENERGY SERVICES, INC.

JOB DESCRIPTION

AGENCY REGIONAL PROGRAM SERVICES MANAGER

Page 2

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

Willingness and ability to maintain a high degree of confidentiality.

Ability to multi-task.

Strong verbal and written communication skills.

Knowledge of Microsoft Office.

Supervisory experience preferred.

Advanced education degree desired or equivalent experience.

**ENERGY SERVICES, INC.
JOB DESCRIPTION**

POSITION: ENERGY SERVICES SPECIALIST – LEAD STAFF
SUPERVISOR: EXECUTIVE DIRECTOR or DESIGNEE
STATUS: NON-EXEMPT

Summary:

Employee assists in the overall delivery of existing, recurring and new emergency energy assistance programs. Duties involve a variety of tasks including; intake and certification of eligible clients, offsetting potential life-threatening energy related emergencies, and advocating with private fuel/utility companies on behalf of the client. Supervises day to day operations and staff.

Essential Duties:

Assist in office, outreach site and home visit applications in completing the Energy Assistance Program application form.

Answer client and vendor questions of program eligibility, benefit levels and form of payment.

Verify or assist applicant in assembling verification documents as required by the application.

Review completed forms to see that all necessary information has been entered for data entry.

Follow up on incomplete forms pending submission of additional materials by applicant.

File application.

Respond to correspondence, reports.

Contact with utility vendors.

Provide intake services and assist clients in application/certification process for other agency contracted energy programs.

Determine client eligibility and authorize payments on behalf of fuel assistance clients in emergencies to ensure deliveries and restoration of services.

Supervises day to day operations including personnel of office location.

Perform other related duties as required by supervisor.

ENERGY SERVICES SPECIALIST – LEAD STAFF
Page 2

Required education and knowledge:

Experience in establishing and maintaining good working relationships with clients and private and public business representatives.

Knowledgeable about the use of computers (windows)

Knowledge of the needs of low-income individuals and resources available.

Oral and written communication important.

Willingness to work occasional long or irregular hours

Supervisory experience.

High School graduate or equivalent

Desired knowledge:

Knowledge of federal, state and local regulations relating to assigned programs

**ENERGY SERVICES, INC.
JOB DESCRIPTION**

POSITION: ENERGY ASSISTANCE SPECIALIST
SUPERVISOR: EXECUTIVE DIRECTOR
STATUS: NON-EXEMPT

Summary:

Employee assists in the overall delivery of existing, recurring, planning & implementation of the Low Income Emergency and Energy Outreach, Leveraging Project and the Emergency Energy Assistance Program (EAP). Work involves a variety of tasks including: intake and certification of eligibility, offsetting potential life-threatening energy related emergencies, and advocating with private fuel and new emergency energy assistance programs. Duties involve a variety of tasks including; intake and certification of eligible clients, offsetting potential life-threatening energy related emergencies, and advocating with private fuel/utility companies on behalf of the client.

Essential Duties:

Assist in office, outreach site and home visit applications in completing the Energy Assistance Program application form.

Answer client and vendor questions of program eligibility, benefit levels and form of payment.

Verify or assist applicant in assembling verification documents as required by the application.

Review completed forms to see that all necessary information has been entered for data entry.

Follow up on incomplete forms pending submission of additional materials by applicant.

File application

Respond to correspondence, reports.

Contacts with utility vendors.

Provide intake services and assist clients in application/certification process for other agency contracted energy programs.

Determine client eligibility and authorize payments on behalf of fuel assistance clients in emergencies to ensure deliveries and restoration of services.

Perform other related duties as required by supervisor.

Targeting LIEAHP Outreach Activities Include:

Required education and knowledge:

Experience in establishing and maintaining good working relationships with clients and private and public business representatives.

Knowledgeable about the use of computers (windows)

Knowledge of the needs of low-income individuals and resources available.

Knowledge of utility and vendor business and collection practices

Oral and written communication important.

Willingness to work occasional long or irregular hours

High School graduate or equivalent

Desired knowledge:

Knowledge of federal, state and local regulations relating to assigned programs

**ENERGY SERVICES, INC.
JOB DESCRIPTION**

POSITION: Receptionist/Clerical Support
SUPERVISOR: Executive Director and/or designee
STATUS: Non-exempt

SUMMARY:

Employee assists in the overall delivery of service and processing of office records, data, and material.

DUTIES:

1. Answering telephones; scheduling appointments; responding to general questions, providing eligibility requirements.
2. Respond to written correspondence and requests for information as directed by supervisor.
3. Filing and sorting client files and incoming mail.
4. Completing computer queries for eligibility.
5. Assist clients with application preparation.
6. Other duties as required by supervisor, not to exceed 10% of total working time.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:

1. Valid driver's license and access to private vehicle.
2. Willingness and ability to maintain a high degree of confidentiality.
3. Experience in keeping records, making oral and written reports.
4. Ability to perform routine clerical work.
5. Ability to index and alphabetize accurately.
6. Ability to follow oral and written directions.

TRAINING AND EXPERIENCE:

1. Graduation from an approved high school or equivalent.

Item #30
Provider Proposal Site Information

2015 PROVIDER SERVICE SITE INFORMATION

ITEM #30

Provide a separate sheet for each site location where services are provided.

Agency Name: Energy Services, Inc.

Site Name: Energy Services for Milwaukee County

Site Address: To Be Determined

City/State/Zip:

Site Contact Person: Bev Shook

Title: Operations Manager

Phone: 608.283.7663

Email: bshook@esiwi.com

Fax: 608.267.8605

Describe differences in programs or services available at this site:

Energy Services will provide 2 fixed sites within the specified bid area along with 11 outreach locations throughout the proposed area to serve clients.

Total number of unduplicated consumers you are presently able to serve at any one time: This last program year ESI served 95,000 households within the 22 service centers throughout the State. We anticipate serving over 16,000 households in the upcoming program year within the 3 proposed service zones for Milwaukee County.

Total number of unduplicated consumers you are currently serving: n/a

Please check if your agency provides the following at this site:

Programs for men Programs for women Programs for men & women

Services for pregnant women

Services for families with children Childcare provided

Services for Persons Involved in the Criminal Justice System

Services for the Developmentally Disabled

Services for the Physically Disabled

Services for persons with co-occurring mental health and substance use disorders

Wheelchair accessible

Energy Services provides services to all eligible households no matter race, color, religion, gender, national origin, age and disability.

Hours of operation: ____ for specific program ____ for all programs at this site

8:30 -6:00 _____ Monday:

8:30 -6:00 _____ Tuesday:

8:30 -6:00 _____ Wednesday:

8:30 -6:00 _____ Thursday:

8:30 -6:00 _____ Friday:

As needed _____ Saturday:

_____ Sunday:

Alternative hours will be available during the program year for appointments. Home visits will also be made available as needed.

_____ Emergency contact available 24 hours _____ Emergency number _____

_____ Agency owns this Service Site

x Agency will lease the Service Sites:

Expiration date of Lease:

TBD _____

(lease must extend through the end of the contract year, at minimum)

Item #31 Accessibility

PROGRAM ACCESSIBILITY

What is your agency's plan to serve clients:

With physical disabilities

ESI works to serve clients with disabilities at all or our sites. In an effort to fully accommodate those in need, ESI will arrange home visits for disabled clients, including individuals with physical disabilities.

With developmental disabilities

ESI works to serve clients with disabilities at all or our sites. In an effort to fully accommodate those in need, ESI will arrange home visits for disabled clients, including individuals with developmental disabilities.

With hearing impairment

ESI works to serve clients with disabilities at all or our sites. In an effort to fully accommodate those in need, ESI will arrange home visits for disabled clients, including individuals with hearing impairment.

With visual impairment

ESI works to serve clients with disabilities at all or our sites. In an effort to fully accommodate those in need, ESI will arrange home visits for disabled clients, including individuals with visual impairment.

Who are non- English speaking or have limited English proficiency

In response to a growing Hispanic population in our community, ESI has added a bilingual worker that provides interpretation to a wide number of Spanish speaking clients. ESI also provides its clients and the community with informative program brochures and posters in both English and Spanish. ESI has also established relationships with Hmong and other diverse populations. Our agency will continue to work with special population groups by offering specific application sites, brochures, and other public awareness initiatives to maximize program participation. In addition, we make extensive efforts to provide information to local grocery stores and other retail outlets that cater in particular to Hmong and Hispanic populations.

Who require personal care assistance

ESI works to serve clients with disabilities at all or our sites. In an effort to fully accommodate those in need, ESI will arrange home visits for disabled clients, including individuals requiring personal care assistance.

List any other services enhancing program access, e.g. agency locate

Additional outreach sites will be scheduled throughout the season based upon client need and demand.

Item #32 Staffing Plan

STAFFING PLAN

As a single-focus energy services and economic support related agency, ESI is structured organizationally to maximize client service delivery and to minimize administrative costs. We are particularly proud that our Executive Director and three other members of our ESI team were nominated and received the State of Wisconsin DOA Energy Services Lifetime Achievement Award. The Executive Director also founded the organization over 30 years ago, serves as the primary liaison with each county in which ESI maintains contracts. The Executive Director establishes and negotiates contract specifications, and is directly responsible for the overall administration and execution of the contract. ESI's seven-person, voluntary Board of Directors employs and empowers the Executive Director to enter into contracts and he reports directly to the Board and its committees.

ESI has trained, fostered, and retained a loyal staff whose long history with the organization provides for unique staffing supervision and guidance on a daily basis. The majority of ESI's staff have been with the agency since its county's inception. ESI is proud of its low turnover rate, during an unprecedented growth period.

One of the unique, programmatic features ESI has to offer is, at any given time, there are qualified program support staff in both fiscal and programmatic, quality assurance, and program-oversight positions who are available to make decisions and offer direction to staff when their immediate supervisor or the Executive Director are unavailable. The organization is also structured so that all staff is cross-trained in each program aspect to eliminate "down time" and provide consistent client services. In each county, ESI designates an "Energy Assistance Specialist/Lead worker" who reports directly to the Executive Director. The "Energy Assistance Specialist/Lead worker" also reports daily to the Regional Program Support Coordinator. All staff, however, has access to the Executive Director, if and when needed. Progress reports and staff compliance with established monthly work plans and report findings are submitted to the Executive Director for review and monitored weekly for program performance outcomes by the Regional Program Support Coordinator. The Executive Director conducts periodic on-site county visits to assure contract compliance and to maintain programmatic contact with each county's staff.

WHEAP employees are required to undergo a minimum of 80 hours of specialized training in both WHEAP as well as in ESI-specific programming, philosophy, and methodology. An existing experienced Energy Assistance Specialist is always paired with program staff to ensure ESI's high standard of program delivery is maintained. All ESI WHEAP staff are required to participate in the State Department of Administration Energy Assistance Program annual training, as well as other human service in-services and instructional seminars. As mentioned before, all staff have been cross-trained in each aspect of the program. Job titles are identified for clarification purposes only. Staffing patterns

for the remainder of the contractual year are provided below. The following positions represent our existing staffing pattern to meet operational needs and may be increased or decreased based on funding levels and program needs:

Energy Assistance Specialist - Lead Staff (2 FT position)
Eligibility Intake Specialist (5 FT positions)
Receptionist/ (2 FT/3 PT position)

Item # 33 Staffing Requirements

YEAR 2015 STAFFING REQUIREMENTS-DIRECT SERVICE STAFF

Indicate the number of staff directly related to achieve your objectives for the program(s) you are applying for, as indicated by codes 02 and 04 on Forms 2 and 2A. Executive staff providing direct services to clients should be budgeted as either "Professional Salaries" or "Technical Salaries" on Budget Forms 2 and 2A. Provide a job description plus necessary qualifications for each direct service position (sections A & B) (make additional copies as necessary). **Complete the attached roster (item 34) for current staff working in each program for which a proposal is being submitted.** If the position is unfilled at the time of proposal submission, indicate the vacancy and provide updated staffing form within 30 days of when position is filled. **For New Applicants for this program, submit calculations showing the agency-wide average of in-service/continuing education hours per direct service provider in the previous year.**

PROGRAM: WHEAP 2015 PROGRAM No.: MSD 001
POSITION TITLE Lead Staff NO. OF STAFF: 2

Job Description for this position as required to meet the needs of the program specifications. Include qualifications needed to perform job (including certifications or licenses and experience requirements to perform the job). Attach separate sheet, if necessary.

Annual tuition reimbursement granted for this position: \$ _____

Actual total hours worked for all employees in this position for the 12 months prior to completing this application: N/A

Annual turnover for *this position (all employees, full and part-time)*, as measured by total number of separations (including voluntary and involuntary) from this position in the twelve months prior to completing this proposal divided by the total number of employees budgeted in this position for the twelve months prior to completing this proposal (show calculation): _____ / _____ = 10%

For New Applicants for this program who may not have had previous history employing individuals to provide these services, provide annual turnover for the agency as a whole (show calculation): _____ / _____ = _____

ENERGY SERVICES, INC.

JOB DESCRIPTION

POSITION: ENERGY ASSISTANCE WORKER
SUPERVISOR: LEAD WORKER
STATUS: NON-EXEMPT

Summary:

Employee assists in the overall delivery of existing, recurring and new emergency energy assistance programs. Duties involve a variety of tasks including; intake and certification of eligible clients, offsetting potential life-threatening energy related emergencies, and advocating with private fuel/utility companies on behalf of the client.

Essential Duties:

- Assist in office, outreach site and home visit applications in completing the Energy Assistance Program application form.
- Answer client and vendor questions of program eligibility, benefit levels and form of payment.
- Verify or assist applicant in assembling verification documents as required by the application.
- Review completed forms to see that all necessary information has been entered for data entry.
- Follow up on incomplete forms pending submission of additional materials by applicant.
- File application
- Respond to correspondence, reports.
- Contacts with utility vendors.
- Provide intake services and assist clients in application/certification process for other agency contracted energy programs.
- Determine client eligibility and authorize payments on behalf of fuel assistance clients in emergencies to ensure deliveries and restoration of services.
- Perform other related duties as required by supervisor.

Targeting LIEAHP Outreach Activities Include:

Required education and knowledge:

- Experience in establishing and maintaining good working relationships with clients and private and public business representatives.
- Knowledgeable about the use of computers (windows)
- Knowledge of the needs of low-income individuals and resources available.
- Knowledge of utility and vendor business and collection practices
- Oral and written communication important.
- Willingness to work occasional long or irregular hours\
- High School graduate or equivalent

Desired knowledge:

Knowledge of federal, state and local regulations relating to assigned programs

YEAR 2015 STAFFING REQUIREMENTS-DIRECT SERVICE STAFF

ITEM # 33

Indicate the number of staff directly related to achieve your objectives for the program(s) you are applying for, as indicated by codes 02 and 04 on Forms 2 and 2A. Executive staff providing direct services to clients should be budgeted as either "Professional Salaries" or "Technical Salaries" on Budget Forms 2 and 2A. Provide a job description plus necessary qualifications for each direct service position (sections A & B) (make additional copies as necessary). **Complete the attached roster (item 34) for current staff working in each program for which a proposal is being submitted.** If the position is unfilled at the time of proposal submission, indicate the vacancy and provide updated staffing form within 30 days of when position is filled. For New Applicants for this program, submit calculations showing the agency-wide average of in-service/continuing education hours per direct service provider in the previous year.

PROGRAM Energy Assistance 2015 PROGRAM No. MSD-001

POSITION TITLE Intake Eligibility Specialists NO. OF STAFF:
4

Job Description for this position as required to meet the needs of the program specifications. Include qualifications needed to perform job (including certifications or licenses and experience requirements to perform the job). Attach separate sheet, if necessary.

Annual tuition reimbursement granted for this position: \$ _____

Actual total hours worked for all employees in this position for the 12 months prior to completing this application: n/a

Annual turnover for *this position (all employees, full and part-time)*, as measured by total number of separations (including voluntary and involuntary) from this position in the twelve months prior to completing this proposal divided by the total number of employees budgeted in this position for the twelve months prior to completing this proposal (show calculation): _____ / _____ = _____

For New Applicants for this program who may not have had previous history employing individuals to provide these services, provide annual turnover for the agency as a whole (show calculation):

_____ / _____ = _____

**ENERGY SERVICES, INC.
JOB DESCRIPTION**

POSITION: ENERGY ASSISTANCE SPECIALIST
SUPERVISOR: EXECUTIVE DIRECTOR
STATUS: NON-EXEMPT

Summary:

Employee assists in the overall delivery of existing, recurring, planning & implementation of the Low Income Emergency and Energy Outreach, Leveraging Project and the Emergency Energy Assistance Program (EAP). Work involves a variety of tasks including: intake and certification of eligibility, offsetting potential life-threatening energy related emergencies, and advocating with private fuel and new emergency energy assistance programs. Duties involve a variety of tasks including; intake and certification of eligible clients, offsetting potential life-threatening energy related emergencies, and advocating with private fuel/utility companies on behalf of the client.

Essential Duties:

- Assist in office, outreach site and home visit applications in completing the Energy Assistance Program application form.
- Answer client and vendor questions of program eligibility, benefit levels and form of payment.
- Verify or assist applicant in assembling verification documents as required by the application.
- Review completed forms to see that all necessary information has been entered for data entry.
- Follow up on incomplete forms pending submission of additional materials by applicant.
- File application
- Respond to correspondence, reports.
- Contacts with utility vendors.
- Provide intake services and assist clients in application/certification process for other agency contracted energy programs.
- Determine client eligibility and authorize payments on behalf of fuel assistance clients in emergencies to ensure deliveries and restoration of services.
- Perform other related duties as required by supervisor.

Targeting LIEAHP Outreach Activities Include:

Required education and knowledge:

- Experience in establishing and maintaining good working relationships with clients and private and public business representatives.
- Knowledgeable about the use of computers (windows)
- Knowledge of the needs of low-income individuals and resources available.
- Knowledge of utility and vendor business and collection practices
- Oral and written communication important.
- Willingness to work occasional long or irregular hours
- High School graduate or equivalent

Desired knowledge:

Knowledge of federal, state and local regulations relating to assigned programs

YEAR 2015 STAFFING REQUIREMENTS-DIRECT SERVICE STAFF

ITEM # 33

Indicate the number of staff directly related to achieve your objectives for the program(s) you are applying for, as indicated by codes 02 and 04 on Forms 2 and 2A. Executive staff providing direct services to clients should be budgeted as either "Professional Salaries" or "Technical Salaries" on Budget Forms 2 and 2A. Provide a job description plus necessary qualifications for each direct service position (sections A & B) (make additional copies as necessary). **Complete the attached roster (item 34) for current staff working in each program for which a proposal is being submitted.** If the position is unfilled at the time of proposal submission, indicate the vacancy and provide updated staffing form within 30 days of when position is filled. **For New Applicants for this program, submit calculations showing the agency-wide average of in-service/continuing education hours per direct service provider in the previous year.**

PROGRAM Energy Assistance 2015 PROGRAM No. MSD-001

POSITION TITLE Receptionists NO. OF STAFF:
4

Job Description for this position as required to meet the needs of the program specifications. Include qualifications needed to perform job (including certifications or licenses and experience requirements to perform the job). Attach separate sheet, if necessary.

Annual tuition reimbursement granted for this position: \$ _____

Actual total hours worked for all employees in this position for the 12 months prior to completing this application: n/a

Annual turnover for *this position (all employees, full and part-time)*, as measured by total number of separations (including voluntary and involuntary) from this position in the twelve months prior to completing this proposal divided by the total number of employees budgeted in this position for the twelve months prior to completing this proposal (show calculation): _____ / _____ = _____

For New Applicants for this program who may not have had previous history employing individuals to provide these services, provide annual turnover for the agency as a whole (show calculation):
_____ / _____ = _____

**ENERGY SERVICES, INC.
JOB DESCRIPTION**

POSITION: Receptionist/Clerical Support
SUPERVISOR: Executive Director and/or designee
STATUS: Non-exempt

SUMMARY:

Employee assists in the overall delivery of service and processing of office records, data, and material.

DUTIES:

1. Answering telephones; scheduling appointments; responding to general questions, providing eligibility requirements.
2. Respond to written correspondence and requests for information as directed by supervisor.
3. Filing and sorting client files and incoming mail.
4. Completing computer queries for eligibility.
5. Assist clients with application preparation.
6. Other duties as required by supervisor, not to exceed 10% of total working time.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:

1. Valid driver's license and access to private vehicle.
2. Willingness and ability to maintain a high degree of confidentiality.
3. Experience in keeping records, making oral and written reports.
4. Ability to perform routine clerical work.
5. Ability to index and alphabetize accurately.
6. Ability to follow oral and written directions.

TRAINING AND EXPERIENCE:

1. Graduation from an approved high school or equivalent.

Item #34
**Current Direct Service Provider/
Indirect Staff Roster**

N/A

CURRENT DIRECT SERVICE PROVIDER - 3 PART CAG, (DSP) ROSTER

Agency Name: [Redacted] Division: [Redacted] Program Name: [Redacted] Date Start: [Redacted]

FOR INSTRUCTIONS: STEP 1 - Check for program registration. STEP 2 - Check for program status. STEP 3 - Submit DSP roster to your contract services coordinator.

Contractor certifies the following is accurate and true: (1) all providers' licenses and certificates as listed above are current and valid; (2) providers are current and up-to-date with all training requirements as required by the State of Wisconsin; (3) the agency has a system in place to verify providers' credentials and completion of required education and training; and (4) the agency maintains all provider credentials on file and agrees to make these documents available for review upon request by Milwaukee County DHS, and 3-Part CAG and Out-of-State CIC or FBI Fingerprint Check, has been reviewed and meets WI Caregiver Law, Milwaukee County Resolution 85-233 (if serving children and/or youth) and substantially related law (refer POS Contract).

Authorized Signatory: [Redacted] Title: [Redacted]

Code: [Redacted] Title: [Redacted]

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	OFFICE ONLY		
CHECK ONE		EMPLOYER	UNDER SERVICE PROVIDER	INCORRECT INFO	SERVICE DATE (The Date Provider is Scheduled to Start Working for Co. or Agency)	START DATE (The Date Provider is Scheduled to Start Working for Co. or Agency)	PROVIDER TITLE (Last Name, First Name, Middle Initial)	PROVIDER ORGANIZATION	PROVIDER LICENSE TYPE (CAG, CAG-C, CAG-N)	PROVIDER LICENSE NUMBER	PROVIDER LICENSE EXPIRES	PROVIDER EDUCATION (Degree, Major, Minor)	PROVIDER TRAINING (List Training, Date, Hours)	PROVIDER EXPERIENCE (Years of Experience, Details)	PROVIDER OTHER LANGUAGES (Other than English)	PROVIDER SELF-ASSESSMENT (Type of Self-Assessment, Score)	PROVIDER RECORD REVIEW (Date, Agency)	PROVIDER FBI CHECK (Type of Check, Date)	PROVIDER DOJ CHECK (Type of Check, Date)	PROVIDER CAG CHECK (Type of Check, Date)	PROVIDER STATE CHECK (Type of Check, Date)	PROVIDER CAG-C CHECK (Type of Check, Date)	PROVIDER CAG-N CHECK (Type of Check, Date)	PROVIDER CAG-NSP CHECK (Type of Check, Date)	PROVIDER STATUS (Approved, Denied, Pending)	PROVIDER AGENCY	PROVIDER PROGRAM
				X																							

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
CHECK ONE				Check for background Check (BCC) - 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26																					
Employee Name	EMPLOYEE	INDIRECT SERVICE PROVIDER	INDIRECT STAFF	SERVICE START DATE (The Date Proposed to Start Serving the Client)	Political Title	Academic Degree(s)	Licensed/Certified	# of Hours - Program Based in State/In-Educational/Completed in Previous Year	Years of Experience with clients in target pop.	Years of Experience with clients in target pop.	List languages spoken, other than English	Staff agency Transcripts, Credits (Y or N)	Valid Drivers License per agency driving Record Allocated (Y, N or NA)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)	DOB (YY/MM)

Item #36
Client Characteristics Chart

2015 CLIENT CHARACTERISTICS CHART

Agency Name: Energy Services, Inc.
 Disability/Target Group: Vulnerable populations (elderly, disabled, households with small children, and veterans)
 Program Name: WHEAP 2015 Program #: N/A
 Facility Name & Address: Energy Services for Racine County, 1654 Washington Ave. Racine, WI 53403

CY 2015 Estimated

1. Unduplicated Count of Clients to be Served/Year (Form 1, Column 1). If your estimate differs from prior year actual, provide an explanation on a separate attached page. For new applicants, include numbers for the program you are currently providing that is most similar to the program you are applying for.
2. Age Group:

	Number	Percent (%)	Prior year actual
a. 0-2	1299*	15%*	1761, 15%*
b. 3-11	2320*	27%*	3027, 27%*
c. 12-17			
d. 18-20			
e. 21-35	1546*	18%*	1952, 18%*
f. 36-60	1547*	18%*	1951, 18%*
g. 61 & over	1890*	22%*	2528, 22%*
TOTAL	8602*	100%*	11,219, 100%*

3. Sex:

a. Female	6193*	72%*	8078, 72%*
b. Male	2409*	28%*	3141, 28%*
TOTAL	8602*	100%*	11,219, 100%*

4. Ethnicity:

a. Asian or Pacific Islander	50*	<1%*	50, <1%
b. Black	3096*	36%*	4054, 36%
c. Hispanic	1290*	15%*	1679, 15%
d. American Indian or Alaskan Native	19*	<1%*	19, <1%
e. White	4129*	48%*	5417, 48%
TOTAL	8584*	100%*	11,219, 100%

5. Other:

a. Disabled Individuals	3183*	37%*	4262, 37%
b. Other			
c. total	3183*	37%*	4262, 37%

Date Submitted: 3/27/2015

Due to being a new proposer, ESI is utilizing client characteristic information from Racine County as a proxy due to similar demographic make-up as the neighboring Milwaukee County. This program is most similar to the program being applied for.

**All numbers marked with an asterisks (*) are estimated or are proxies due the actual numbers not being currently available for the FFY15 program (the new WHEAP system does not have all reporting functions available at this time), or due to the fact the the WHEAP system does not track that information (this is particularly true in the case of the age demographic breakdown, WHEAP only tracks households with members 2 and under, 3 to 5, and over 60).*

FORM 1 - 2015 PROGRAM VOLUME DATA AND UNIT COST CALCULATION

Program funded by Site must include separate form for each Site

AGENCY NAME
 AGENCY FEDERAL TAX ID NUMBER
 DHHS DIVISION

Energy Services, Inc.
 39-1443614

ALL Proposers must provide the UNITs details even if are Cost reimburnments only their Programs

NAME OF PROGRAM SITE
 ADDRESS OF PROGRAM SITE

DIVISION			Program SiteName4	Program SiteName5	Program SiteName6
Energy Services for Milwaukee Co.	Energies Serices for Milwaukee Co.	Energy Services for Milwaukee Co.	Program Site Address4	Program Site Address5	Program Site Address6
Site 1 Zones 3	Site 2 Zone 5	Site 3 Zone 6	Program Name	Program Name	Program Name
Energy Assistance	Energy Assistance	Energy Assistance	Program#	Program#	Program#
MSD-001	MSD-001	MSD-001			

NUMBER OF DAYS PROGRAM OPERATES PER WEEK
 NUMBER HOURS PROGRAM OPERATES PER DAY
 NUMBER OF CASES TO BE SERVED PER YEAR *

5.50	5.50	5.50			
8.00	8.00	8.00			
5,602.00	4,482.00	4,802.00			

TYPE OF UNIT: Month / Day/ Hour/1/4 Hour/other
 Other Specify

1	1				
Applications					
1. DHHS Program's Units	6,224.00	4,980.00	4,802.00		
2. Other Funding Source's Units	0.00	0.00	0.00		
4. 2014 Budgeted Units	N/A				
5. 2013 Actual Units	N/A				
5A. 2013 Actual Costs	\$ -				

* THIS SAME FIGURE IS TO BE USED AS THE "TOTAL" ON THE CLIENT CHARACTERISTICS CHART

DATE (INITIAL): [REDACTED] DATE (FINAL): [REDACTED]

Original

FORM 2 - AGENCY EMPLOYEES HOURS AND SALARIES

Agency Name	Employee Name											
	PROGRAM Energy Assistance Zone 1				PROGRAM Energy Assistance Zone 4				PROGRAM Energy Assistance Zone 10			
	F	L	S	A	F	L	S	A	F	L	S	A
Fond Du Lac	1	2	3	4	5	6	7	8	9	10	11	12
	130	120	80	80	120	120	80	80	120	120	80	80
	80,000	85,000	46,000	46,000	80,000	80,000	40,000	40,000	80,000	80,000	40,000	40,000

This image shows a large table grid consisting of approximately 30 columns and 25 rows. Above the grid are two horizontal dotted lines. The table is currently empty, with no text or data visible within the cells.

FORM 35 - ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Control Acct. No.	Sub-Account Number	(A) Account Description	E1		E2		E3		E4		E5		E6		E7	
			(B) 2014 Gross Budget	(C) 2015 Gross Budget	(B) 2014 Gross Budget	(C) 2015 Gross Budget	(B) 2014 Gross Budget	(C) 2015 Gross Budget	(B) 2014 Gross Budget	(C) 2015 Gross Budget	(B) 2014 Gross Budget	(C) 2015 Gross Budget	(B) 2014 Gross Budget	(C) 2015 Gross Budget	(B) 2014 Gross Budget	(C) 2015 Gross Budget
7000	7001	Executive Salaries														
	7002	Professional Salaries														
	7003	Checked Staff Salaries														
	7004	Technical Salaries														
	7005	Maintenance Employees' Wages														
	7006	Temporary Clerical Help														
	7007	Student Salaries														
	7008	Other Staff Salaries (Unspecified)														
7100	7101	Accident Insurance Premiums														
	7102	Life Insurance Premiums														
	7103	Medical & Hospital Plan Premiums														
	7104	Pension or Retirement Plan Premiums														
	7105	Supp. Payments to Pensioned Employees														
	7106	Payments to Annuitants														
	7107	Employment Termination Expenses														
	7108	Employee Tuition Reimburse. Plan														
7200	7201	FICA Payments (Employer's Share)														
	7202	Unemployment Insurance														
	7203	Workman's Compensation Insurance														
	7204	Disability Insurance Premiums														
8000**	8001	Method & Dental Fees														
	8002	Psychological Fees														
	8003	Legal Fees														
	8004	Registration & Education Fee														
	8005	Registration & Public Relations Fee														
	8006	Boyscouts, Campfires, Collectible Fee														
	8007	Employment Fees														
	8008	Electronic Data Processing Service Fee														
	8009	Other Contract Payment to Consultants														
	8010	Telnet Fees														
	8011	Other Purchased Services														
	8012	Medicine & Drugs (Clinic Use Only)														
	8013	Prescription Appliances (Clinic Use Only)														
	8014	Recreational, Vac. & Craft Supplies														
	8015	Food & Beverages														
	8016	Lanterns, Lamps, & Housekeeping Supplies														
	8017	Office Supplies-Stationery, Typing														
	8018	Printing, Ink, Printing, Proofreading														
	8019	New Material Purchased														
	8020	Manufacturing Supplies														
8200	8201	Telephone Expense														
	8202	Telegraph Expense														
8300	8301	Freight and Parcel Post														
	8302	Freight														
8400	8401	Messenger & Delivery Service														
	8402	Office Rent														
	8403	Other Bldg. & Parking Lot Rent														
	8404	Bldg. & Bldg. Exp. Ins. (Gen. & Liability)														
	8405	Mortgage Interest														
	8406	Electricity														
	8407	Gas														
	8408	Heating Oil														
	8409	Water & Sewer														
	8410	Landscape/Instruments/Repairs Purchased														
	8411	Real Estate Taxes														
	8412	Personal Property Taxes														
	8413	Licenses & Permits-Occupancy Related														
	8414	Bldg. & Ground Maintenance Supplies														
	8415	Miscellaneous Occupancy Costs														
	8416	Amortization/Leasehold Improvements														
8600	8601	Depreciation - Buildings														
	8602	Equipment rental expenses														
	8603	Equipment Maintenance expenses														
	8604	Equipment - Depreciation														
	8605	Equipment - Interest Expense														
8600	8601	Printing														

TABLE 5 - ANTICIPATED PROGRAM REVENUE BY FUNDARY ENTITY

Control Acct. No.	Sub-Account Number	Account Description	Fiscal Year 2014		Fiscal Year 2015		Fiscal Year 2016		Fiscal Year 2017		Fiscal Year 2018	
			Revenue Budget	Revenue Budget	Revenue Budget	Revenue Budget	Revenue Budget	Revenue Budget	Revenue Budget	Revenue Budget		
4801	4801	SALES TAX										
4802	4802	PROPERTY TAX										
4803	4803	INDEMNIFICATION										
4804	4804	REVENUE FROM INVESTMENTS										
4805	4805	REVENUE FROM OTHER SOURCES										
4806	4806	REVENUE FROM SALES OF ASSETS										
4807	4807	REVENUE FROM SALES OF LAND										
4808	4808	REVENUE FROM SALES OF OTHER ASSETS										
4809	4809	REVENUE FROM SALES OF REAL ESTATE										
4810	4810	REVENUE FROM SALES OF CAPITAL ASSETS										
4811	4811	REVENUE FROM SALES OF LAND AND BUILDINGS										
4812	4812	REVENUE FROM SALES OF OTHER REAL ESTATE										
4813	4813	REVENUE FROM SALES OF CAPITAL ASSETS										
4814	4814	REVENUE FROM SALES OF LAND AND BUILDINGS										
4815	4815	REVENUE FROM SALES OF OTHER REAL ESTATE										
4816	4816	REVENUE FROM SALES OF CAPITAL ASSETS										
4817	4817	REVENUE FROM SALES OF LAND AND BUILDINGS										
4818	4818	REVENUE FROM SALES OF OTHER REAL ESTATE										
4819	4819	REVENUE FROM SALES OF CAPITAL ASSETS										
4820	4820	REVENUE FROM SALES OF LAND AND BUILDINGS										
4821	4821	REVENUE FROM SALES OF OTHER REAL ESTATE										
4822	4822	REVENUE FROM SALES OF CAPITAL ASSETS										
4823	4823	REVENUE FROM SALES OF LAND AND BUILDINGS										
4824	4824	REVENUE FROM SALES OF OTHER REAL ESTATE										
4825	4825	REVENUE FROM SALES OF CAPITAL ASSETS										
4826	4826	REVENUE FROM SALES OF LAND AND BUILDINGS										
4827	4827	REVENUE FROM SALES OF OTHER REAL ESTATE										
4828	4828	REVENUE FROM SALES OF CAPITAL ASSETS										
4829	4829	REVENUE FROM SALES OF LAND AND BUILDINGS										
4830	4830	REVENUE FROM SALES OF OTHER REAL ESTATE										
4831	4831	REVENUE FROM SALES OF CAPITAL ASSETS										
4832	4832	REVENUE FROM SALES OF LAND AND BUILDINGS										
4833	4833	REVENUE FROM SALES OF OTHER REAL ESTATE										
4834	4834	REVENUE FROM SALES OF CAPITAL ASSETS										
4835	4835	REVENUE FROM SALES OF LAND AND BUILDINGS										
4836	4836	REVENUE FROM SALES OF OTHER REAL ESTATE										
4837	4837	REVENUE FROM SALES OF CAPITAL ASSETS										
4838	4838	REVENUE FROM SALES OF LAND AND BUILDINGS										
4839	4839	REVENUE FROM SALES OF OTHER REAL ESTATE										
4840	4840	REVENUE FROM SALES OF CAPITAL ASSETS										
4841	4841	REVENUE FROM SALES OF LAND AND BUILDINGS										
4842	4842	REVENUE FROM SALES OF OTHER REAL ESTATE										
4843	4843	REVENUE FROM SALES OF CAPITAL ASSETS										
4844	4844	REVENUE FROM SALES OF LAND AND BUILDINGS										
4845	4845	REVENUE FROM SALES OF OTHER REAL ESTATE										
4846	4846	REVENUE FROM SALES OF CAPITAL ASSETS										
4847	4847	REVENUE FROM SALES OF LAND AND BUILDINGS										
4848	4848	REVENUE FROM SALES OF OTHER REAL ESTATE										
4849	4849	REVENUE FROM SALES OF CAPITAL ASSETS										
4850	4850	REVENUE FROM SALES OF LAND AND BUILDINGS										
4851	4851	REVENUE FROM SALES OF OTHER REAL ESTATE										
4852	4852	REVENUE FROM SALES OF CAPITAL ASSETS										
4853	4853	REVENUE FROM SALES OF LAND AND BUILDINGS										
4854	4854	REVENUE FROM SALES OF OTHER REAL ESTATE										
4855	4855	REVENUE FROM SALES OF CAPITAL ASSETS										
4856	4856	REVENUE FROM SALES OF LAND AND BUILDINGS										
4857	4857	REVENUE FROM SALES OF OTHER REAL ESTATE										
4858	4858	REVENUE FROM SALES OF CAPITAL ASSETS										
4859	4859	REVENUE FROM SALES OF LAND AND BUILDINGS										
4860	4860	REVENUE FROM SALES OF OTHER REAL ESTATE										
4861	4861	REVENUE FROM SALES OF CAPITAL ASSETS										
4862	4862	REVENUE FROM SALES OF LAND AND BUILDINGS										
4863	4863	REVENUE FROM SALES OF OTHER REAL ESTATE										
4864	4864	REVENUE FROM SALES OF CAPITAL ASSETS										
4865	4865	REVENUE FROM SALES OF LAND AND BUILDINGS										
4866	4866	REVENUE FROM SALES OF OTHER REAL ESTATE										
4867	4867	REVENUE FROM SALES OF CAPITAL ASSETS										
4868	4868	REVENUE FROM SALES OF LAND AND BUILDINGS										
4869	4869	REVENUE FROM SALES OF OTHER REAL ESTATE										
4870	4870	REVENUE FROM SALES OF CAPITAL ASSETS										
4871	4871	REVENUE FROM SALES OF LAND AND BUILDINGS										
4872	4872	REVENUE FROM SALES OF OTHER REAL ESTATE										
4873	4873	REVENUE FROM SALES OF CAPITAL ASSETS										
4874	4874	REVENUE FROM SALES OF LAND AND BUILDINGS										
4875	4875	REVENUE FROM SALES OF OTHER REAL ESTATE										
4876	4876	REVENUE FROM SALES OF CAPITAL ASSETS										
4877	4877	REVENUE FROM SALES OF LAND AND BUILDINGS										
4878	4878	REVENUE FROM SALES OF OTHER REAL ESTATE										
4879	4879	REVENUE FROM SALES OF CAPITAL ASSETS										
4880	4880	REVENUE FROM SALES OF LAND AND BUILDINGS										
4881	4881	REVENUE FROM SALES OF OTHER REAL ESTATE										
4882	4882	REVENUE FROM SALES OF CAPITAL ASSETS										
4883	4883	REVENUE FROM SALES OF LAND AND BUILDINGS										
4884	4884	REVENUE FROM SALES OF OTHER REAL ESTATE										
4885	4885	REVENUE FROM SALES OF CAPITAL ASSETS										
4886	4886	REVENUE FROM SALES OF LAND AND BUILDINGS										
4887	4887	REVENUE FROM SALES OF OTHER REAL ESTATE										
4888	4888	REVENUE FROM SALES OF CAPITAL ASSETS										
4889	4889	REVENUE FROM SALES OF LAND AND BUILDINGS										
4890	4890	REVENUE FROM SALES OF OTHER REAL ESTATE										
4891	4891	REVENUE FROM SALES OF CAPITAL ASSETS										
4892	4892	REVENUE FROM SALES OF LAND AND BUILDINGS										
4893	4893	REVENUE FROM SALES OF OTHER REAL ESTATE										
4894	4894	REVENUE FROM SALES OF CAPITAL ASSETS										
4895	4895	REVENUE FROM SALES OF LAND AND BUILDINGS										
4896	4896	REVENUE FROM SALES OF OTHER REAL ESTATE										
4897	4897	REVENUE FROM SALES OF CAPITAL ASSETS										
4898	4898	REVENUE FROM SALES OF LAND AND BUILDINGS										
4899	4899	REVENUE FROM SALES OF OTHER REAL ESTATE										
4900	4900	REVENUE FROM SALES OF CAPITAL ASSETS										

TOTAL

FORM 1 - 2015 PROGRAM VOLUME DATA AND UNIT COST CALCULATION

Program funded by Site must include separate form for each Site

AGENCY NAME Energy Services, Inc.
 NAME & ADDRESS OF PROGRAM SITE Energy Services for Milwaukee Co.
Site 1 Zones 3
 AGENCY FEDERAL TAX ID NUMBER 39-1443614
 DHHS DIVISION DIVISION
 PROGRAM NAME Energy Assistance
 (SELECT FROM TABLE OF CONTENTS) 2015 Prgm No. MSD-001

NUMBER OF DAYS PROGRAM OPERATES PER WEEK
 NUMBER HOURS PROGRAM OPERATES PER DAY
 NUMBER OF CASES TO BE SERVED PER YEAR *
 TYPE OF UNIT: Month / Day/ Hour/1/4 Hour/other

ALL Proposers must provide the UNITs details even if their Programs are Cost reimbursements only

Applications
 Other: (Specify)

COST CALCULATIONS:			
	TOTAL PROGRAM UNITS (A)	PROGRAM COST BY FUNDING SOURCE (B)	COST PER UNIT (C)
1. DHHS Program's Units and Costs	<input type="text" value="6,224.00"/>	<input type="text" value="\$ 154,970"/>	<input type="text" value="\$ 24.90"/>
2. Other Funding Source's Units and Costs	<input type="text" value="0.00"/>	<input type="text" value="\$ 138,600"/>	<input type="text" value="\$ -"/>
3. Total	<input type="text" value="6,224.00"/>	<input type="text" value="\$ 293,570"/>	<input type="text" value="\$ 47.17"/>
4. 2014 Budgeted Units and Costs	<input type="text" value="N/A"/>	<input type="text" value="\$ -"/>	<input type="text" value="#VALUE!"/>
5. 2013 Actual Units and Costs	<input type="text" value="N/A"/>	<input type="text" value="\$ -"/>	<input type="text" value="#VALUE!"/>

* THIS SAME FIGURE IS TO BE USED AS THE "TOTAL" ON THE CLIENT CHARACTERISTICS CHART
 A Form 1 must be completed for each site (address) if the agency is reimbursed by site.

Rev. 6/14

DATE (INITIAL) : _____ DATE (FINAL): _____

FORM 3 ANTICIPATED PROGRAM EXPENSES

Agency Name Energy Services, Inc.
 Disability/Target (DIVISION
 Program Name Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Site 1 Zones 3

2015 Prgm No. MSD-001

Control Acct. No.	(A) Expenditure Description	(B)	(C)
		2014 Gross Budget	2015 Gross Budget
7000	Salaries	-	106,000
7100	Employee Health & Retirement Benefits	-	37,100
7200	Payroll Taxes	-	9,200
8000	Professional Fees	-	6,320
8100	Supplies	-	6,330
8200	Telephone	-	4,800
8300	Postage and Shipping	-	3,500
8400	Occupancy	-	13,970
8500	Rental, Maintenance & Depreciation of Equipment	-	7,450
8600	Printing and Publications	-	3,350
8700	Travel	-	3,050
8800	Conferences, Conventions, Meetings	-	-
8900	Specific Assistance to Individuals	-	-
9000	Membership Dues	-	-
9100	Awards and Grants	-	81,900
9200	Allocated Costs (From Indirect Cost Allocation Plan, if appropriate)	-	10,600
9300	Client Transportation	-	-
9400	Miscellaneous	-	-
9500	Depreciation or Amortization	-	-
9600	Allocations to Agencies, Payments to Affiliated Organizations	-	-
	TOTAL EXPENSES	\$ -	\$ 293,570
0.00%	PROFIT FACTOR	-	-
	TOTAL EXPENSES INCLUDING PROFIT	\$ -	\$ 293,570
	TOTAL NON-DHHS CONTRACT REV. BROUGHT FWD	-	138,600
	TOTAL DHHS REQUEST	\$ -	\$ 154,970

Rev. 6/14

Date (Initial): April 9, 2015
 Date (Final):

Item # 28 Form 3E1

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name Energy Services, Inc.
 Disability/Target DIVISION
 Program Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Site 1 Zones 3
 2015 Prgm No. MSD-001

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Gross Budget	2015 Gross Budget
7000	7001	Executive Salaries	\$0.00	-
	7002	Professional Salaries	\$0.00	30,000
	7003	Clerical Staff Salaries	\$0.00	76,000
	7004	Technical Salaries	\$0.00	-
	7005	Maintenance Employee's Wages	\$0.00	-
	7006	Temporary Clerical Help	\$0.00	-
	7007	Student Stipends	\$0.00	-
	7008	Other Staff Salaries (Unclassified)	\$0.00	-
CONTROL ACCOUNT NO. 7000 SUB TOTAL*			\$ -	\$ 106,000
7100	7101	Accident Insurance Premiums	\$0.00	\$0.00
	7102	Life Insurance Premiums	\$0.00	\$0.00
	7103	Medical & Hospital Plan Premiums	\$0.00	\$37,100.00
	7104	Pension or Retirement Plan Premiums	\$0.00	\$0.00
	7105	Supp. Payments to Pensioned Employes	\$0.00	\$0.00
	7106	Payments to Annuitants	\$0.00	\$0.00
	7107	Employment Termination Expenses	\$0.00	\$0.00
	7108	Employee Tuition Reimburse. Plan	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7100 SUB TOTAL*			\$ -	\$ 37,100
7200	7201	FICA Payments (Employer's Share)	\$0.00	\$8,100.00
	7202	Unemployment Insurance	\$0.00	\$750.00
	7203	Workmen's Compensation Insurance	\$0.00	\$350.00
	7204	Disability Insurance Premiums	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7200 SUB TOTAL*			\$ -	\$ 9,200
8000**	8001	Medical & Dental Fees	\$0.00	\$0.00
	8002	Psychological Fees	\$0.00	\$0.00
	8003	Legal Fees	\$0.00	\$0.00
	8004	Rehabilitation & Education Fees	\$0.00	\$1,950.00
	8005	Development & Public Relations Fees	\$0.00	\$0.00
	8006	Brokerage, Commission, Collection Fee	\$0.00	\$0.00
	8007	Employment Fees	\$0.00	\$0.00
	8008	Audit Fees	\$0.00	\$2,730.00
	8009	Electronic Data Processing Service Fee	\$0.00	\$0.00
	8010	Other Contract Payments to Consultants	\$0.00	\$860.00
	8011	Talent Fees	\$0.00	\$0.00
	8012	Other Purchased Services	\$0.00	\$780.00
CONTROL ACCOUNT NO. 8000 SUB TOTAL*			\$ -	\$ 6,320

*Must be the same dollar amount as shown on Form 3

**Attach a copy of the memorandum of agreement between the agency and the professional when using Control Account No. 8000, Sub-Account Nos. 8001 through 8012.

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2012 Gross Budget	(C) 2013 Gross Budget
8100	8101	Medicine & Drugs (Clinic Use Only)	\$0.00	\$0.00
	8102	Prosthetic Appliances (Clinic Use Only)	\$0.00	\$0.00
	8103	Recreational, Voc. & Craft Supplies	\$0.00	\$0.00
	8104	Food & Beverages	\$0.00	\$0.00
	8105	Laundry, Linen, & Housekeeping Supplies.	\$0.00	\$0.00
	8106	Office Supplies-Stationery, Typing	\$0.00	\$2,690.00
	8107	Paper, Ink, Printing, Duplicating	\$0.00	\$3,640.00
	8108	New Goods Purchased	\$0.00	\$0.00
	8109	Raw Materials (Manufacturing) Purchased.	\$0.00	\$0.00
	8110	Manufacturing Supplies	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8100 SUB TOTAL*			\$ -	\$ 6,330
8200	8201	Telephone Expense	\$0.00	\$4,800.00
	8202	Telegraph Expense	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8200 SUB TOTAL*			\$ -	\$ 4,800
8300	8301	Postage and Parcel Post	\$0.00	\$3,500.00
	8302	Freight	\$0.00	\$0.00
	8303	Messenger & Delivery Service	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8300 SUB TOTAL *			\$ -	\$ 3,500
8400	8401	Office Rent	\$0.00	\$13,000.00
	8402	Other Bldg. & Parking Lot Rent	\$0.00	\$0.00
	8403	Bldg. & Bldg. Eq. Ins. (Gen. & Liability)	\$0.00	\$740.00
	8404	Mortgage Interest	\$0.00	\$0.00
	8405	Electricity	\$0.00	\$0.00
	8406	Gas	\$0.00	\$0.00
	8407	Heating Oil	\$0.00	\$0.00
	8408	Water & Sewer	\$0.00	\$0.00
	8409	Janitorial/Maintenance/Repairs Purchased	\$0.00	\$0.00
	8410	Real Estate Taxes	\$0.00	\$0.00
	8411	Personal Property Taxes	\$0.00	\$230.00
	8412	Licenses & Permits-Occupancy Related	\$0.00	\$0.00
	8413	Bldg. & Grounds Maintenance Supplies	\$0.00	\$0.00
	8414	Miscellaneous Occupancy Costs	\$0.00	\$0.00
	8415	Amortization/Leasehold Improvements	\$0.00	\$0.00
	8416	Depreciation - Buildings	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8400 SUB TOTAL*			\$ -	\$ 13,970
8500	8501	Equipment rental expenses	\$0.00	\$1,600.00
	8502	Equipment Maintenance expenses	\$0.00	\$0.00
	8503	Equipment - Depreciation	\$0.00	\$5,850.00
	8504	Equipment - Interest Expense	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8500 SUB TOTAL *			\$ -	\$ 7,450

Item # 28 Form 3SE1

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2014 Gross Budget	(C) 2015 Gross Budget
8600	8601	Printing	\$0.00	\$3,350.00
	8602	Artwork	\$0.00	\$0.00
	8603	Photography	\$0.00	\$0.00
	8604	Recording	\$0.00	\$0.00
	8605	Films	\$0.00	\$0.00
	8606	Subscriptions-Periodicals/Publication	\$0.00	\$0.00
	8607	Purchase of Publications	\$0.00	\$0.00
	8608	Media Use Charges-Public Information	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8600 SUB TOTAL* \$ - \$ 3,350

8700	8701	Local Bus & Taxicab Fares	\$0.00	\$0.00
	8702	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	8703	Repairs - Company Vehicles	\$0.00	\$0.00
	8704	Insurance - Company Vehicles	\$0.00	\$0.00
	8705	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	8706	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	8707	Auto Allowance(Employees/Vounteers)	\$0.00	\$2,270.00
	8708	Tires - Company Vehicles	\$0.00	\$0.00
	8709	Hotel, Meals, & Incidental Expenses	\$0.00	\$780.00
	8710	Depreciation - Automotive Equipment	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8700 SUB TOTAL* \$ - \$ 3,050

8800	8801	Meeting Space & Equipment Rental	\$0.00	\$0.00
	8802	Meeting Supplies (Notices,Badges,etc.)	\$0.00	\$0.00
	8803	Food & Beverages Costs(Mtg. Particip.)	\$0.00	\$0.00
	8804	Speaker's Honoraria & Expenses	\$0.00	\$0.00
	8805	Registration Fees	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8800 SUB TOTAL* \$ - \$ -

8900	8901	Medical Fees	\$0.00	\$0.00
	8902	Dental Fees	\$0.00	\$0.00
	8903	Medicines	\$0.00	\$0.00
	8904	Children's Board	\$0.00	\$0.00
	8905	Homemaker Service	\$0.00	\$0.00
	8906	Food Service	\$0.00	\$0.00
	8907	Shelter Service	\$0.00	\$0.00
	8908	Clothing Service	\$0.00	\$0.00
	8910	Recreation Service	\$0.00	\$0.00
	8911	Wage Supplements	\$0.00	\$0.00
	8912	Prosthetic Appliances	\$0.00	\$0.00
	8913	Hospital Fees	\$0.00	\$0.00
	8914	Testing Fees	\$0.00	\$0.00
	8915	Materials - Crafts, Vocation, etc.	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8900 SUB TOTAL* \$ - \$ -

Item # 28 Form 3SE1

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
Energy Services, Inc.				
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2014 Gross Budget	(C) 2015 Gross Budget
9000	9001	Individual Dues	\$0.00	\$0.00
	9002	Organizational Dues	\$0.00	\$0.00
CONTROL ACCOUNT NO 9000 SUB TOTAL*			\$ -	\$ -
9100	9101	Grants to Research Institutions	\$0.00	\$0.00
	9102	Graduate Fellowships	\$0.00	\$0.00
	9103	Trainee Scholarships	\$0.00	\$0.00
	9104	Other Scholarships/Tuition Payments	\$0.00	\$0.00
	9105	Allowance for Travel Under Grant	\$0.00	\$0.00
	9106	Allowance for Equipment Under Grant	\$0.00	\$0.00
	9107	Lump Sum Camperships	\$0.00	\$0.00
	9108	Contribution/Grants to Hum. Serv. Org	\$0.00	\$0.00
	9109-50	Awards & Grants to Indiv./Other Org.	\$0.00	\$81,900.00
	9151-99	Awards & Grants to Affiliate Organizat. (Misc)	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9100 SUB TOTAL *			\$ -	\$ 81,900
9200	9201	Administrative Costs (Indirect Costs)	\$0.00	10,600
	9202	Transportation		-
CONTROL ACCOUNT NO. 9200 SUB TOTAL*			\$ -	\$ 10,600
9300	9301	Local Bus & Taxicab Fares	\$0.00	\$0.00
	9302	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	9303	Repairs - Company Vehicles	\$0.00	\$0.00
	9304	Insurance - Company Vehicles	\$0.00	\$0.00
	9305	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	9306	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	9307	Tires - Company Vehicles	\$0.00	\$0.00
	9308	Depreciation - Auto Equipment	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9300 SUB TOTAL*			\$ -	\$ -
9400	9401	Employee Malpractice Insurance	\$0.00	\$0.00
	9402	Employee Bonding Insurance	\$0.00	\$0.00
	9403	Other	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9400 SUB TOTAL *			\$ -	\$ -
9500	9501-9504	Depreciation or Amortization	\$0.00	\$0.00
See Accounts Related to the Statement of Expenses in the GUIDELINES.				
9600	9601-9690	Allocations to Agencies,	\$0.00	\$0.00
	9691	Payments to Affiliated Organizations	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9600 SUB TOTAL*			\$ -	\$ -
GRAND TOTAL***			\$ -	\$ 293,570

***Must be the same dollar amount as shown on Form 3, on the line titled "TOTAL EXPENSES"

Rev. 6/14

Date (Initial): April 9, 2015
Date (Final):

Item # 28 Form 3SE1

FORM 4 ANTICIPATED PROGRAM REVENUE

Agency Name Energy Services, Inc.
 Disability/Target Gr DIVISION
 Program Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Site 1 Zones 3

2015 Prgm No. **MSD-001**

Control Acct. No.	(A)	(B)	(C)
	Revenue	2014 Rev. Budget	2015 Rev. Budget
4000	Contributions and Donations	-	138,600
4100	Contributions to Building Fund	-	-
4200	Special Events	-	-
4300	Legacies and Bequests	-	-
4500	Collected through Local Member Units	-	-
4600	Contributed by Associated Organizations	-	-
4700	Allocated by Federated Fund Raising Organizations	-	-
4800	Allocated by Unassociated and Non-Federated Fund Raising Organizations	-	-
5100	Other Government Purchase of Service (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5200	Grants from Other Governmental Agencies (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5300	Revenues From HMO and PPO	-	-
6000	Membership Dues	-	-
6100	Assessments and Dues-Local Member Units	-	-
6200	Program Service Fees - Other	-	-
6300	Intra-Agency Sales of Supplies and Services	-	-
6400	Revenues from Disposal of Assets	-	-
6500	Investment Income	-	-
6600	Gains (Losses) on Investment Transactions	-	-
6700	Miscellaneous Revenue	-	-
TOTAL NON-DHHS REVENUE		\$ -	\$ 138,600
DHHS CONTRACT REQUEST		-	154,970
TOTAL REVENUE		\$ -	\$ 293,570

Rev. 6/14

Date (Initial): _____ April 9, 2015
 Date (Final): _____

Item # 28 Form 4E1

Agency Name Energy Services, Inc.
 Disability/Target Group DIVISION
 Program Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Site 1 Zones 3

2015 Prgm No. MSD-001

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
4000	4001	In-Kind Materials	-	-
	4002	In-Kind Services	-	-
	4003	Unrestricted Cash	-	-
	4004	Restricted Cash	-	-
	4005	Other	-	138,600
CONTROL ACCOUNT NO. 4000 SUB TOTAL*			-	138,600
4100		Contributions to Building Fund	-	-
CONTROL ACCOUNT NO. 4100 SUB TOTAL*			-	-
4200		Special Events	-	-
CONTROL ACCOUNT NO. 4200 SUB TOTAL*			-	-
4300	4301	Endowments	-	-
	4302	Trusts	-	-
	4303	Other	-	-
CONTROL ACCOUNT NO. 4300 SUB TOTAL*			-	-
4500		Collected Through Local Member Units	-	-
CONTROL ACCOUNT NO. 4500 SUB TOTAL*			-	-
4600		Contributed by Associated Organizations	-	-
CONTROL ACCOUNT NO. 4600 SUB TOTAL*			-	-
4700		Allocated by Federated Fund Raising Org.	-	-
	4701	United Way	-	-
	4702	Other	-	-
CONTROL ACCOUNT NO. 4700 SUB TOTAL *			-	-
4800		Allocated by Unassociated and Non-Federated Fund Raising Org.	-	-
CONTROL ACCOUNT NO. 4800 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name Energy Services, Inc.

2015 Prgm No.

MSD-001

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
5100	5101	Title XX-Milwaukee County (Do not include any DHHS Requests)	-	-
	5102	Title XX-Other Counties	-	-
	5103	Title IVA (AFDC Unemployment Actual)- Milwaukee County	-	-
	5104	Title IVA (AFDC Unemployment Actual)- Other Counties	-	-
	5105	Title IVA (WEOP) - Milwaukee County	-	-
	5106	Title IVA (WEOP) - Other Counties	-	-
	5107	51.42/437 - Milwaukee County	-	-
	5108	51.42/437 - Other Counties	-	-
	5109	Title I - Milwaukee County	-	-
	5110	Title I - Other Counties	-	-
	5111	Title III - Milwaukee County	-	-
	5112	Title III - Other Counties	-	-
	5113	USDA Food Stamps	-	-
	5114	Title XVIII - Medicare	-	-
	5115	Title XIX - Medicaid	-	-
	5116	Social Security and SSI	-	-
	5117	CIP Revenue from Milwaukee County DSD	-	-
	5118	CIP Revenue from Other Counties	-	-
	5119	COP Revenue from Milwaukee County DSD	-	-
	5120	COP Revenue from Other Counties	-	-
	5121	Wiser Choice /AODA voucher Revenue	-	-
	5122	Wraparound Milwaukee Revenue	-	-
	5123	Children's Court Services Revenue(CCSN)	-	-
	5124	Milwaukee County Depart. of Aging Revenue	-	-
	5125	Other	-	-
5126-99	Other Governmental Purchase of Service	-	-	
CONTROL ACCOUNT NO. 5100 SUB TOTAL *			-	-
5200	5201	Direct Federal Grants	-	-
	5202	Direct State Grants	-	-
	5203	Direct County Grants	-	-
	5204	Direct City and Municipal Grants	-	-
	5206	Title III Grants	-	-
	5210	Other Grants from Governmental Agencies	-	-
CONTROL ACCOUNT NO. 5200 SUB TOTAL*			-	-
5300	5301	Revenue from Title XIX-AFDC Clients	-	-
	5302	Revenue from Non-Title XIX Clients	-	-
CONTROL ACCOUNT NO. 5300 SUB TOTAL*			-	-
6000		Membership Dues - Individuals	-	-
CONTROL ACCOUNT NO. 6000 SUB TOTAL*			-	-
6100		Assessments & Dues-Local Member Units	-	-
CONTROL ACCOUNT NO. 6100 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name		Energy Services, Inc.		2015 Prgm No.	MSD-001
Control Acct. No.	Sub-Account Number	(A)	(B)	(C)	
		Account Description	2014 Revenue Budget	2015 Revenue Budget	
6200	6201	Income from Private Pay Clients	-	-	
	6202	Income from Title IVA (AFDC Employed Actual) Clients	-	-	
	6203	Income from Title XX Clients (Direct Pay Portion Only)	-	-	
	6204	Income from 51.421.437 Clients (Direct Pay Portion Only)	-	-	
	6205	Income from Client Pick-up and Delivery Charges	-	-	
	6206	Income from Client Insurance Carriers (Other than Medicare - Title XVIII)	-	-	
	6207	Other Third Party Non-Governmental Income	-	-	
CONTROL ACCOUNT NO. 6200 SUB TOTAL*			-	-	
6300		Intra-Agency Sales of Supplies & Service	-	-	
CONTROL ACCOUNT NO. 6300 SUB TOTAL *			-	-	
6400	6401	Sale of Production	-	-	
	6402	Sale of Property & Other Assets	-	-	
	6403	Sale of Staff Services	-	-	
CONTROL ACCOUNT NO. 6400 SUB TOTAL*			-	-	
6500	6501	Interest	-	-	
	6502	Dividends	-	-	
	6503	Other	-	-	
CONTROL ACCOUNT NO. 6500 SUB TOTAL*			-	-	
6600		Gains (Losses) on Investment Trans.	-	-	
CONTROL ACCOUNT NO. 6600 SUB TOTAL *			-	-	
6900		Miscellaneous Revenue	-	-	
CONTROL ACCOUNT NO. 6900 SUB TOTAL*			-	-	
GRAND TOTAL**			-	138,600	

*Must be the same dollar amount as shown on Form 4.

**Must be the same dollar amount as shown on Form 4, on the line titled "TOTAL NON-DHHS REVENUE"

Date (Initial): April 9, 2015
 Date (Final):

Rev. 6/14

FORM 2B - EMPLOYEE DEMOGRAPHICS SUMMARY

Agency Name: **Energy Services, Inc.**

Program	Position Code (Column 2, Form 2 Code)	Employee Demographics (Column 3, Form 2 Ethnic group)	Number of FTEs
Energy Assistance	1	A	0
Energy Assistance	1	B	0
Energy Assistance	1	H	0
Energy Assistance	1	I	0
Energy Assistance	1	W	0
Energy Assistance	2	A	0
Energy Assistance	2	B	0
Energy Assistance	2	H	0
Energy Assistance	2	I	0
Energy Assistance	2	W	0
Energy Assistance	3	A	0
Energy Assistance	3	B	0
Energy Assistance	3	H	0
Energy Assistance	3	I	0
Energy Assistance	3	W	0
Energy Assistance	4	A	0
Energy Assistance	4	B	0
Energy Assistance	4	H	0
Energy Assistance	4	I	0
Energy Assistance	4	W	0
Energy Assistance	5	A	0
Energy Assistance	5	B	0
Energy Assistance	5	H	0
Energy Assistance	5	I	0
Energy Assistance	5	W	0
Energy Assistance	6	A	0
Energy Assistance	6	B	0
Energy Assistance	6	H	0
Energy Assistance	6	I	0
Energy Assistance	6	W	0
Energy Assistance	7	A	0
Energy Assistance	7	B	0
Energy Assistance	7	H	0
Energy Assistance	7	I	0
Energy Assistance	7	W	0
Energy Assistance	8	A	0
Energy Assistance	8	B	0
Energy Assistance	8	H	0
Energy Assistance	8	I	0
Energy Assistance	8	W	0
*If full-time equivalents (FTE's) are not based on 40 hours per week, specify:			0

% of Handicapped employees	0.00%
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Ethnicity % to total FTE
Rev. 6/14

A	B	H	I	W

FORM 5 TOTAL AGENCY ANTICIPATED EXPENSES

AGENCY N Energy Services, Inc.

If you have a Federally approved Inflation rate Enter it here as %: _____

(A)	(B)	(C)	(D)	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	(F)	(G)
Control Acct. No.	2013 Actual	2014 Gross Budget	2015 Gross Budget	Bergy Assistance (program) Gross Budget	Bergy Assistance (program) Gross Budget	Bergy Assistance (program) Gross Budget	Program Name (program) Gross Budget	Program Name (program) Gross Budget	Program Name (program) Gross Budget	Indirect Costs Gross Budget	Other Contracts Programs & Functions**
7000 Salaries		2,669,008	2,669,008	106,000	66,000	59,000	-	-	-	-	2,994,908
7100 Employee Health & Retirement Benefits		816,630	816,630	31,100	30,100	29,100	-	-	-	-	740,330
7200 Payroll Taxes		280,785	280,785	9,285	7,275	6,875	-	-	-	-	177,435
8000 Professional Fees		164,083	164,083	6,320	5,020	4,860	-	-	-	-	151,883
8100 Supplies		95,252	95,252	6,330	5,100	4,795	-	-	-	-	83,427
8200 Telephone		151,027	151,027	4,800	3,800	3,700	-	-	-	-	140,732
8300 Postage and Shipping		57,866	57,866	3,500	2,800	2,700	-	-	-	-	48,866
8400 Occupancy		354,679	354,679	12,970	11,540	11,990	-	-	-	-	316,979
8500 Rental, Maintenance & Depreciation of Equipment		93,464	93,464	7,450	5,950	5,800	-	-	-	-	74,964
8600 Printing and Publications		69,264	69,264	3,250	2,670	2,500	-	-	-	-	60,664
8700 Travel		110,469	110,469	3,050	2,420	2,355	-	-	-	-	102,644
8800 Conferences, Conventions, Meetings		42,447	42,447	-	-	-	-	-	-	-	42,447
8900 Specific Assistance to Individuals		2,771,618	2,771,618	-	-	-	-	-	-	-	2,771,618
9000 Membership Dues		2,500	2,500	-	-	-	-	-	-	-	2,500
9100 Awards and Grants		-	-	81,900	65,100	63,000	-	-	-	-	(310,000)
9200 Allocated Costs (from indirect Cost Allocation Min. if applicable) *		-	-	10,600	9,600	8,310	-	-	-	(267,000)	239,499
9300 Client Transportation		-	-	-	-	-	-	-	-	-	-
9400 Miscellaneous		15,641	15,641	-	-	-	-	-	-	-	15,641
9500 Depreciation or Amortization		-	-	-	-	-	-	-	-	-	-
9600 Allocations to Agencies, Payments to Affiliated Organizations		-	-	-	-	-	-	-	-	-	-
TOTAL EXPENSES		7,645,843	7,645,843	263,570	236,375	230,085	-	-	-	(267,000)	7,152,842
PROFIT FACTOR		-	-	263,570	236,375	230,085	-	-	-	(267,000)	7,152,842
TOTAL EXPENSES INCLUDING PROFIT		7,645,843	7,645,843	263,570	236,375	230,085	-	-	-	(267,000)	7,152,842
TOTAL NON-WEB CONTRACT REVENUE REQUEST		7,645,843	7,645,843	193,600	71,400	250,865	-	-	-	(267,000)	7,435,843
TOTAL DUES REQUEST		-	-	154,970	164,975	250,865	-	-	-	(267,000)	(283,061)

Rev. 6/14

Date (Initial): _____
Date (Print): APR 29, 2015

* Control Account Number 9200, Allocated Costs, column F, should be entered as a negative number in order for column D to cross-foot to zero.

** Use Other Contracts Programs & Functions, column G for all non-Milwaukee County programs or functions

FORM 5A TOTAL AGENCY ANTICIPATED REVENUE

AGENCY NAME: Energy Services, Inc.

Control Acct. No.	(A) Revenue	(B) 2013 Actual	(C) 2014 Revenue Budget	(D) 2015 Revenue Budget	(E1) Energy Assistance (program) Revenue Budget	(E2) Energy Assistance (program) Revenue Budget	(E3) Energy Assistance (program) Revenue Budget	(E4) Program Name (program) Revenue Budget	(E5) Program Name (program) Revenue Budget	(E6) Program Name (program) Revenue Budget	(F) Indirect Costs Revenue Budget	(G) Other Contracts Pkgs. & Func. Revenue Budget
4900	Contributions and Donations			1,075,000	136,600	71,400						865,000
4100	Contributions in Building Fund											
4200	Special Events											
4300	Legislator and Requests											
4500	Collected through Local Member Units											
4600	Contributed by Associated Organizations			115,063								115,063
4700	Allocated by Federated Fund Raising Organizations											
4800	Other Government Purchase of Services (DO NOT INCLUDE ANY REQUESTS FROM DHHS)			1,479,209								1,479,209
5100	Grants from Other Governmental Agencies (DO NOT INCLUDE ANY REQUESTS FROM DHHS)			4,953,171								4,953,171
5200	Revenues from HMO and PPO											
6000	Membership Dues											
6100	Assessments and Dues-Local Member Units											
6200	Program Services Fee-Other			6,906								6,906
6300	Intra-Agency Sales of Supplies and Services											
6400	Revenues from Disposal of Assets			2,906								2,906
6500	Investment Income											
6600	Gain (and Losses) on Investment Transactions											
6700	Miscellaneous Revenue			14,000								14,000
	TOTAL NON-DHHS CONTRACT REVENUE			7,645,843	138,600	71,400						7,645,843
	DHHS CONTRACT REQUEST				154,979	164,979						330,855
	TOTAL REVENUE			7,645,843	293,579	236,379						6,885,542

Date (Initial):
Date (Final): 3/27/15

* Use Other Contract Programs & Functions, column G for all non-Milwaukee County programs or functions

FORM 5A TOTAL AGENCY ANTICIPATED REVENUE

AGENCY NAME: Energy Services, Inc.

Control Acct. No.	(A) Revenue	(B) 2013 Actual	(C) 2014 Revenue Budget	(D) 2015 Revenue Budget	(E1) Energy Assistance (program) Revenue Budget	(E2) Energy Assistance (program) Revenue Budget	(E3) Energy Assistance (program) Revenue Budget	(E4) Program Name (program) Revenue Budget	(E5) Program Name (program) Revenue Budget	(E6) Program Name (program) Revenue Budget	(F) Indirect Costs Revenue Budget	(G) Other Contracts Prog. & Pnc. Revenue Budget*
4890	Contributions and Donations			1,475,000	138,650	71,400						863,600
4100	Contributions to Building Fund											
4200	Special Events											
4300	Legacies and Bequests											
4500	Collected through Local Member Units											
4600	Contributed by Associated Organizations			115,000								115,000
4700	Allocated by Federated Fund Raising Organizations											
4800	Allocated by Unsubscribed and Non-Reserved Fund Raising Organizations			1,475,000								1,475,000
5100	Other Government Purchase of Service (DO NOT INCLUDE ANY REQUESTS FROM DHHS)			4,953,171								4,953,171
5800	Grants from Other Governmental Agencies											
5900	(DO NOT INCLUDE ANY REQUESTS FROM DHHS)											
5900	Revenue from NIMD and PPO											
6000	Membership Dues											
6100	Assessments and Dues-Local Member Units											
6200	Program Service Fees-Other			6,500								6,500
6300	Intra-Agency Sales of Supplies and Services											
6400	Revenue from Disposal of Assets											
6500	Investment Income			2,500								2,500
6600	Grants (incl. Loans) on Investment Transactions											
6700	Miscellaneous Revenue			14,000								14,000
	TOTAL NON-DHHS CONTRACT REVENUE			7,645,843	138,650	71,400						7,635,843
	DHHS CONTRACT REQUEST				154,970	164,975						(50,000)
	TOTAL REVENUE			7,645,843	293,620	236,375						7,635,843

Date (Month/Day/Year): April 2015

* Use Other Contracts Programs & Functions column G for all non-Milwaukee County programs or functions

Form 6 INDIRECT COST ALLOCATION PLAN
Summary Sheet

Agency Name: Energy Services, Inc.

2 Disability/Target Group:

DIVISION

(Use additional copies of this form as needed.)

9.00

A	B	C	Form 6D	Form 6E	Form 6F	Form 6G	Form 6H	I
Account Number	Indirect Cost Account Description	Total Agency Indirect Costs Σ col (D) to col (H)	Direct Salaries Allocation	FTE Allocation	Square Footage Allocation	Direct Cost Allocation	Other Allocation	Unallowable Indirect Costs**
7000	Salaries	-	133,500					\$ (133,500)
7100	Employee Health & Retirement Ben.	-	46,700					\$ (46,700)
7200	Payroll Taxes	-	10,500					\$ (10,500)
8000	Professional Fees	-	9,200					\$ (9,200)
8100	Supplies	-	8,800					\$ (8,800)
8200	Telephone	-	10,600					\$ (10,600)
8300	Postage & Shipping	-	6,500					\$ (6,500)
8400	Occupancy	-	12,800					\$ (12,800)
8500	Rental & Maintenance of Equip.	-	6,800					\$ (6,800)
8600	Printing & Publications	-	6,800					\$ (6,800)
8700	Employee Travel	-	5,200					\$ (5,200)
8800	Conferences, Conventions, Meetings	-	2,400					\$ (2,400)
8900	Specific Assistance to Individuals	-						\$ -
9000	Membership Dues	-						\$ -
9100	Awards & Grants	-						\$ -
9300	Client Transportation	-						\$ -
9400	Other Miscellaneous (Specify)	-						\$ -
9500	Depreciation or Amortization	-	7,200					\$ (7,200)
9600	Allocations to Agencies	-						\$ -
*****	Interest	-						\$ -
*****	Bad Debt	-						\$ -
	TOTAL INDIRECT COSTS *	\$ -	\$ 267,000	\$ -	\$ -	\$ -	\$ -	\$ (267,000)

* Individual line entries for Total Agency Indirect Costs (column C) should be entered on the corresponding respective line on Form 5, column F.

** Enter Agency Indirect Costs which may not be allocated to Milwaukee County Programs under Federal & State Cost Principles

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14

Date (Initial):

Date (Final):

Item # 28 Form 6

Form 6D DIRECT COST ALLOCATION PLAN
Allocation Basis: Direct Salaries

1 Agency Name: Energy Services, Inc.
 2 Disability/Target Group: DIVISION
 (Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct Salaries Allocation *	Energy Assistance (program)	Energy Assistance (program)	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	133,500							
7100	Employee Health & Retirement Ben.	46,700							
7200	Payroll Taxes	10,500							
8000	Professional Fees	9,200							
8100	Supplies	8,800							
8200	Telephone	10,600							
8300	Postage & Shipping	6,500							
8400	Occupancy	12,800							
8500	Rental & Maintenance of Equip.	6,800							
8600	Printing & Publications	6,800							
8700	Employee Travel	5,200							
8800	Conferences, Conventions, Meetings	2,400							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	7,200							
9600	Allocations to Agencies	-							
	Interest	-							
	Bad Debt	-							
	TOTAL INDIRECT COSTS **	\$ 267,000	10,600	8,600	8,300	-	-	-	239,499
	TOTAL DIRECT SALARIES	\$ 2,669,908	106,000	86,000	83,000	-	-	-	2,394,908

* Individual line entries for Total Direct Salaries Allocation (column C) come from the Indirect Cost Summary Form 6 (column D).
 ** Totals for each Program (columns D through K) should be entered in Control Account Number 9200. Allocated Costs on Form 3 (column C) for each Milwaukee County program All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 3, column G.
 As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.
 Rev. 6/14

Date (Initial): _____ Date (Final): April 9, 2015
 Item # 28 Form 6

Form 6E DIRECT COST ALLOCATION PLAN
Allocation Basis: Direct FTE

1 Agency Name: Energy Services, Inc.
 2 Disability/Target Group: DIVISION
 (Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct FTE Allocation *	Energy Assistance (program)	Energy Assistance (program)	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-							
7100	Employee Health & Retirement Ben.	-							
7200	Payroll Taxes	-							
8000	Professional Fees	-							
8100	Supplies	-							
8200	Telephone	-							
8300	Postage & Shipping	-							
8400	Occupancy	-							
8500	Rental & Maintenance of Equip.	-							
8600	Printing & Publications	-							
8700	Employee Travel	-							
8800	Conferences, Conventions, Meetings	-							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	-							
9600	Allocations to Agencies	-							
	Interest	-							
	Bad Debt	-							
	TOTAL INDIRECT COSTS **	\$0	-	-	-	-	-	-	-
	TOTAL FTE	11.50	4.50	3.50	3.50	-	-	-	-

* Individual line entries for Total Direct FTE Allocation (column C) come from the Indirect Cost Summary Form 6 (column E).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200, Allocated Costs on Form 3 (column C) for each Milwaukee County program. All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 5, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14

Date (Initial):

April 9, 2015 Date (Final):

Item # 28 Form 6

Form 6F DIRECT COST ALLOCATION PLAN

Allocation Basis: Square Footage

1 Agency Name: Energy Services, Inc.

2 Disability/Target Group: _____

DIVISION

(Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct Sq Footage Allocation *	Energy Assistance (program)	Energy Assistance (program)	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-							
7100	Employee Health & Retirement Ben.	-							
7200	Payroll Taxes	-							
8000	Professional Fees	-							
8100	Supplies	-							
8200	Telephone	-							
8300	Postage & Shipping	-							
8400	Occupancy	-							
8500	Rental & Maintenance of Equip.	-							
8600	Printing & Publications	-							
8700	Employee Travel	-							
8800	Conferences, Conventions, Meetings	-							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	-							
9600	Allocations to Agencies	-							
	Interest	-							
	Acc. Debt	-							
	TOTAL INDIRECT COSTS **	\$0							
	TOTAL SQUARE FOOTAGE	-							

* Individual line entries for Total Direct Square Footage Allocation (column C) come from the Indirect Cost Summary Form 6 (column F).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200. Allocated Costs on Form 3 (column C) for each Milwaukee County program All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 5, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14

Date (Initial): _____

Date (Final): April 9, 2015

Item # 28 Form 6

Form 6G DIRECT COST ALLOCATION PLAN
Allocation Basis: Direct Cost

1 Agency Name: Energy Services, Inc.
 2 Disability/Target Group: DIVISION
 (Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Allowable Total Direct Cost Allocation *	Energy Assistance (program)	Energy Assistance (program)	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-	-	-	-	-	-	-	-
7100	Employee Health & Retirement Ben.	-	-	-	-	-	-	-	-
7200	Payroll Taxes	-	-	-	-	-	-	-	-
8000	Professional Fees	-	-	-	-	-	-	-	-
8100	Supplies	-	-	-	-	-	-	-	-
8200	Telephone	-	-	-	-	-	-	-	-
8300	Postage & Shipping	-	-	-	-	-	-	-	-
8400	Occupancy	-	-	-	-	-	-	-	-
8500	Rental & Maintenance of Equip.	-	-	-	-	-	-	-	-
8600	Printing & Publications	-	-	-	-	-	-	-	-
Rev. 3/10	Employee Travel	-	-	-	-	-	-	-	-
8800	Conferences, Conventions, Meetings	-	-	-	-	-	-	-	-
8900	Specific Assistance to Individuals	-	-	-	-	-	-	-	-
9000	Membership Dues	-	-	-	-	-	-	-	-
9100	Awards & Grants	-	-	-	-	-	-	-	-
9300	Client Transportation	-	-	-	-	-	-	-	-
9400	Other Miscellaneous (Specify)	-	-	-	-	-	-	-	-
9500	Depreciation or Amortization	-	-	-	-	-	-	-	-
9600	Allocations to Agencies	-	-	-	-	-	-	-	-
	Interest	-	-	-	-	-	-	-	-
	Bad Debt	-	-	-	-	-	-	-	-
	TOTAL INDIRECT COSTS **	\$0	282,970	227,775	221,755	-	-	-	-
	TOTAL DIRECT COSTS	\$7,645,843	-	-	-	-	-	-	6,913,343

* Individual line entries for Total Direct Cost Allocation (column C) come from the Indirect Cost Summary Form 6 (column G).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200, Allocated Costs on Form 3 (column C) for each Milwaukee County program. All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 5, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.
 Rev. 6/14

Date (Initial): _____ Date (Final): April 9, 2015

Item # 28 Form 6

Form 6H DIRECT COST ALLOCATION PLAN

Allocation Basis: Other Allocation Basis

1 Agency Name: Energy Services, Inc.

2 Disability/Target Group: _____

DIVISION

(Use additional copies of this form as needed.)

A	B	C	(E1)	(E2)	(E3)	(E4)	(E5)	(E6)	L
Account Number	Indirect Cost Account Description	Total Other Allowable Allocation Basis *	Energy Assistance (program)	Energy Assistance (program)	Energy Assistance (program)	Program Name (program)	Program Name (program)	Program Name (program)	Other Contracts Programs & Functions
7000	Salaries	-							
7100	Employee Health & Retirement Ben.	-							
7200	Payroll Taxes	-							
8000	Professional Fees	-							
8100	Supplies	-							
8200	Telephone	-							
8300	Postage & Shipping	-							
8400	Occupancy	-							
8500	Rental & Maintenance of Equip.	-							
8600	Printing & Publications	-							
8700	Employee Travel	-							
8800	Conferences, Conventions, Meetings	-							
8900	Specific Assistance to Individuals	-							
9000	Membership Dues	-							
9100	Awards & Grants	-							
9300	Client Transportation	-							
9400	Other Miscellaneous (Specify)	-							
9500	Depreciation or Amortization	-							
9600	Allocations to Agencies	-							
	Interest	-							
	Bad Debt	-							
	TOTAL INDIRECT COSTS *	-							
	TOTAL ALLOCATION BASIS	-							

* Individual line entries for Total Other Allocation Basis (column C) come from the Indirect Cost Summary Form 6 (column H).

** Totals for each Program (columns D through K) should be entered in Control Account Number 9200. Allocated Costs on Form 3 (column C) for each Milwaukee County program. All other non-Milwaukee County contracts, programs & functions should be entered in column L, Total Indirect Costs, and carried to Form 5, column G.

As part of program budgeting, agencies which are contracted to provide more than one program are required to assign indirect costs to each program under contract. Describe the formula/method used to distribute indirect costs to programs.

Rev. 6/14

Date (Initial): _____

Date (Final): April 9, 2015

Item # 28 Form 6

FORM 1 - 2015 PROGRAM VOLUME DATA AND UNIT COST CALCULATION

Programs funded by Site must include separate form for each Site.

AGENCY NAME Energy Services, Inc.
 NAME & ADDRESS OF PROGRAM SITE Energies Serices for Milwaukee Co.
Site 2 Zone 5
 AGENCY FEDERAL TAX ID NUMBER 39-1443614
 DHHS DIVISION DIVISION
 PROGRAM NAME Energy Assistance
 (SELECT FROM TABLE OF CONTENTS) 2015 Prgm No. MSD-001

NUMBER OF DAYS PROGRAM OPERATES PER WEEK

NUMBER HOURS PROGRAM OPERATES PER DAY

NUMBER OF CASES TO BE SERVED PER YEAR *

TYPE OF UNIT: Month / Day/ Hour/1/4 Hour/other Other: (Specify)

All Proposers must provide the UNIT details even if their Programs are Cost reimbursement only

<u>COST CALCULATIONS:</u>			
	TOTAL PROGRAM UNITS (A)	PROGRAM COST BY FUNDING SOURCE (B)	COST PER UNIT (C)
1. DHHS Program's Units and Costs	<input type="text" value="4,980.00"/>	<input type="text" value="\$ 164,975"/>	<input type="text" value="\$ 33.13"/>
2. Other Funding Source's Units and Costs	<input type="text" value="0.00"/>	<input type="text" value="\$ 71,400"/>	<input type="text" value="\$ -"/>
3. Total	<input type="text" value="4,980.00"/>	<input type="text" value="\$ 236,375"/>	<input type="text" value="\$ 47.46"/>
4. 2014 Budgeted Units and Costs	<input type="text" value="0.00"/>	<input type="text" value="\$ -"/>	<input type="text" value="\$ -"/>
5. 2013 Actual Units and Costs	<input type="text" value="0.00"/>	<input type="text" value="\$ -"/>	<input type="text" value="\$ -"/>

* THIS SAME FIGURE IS TO BE USED AS THE "TOTAL" ON THE CLIENT CHARACTERISTICS CHART
 A Form 1 must be completed for each site (address) if the agency is reimbursed by site.

Rev. 6/14 DATE (INITIAL): _____ April 9, 2015 DATE (FINAL): _____

FORM 2B - EMPLOYEE DEMOGRAPHICS SUMMARY

Agency Name: Energy Services, Inc.

Program	Position Code (Column 2, Form 2 Code)	Employee Demographics (Column 3, Form 2 Ethnic group)	Number of FTEs
Energy Assistance	1	A	0
Energy Assistance	1	B	0
Energy Assistance	1	H	0
Energy Assistance	1	I	0
Energy Assistance	1	W	0
Energy Assistance	2	A	0
Energy Assistance	2	B	0
Energy Assistance	2	H	0
Energy Assistance	2	I	0
Energy Assistance	2	W	0
Energy Assistance	3	A	0
Energy Assistance	3	B	0
Energy Assistance	3	H	0
Energy Assistance	3	I	0
Energy Assistance	3	W	0
Energy Assistance	4	A	0
Energy Assistance	4	B	0
Energy Assistance	4	H	0
Energy Assistance	4	I	0
Energy Assistance	4	W	0
Energy Assistance	5	A	0
Energy Assistance	5	B	0
Energy Assistance	5	H	0
Energy Assistance	5	I	0
Energy Assistance	5	W	0
Energy Assistance	6	A	0
Energy Assistance	6	B	0
Energy Assistance	6	H	0
Energy Assistance	6	I	0
Energy Assistance	6	W	0
Energy Assistance	7	A	0
Energy Assistance	7	B	0
Energy Assistance	7	H	0
Energy Assistance	7	I	0
Energy Assistance	7	W	0
Energy Assistance	8	A	0
Energy Assistance	8	B	0
Energy Assistance	8	H	0
Energy Assistance	8	I	0
Energy Assistance	8	W	0
*If full-time equivalents (FTE's) are not based on 40 hours per week, specify:			0

% of Handicaped employees	0.00%
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Ethnicity % to total FTE
Rev. 6/14

A	B	H	I	W

FORM 3 ANTICIPATED PROGRAM EXPENSES

Agency Name **Energy Services, Inc.**
 Disability/Target **(DIVISION)**
 Program Name **Energy Assistance**
 Facility Name **Energies Serices for Milwaukee Co.**
 Address **Site 2 Zone 5**

2015 Prgm No. **MSD-001**

Control Acct. No.	(A) Expenditure Description	(B)	(C)
		2014 Gross Budget	2015 Gross Budget
7000	Salaries	-	86,000
7100	Employee Health & Retirement Benefits	-	30,100
7200	Payroll Taxes	-	7,275
8000	Professional Fees	-	5,020
8100	Supplies	-	5,100
8200	Telephone	-	3,800
8300	Postage and Shipping	-	2,800
8400	Ocupancy	-	11,540
8500	Rental, Maintenance & Depreciation of Equipment	-	5,950
8600	Printing and Publications	-	2,670
8700	Travel	-	2,420
8800	Conferences, Conventions, Meetings	-	-
8900	Specific Assistance to Individuals	-	-
9000	Membership Dues	-	-
9100	Awards and Grants	-	65,100
9200	Allocated Costs (From Indirect Cost Allocation Plan, if appropriate)	-	8,600
9300	Client Transportation	-	-
9400	Miscellaneous	-	-
9500	Depreciation or Amortization	-	-
9600	Allocations to Agencies, Payments to Affiliated Organizations	-	-
	TOTAL EXPENSES	\$ -	\$ 236,375
0.00%	PROFIT FACTOR	-	-
	TOTAL EXPENSES INCLUDING PROFIT	\$ -	\$ 236,375
	TOTAL NON-DHHS CONTRACT REV. BROUGHT FWD	-	71,400
	TOTAL DHHS REQUEST	\$ -	\$ 164,975

Rev. 6/14

Date (Initial): **April 9, 2015**

Item # 28 Form 3E2

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name **Energy Services, Inc.**
 Disability/Target **DIVISION**
 Program **Energy Assistance** 2015 Prgm No. **MSD-001**
 Facility Name **Energies Serices for Milwaukee Co.**
 Address **Site 2 Zone 5**

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Gross Budget	2015 Gross Budget
7000	7001	Executive Salaries	\$0.00	-
	7002	Professional Salaries	\$0.00	30,000
	7003	Clerical Staff Salaries	\$0.00	56,000
	7004	Technical Salaries	\$0.00	-
	7005	Maintenance Employee's Wages	\$0.00	-
	7006	Temporary Clerical Help	\$0.00	-
	7007	Student Stipends	\$0.00	-
	7008	Other Staff Salaries (Unclassified)	\$0.00	-
CONTROL ACCOUNT NO. 7000 SUB TOTAL*			\$ -	\$ 86,000
7100	7101	Accident Insurance Premiums	\$0.00	\$0.00
	7102	Life Insurance Premiums	\$0.00	\$0.00
	7103	Medical & Hospital Plan Premiums	\$0.00	\$30,100.00
	7104	Pension or Retirement Plan Premiums	\$0.00	\$0.00
	7105	Supp. Payments to Pensioned Employes	\$0.00	\$0.00
	7106	Payments to Annuitants	\$0.00	\$0.00
	7107	Employment Termination Expenses	\$0.00	\$0.00
	7108	Employee Tuition Reimburse. Plan	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7100 SUB TOTAL*			\$ -	\$ 30,100
7200	7201	FICA Payments (Employer's Share)	\$0.00	\$6,600.00
	7202	Unemployment Insurance	\$0.00	\$400.00
	7203	Workmen's Compensation Insurance	\$0.00	\$275.00
	7204	Disability Insurance Premiums	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7200 SUB TOTAL*			\$ -	\$ 7,275
8000**	8001	Medical & Dental Fees	\$0.00	\$0.00
	8002	Psychological Fees	\$0.00	\$0.00
	8003	Legal Fees	\$0.00	\$0.00
	8004	Rehabilitation & Education Fees	\$0.00	\$1,550.00
	8005	Development & Public Relations Fees	\$0.00	\$0.00
	8006	Brokerage, Commission, Collection Fee	\$0.00	\$0.00
	8007	Employment Fees	\$0.00	\$0.00
	8008	Audit Fees	\$0.00	\$2,170.00
	8009	Electronic Data Processing Service Fee	\$0.00	\$0.00
	8010	Other Contract Payments to Consultants	\$0.00	\$680.00
	8011	Talent Fees	\$0.00	\$0.00
	8012	Other Purchased Services	\$0.00	\$620.00
CONTROL ACCOUNT NO. 8000 SUB TOTAL*			\$ -	\$ 5,020

*Must be the same dollar amount as shown on Form 3

**Attach a copy of the memorandum of agreement between the agency and the professional when using Control Account No. 8000, Sub-Account Nos. 8001 through 8012.

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
Energy Services, Inc.				
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2014 Gross Budget	(C) 2015 Gross Budget
8100	8101	Medicine & Drugs (Clinic Use Only)	\$0.00	\$0.00
	8102	Prosthetic Appliances (Clinic Use Only)	\$0.00	\$0.00
	8103	Recreational, Voc. & Craft Supplies	\$0.00	\$0.00
	8104	Food & Beverages	\$0.00	\$0.00
	8105	Laundry, Linen, & Housekeeping Supplies.	\$0.00	\$0.00
	8106	Office Supplies-Stationery, Typing	\$0.00	\$2,210.00
	8107	Paper, Ink, Printing, Duplicating	\$0.00	\$2,890.00
	8108	New Goods Purchased	\$0.00	\$0.00
	8109	Raw Materials (Manufacturing) Purchased.	\$0.00	\$0.00
	8110	Manufacturing Supplies	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8100 SUB TOTAL*			\$ -	\$ 5,100
8200	8201	Telephone Expense	\$0.00	\$3,800.00
	8202	Telegraph Expense	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8200 SUB TOTAL*			\$ -	\$ 3,800
8300	8301	Postage and Parcel Post	\$0.00	\$2,800.00
	8302	Freight	\$0.00	\$0.00
	8303	Messenger & Delivery Service	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8300 SUB TOTAL *			\$ -	\$ 2,800
8400	8401	Office Rent	\$0.00	\$10,760.00
	8402	Other Bldg. & Parking Lot Rent	\$0.00	\$0.00
	8403	Bldg. & Bldg. Eq. Ins. (Gen. & Liability)	\$0.00	\$590.00
	8404	Mortgage Interest	\$0.00	\$0.00
	8405	Electricity	\$0.00	\$0.00
	8406	Gas	\$0.00	\$0.00
	8407	Heating Oil	\$0.00	\$0.00
	8408	Water & Sewer	\$0.00	\$0.00
	8409	Janitorial/Maintenance/Repairs Purchased	\$0.00	\$0.00
	8410	Real Estate Taxes	\$0.00	\$0.00
	8411	Personal Property Taxes	\$0.00	\$190.00
	8412	Licenses & Permits-Occupancy Related	\$0.00	\$0.00
	8413	Bldg. & Grounds Maintenance Supplies	\$0.00	\$0.00
	8414	Miscellaneous Occupancy Costs	\$0.00	\$0.00
	8415	Amortization/Leasehold Improvements	\$0.00	\$0.00
	8416	Depreciation - Buildings	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8400 SUB TOTAL*			\$ -	\$ 11,540
8500	8501	Equipment rental expenses	\$0.00	\$1,300.00
	8502	Equipment Maintenance expenses	\$0.00	\$0.00
	8503	Equipment - Depreciation	\$0.00	\$4,650.00
	8504	Equipment - Interest Expense	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8500 SUB TOTAL *			\$ -	\$ 5,950

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		MSD-001
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2014 Gross Budget	(C) 2015 Gross Budget
8600	8601	Printing	\$0.00	\$2,670.00
	8602	Artwork	\$0.00	\$0.00
	8603	Photography	\$0.00	\$0.00
	8604	Recording	\$0.00	\$0.00
	8605	Films	\$0.00	\$0.00
	8606	Subscriptions-Periodicals/Publication	\$0.00	\$0.00
	8607	Purchase of Publications	\$0.00	\$0.00
	8608	Media Use Charges-Public Information	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8600 SUB TOTAL* \$ - \$ 2,670

8700	8701	Local Bus & Taxicab Fares	\$0.00	\$0.00
	8702	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	8703	Repairs - Company Vehicles	\$0.00	\$0.00
	8704	Insurance - Company Vehicles	\$0.00	\$0.00
	8705	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	8706	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	8707	Auto Allowance(Employees/Volunteers)	\$0.00	\$1,800.00
	8708	Tires - Company Vehicles	\$0.00	\$0.00
	8709	Hotel, Meals, & Incidental Expenses	\$0.00	\$620.00
	8710	Depreciation - Automotive Equipment	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8700 SUB TOTAL* \$ - \$ 2,420

8800	8801	Meeting Space & Equipment Rental	\$0.00	\$0.00
	8802	Meeting Supplies (Notices,Badges,etc.)	\$0.00	\$0.00
	8803	Food & Beverages Costs(Mtg. Particip.)	\$0.00	\$0.00
	8804	Speaker's Honoraria & Expenses	\$0.00	\$0.00
	8805	Registration Fees	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8800 SUB TOTAL* \$ - \$ -

8900	8901	Medical Fees	\$0.00	\$0.00
	8902	Dental Fees	\$0.00	\$0.00
	8903	Medicines	\$0.00	\$0.00
	8904	Children's Board	\$0.00	\$0.00
	8905	Homemaker Service	\$0.00	\$0.00
	8906	Food Service	\$0.00	\$0.00
	8907	Shelter Service	\$0.00	\$0.00
	8908	Clothing Service	\$0.00	\$0.00
	8910	Recreation Service	\$0.00	\$0.00
	8911	Wage Supplements	\$0.00	\$0.00
	8912	Prosthetic Appliances	\$0.00	\$0.00
	8913	Hospital Fees	\$0.00	\$0.00
	8914	Testing Fees	\$0.00	\$0.00
	8915	Materials - Crafts, Vocation, etc.	\$0.00	\$0.00

CONTROL ACCOUNT NO. 8900 SUB TOTAL* \$ - \$ -

Item # 28 Form 3SE2

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		
Energy Services, Inc.		MSD-001		
Control Acct. No.	Sub-Account Number	(A)	(B)	(C)
		Account Description	2014 Gross Budget	2015 Gross Budget
9000	9001	Individual Dues	\$0.00	\$0.00
	9002	Organizational Dues	\$0.00	\$0.00

CONTROL ACCOUNT NO 9000 SUB TOTAL* \$ - \$ -

9100	9101	Grants to Research Institutions	\$0.00	\$0.00
	9102	Graduate Fellowships	\$0.00	\$0.00
	9103	Trainee Scholarships	\$0.00	\$0.00
	9104	Other Scholarships/Tuition Payments	\$0.00	\$0.00
	9105	Allowance for Travel Under Grant	\$0.00	\$0.00
	9106	Allowance for Equipment Under Grant	\$0.00	\$0.00
	9107	Lump Sum Camperships	\$0.00	\$0.00
	9108	Contribution/Grants to Hum. Serv. Org	\$0.00	\$0.00
	9109-50	Awards & Grants to Indiv./Other Org.	\$0.00	\$65,100.00
	9151-99	Awards & Grants to Affiliate Organizat. (Misc)	\$0.00	\$0.00

CONTROL ACCOUNT NO. 9100 SUB TOTAL * \$ - \$ 65,100

9200	9201	Administrative Costs (Indirect Costs)	\$0.00	8,600
	9202	Transportation	-	-

CONTROL ACCOUNT NO. 9200 SUB TOTAL* \$ - \$ 8,600

9300	9301	Local Bus & Taxicab Fares	\$0.00	\$0.00
	9302	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	9303	Repairs - Company Vehicles	\$0.00	\$0.00
	9304	Insurance - Company Vehicles	\$0.00	\$0.00
	9305	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	9306	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	9307	Tires - Company Vehicles	\$0.00	\$0.00
	9308	Depreciation - Auto Equipment	\$0.00	\$0.00

CONTROL ACCOUNT NO. 9300 SUB TOTAL* \$ - \$ -

9400	9401	Employee Malpractice Insurance	\$0.00	\$0.00
	9402	Employee Bonding Insurance	\$0.00	\$0.00
	9403	Other	\$0.00	\$0.00

CONTROL ACCOUNT NO. 9400 SUB TOTAL * \$ - \$ -

9500	9501-9504	Depreciation or Amortization	\$ -	\$ -
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See Accounts Related to the Statement of Expenses in the GUIDELINES.

9600	9601-9690	Allocations to Agencies,	\$0.00	\$0.00
	9691	Payments to Affiliated Organizations	\$0.00	\$0.00

CONTROL ACCOUNT NO. 9600 SUB TOTAL* \$ - \$ -

GRAND TOTAL*** \$ - \$ 236,375

***Must be the same dollar amount as shown on Form 3, on the line titled "TOTAL EXPENSES"

Rev. 6/14

Date (Initial): April 9, 2015
Date (Final):

FORM 4 ANTICIPATED PROGRAM REVENUE

Agency Name **Energy Services, Inc.**
 Disability/Target Gr **DIVISION**
 Program **Energy Assistance**
 Facility Name **Energies Serices for Milwaukee Co.**
 Address **Site 2 Zone 5**

2015 Prgm No. **MSD-001**

Control Acct. No.	(A) Revenue	(B)	(C)
		2014 Rev. Budget	2015 Rev. Budget
4000	Contributions and Donations	-	71,400
4100	Contributions to Building Fund	-	-
4200	Special Events	-	-
4300	Legacies and Bequests	-	-
4500	Collected through Local Member Units	-	-
4600	Contributed by Associated Organizations	-	-
4700	Allocated by Federated Fund Raising Organizations	-	-
4800	Allocated by Unassociated and Non-Federated Fund Raising Organizations	-	-
5100	Other Government Purchase of Service (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5200	Grants from Other Governmental Agencies (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5300	Revenues From HMO and PPO	-	-
6000	Membership Dues	-	-
6100	Assessments and Dues-Local Member Units	-	-
6200	Program Service Fees - Other	-	-
6300	Intra-Agency Sales of Supplies and Services	-	-
6400	Revenues from Disposal of Assets	-	-
6500	Investment Income	-	-
6600	Gains (Losses) on Investment Transactions	-	-
6700	Miscellaneous Revenue	-	-
TOTAL NON-DHHS REVENUE		\$ -	\$ 71,400
DHHS CONTRACT REQUEST		-	164,975
TOTAL REVENUE		\$ -	\$ 236,375

Rev. 6/14

Date (Initial): **April 9, 2015**

Date (Final):

Item # 28 Form 4E2

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name **Energy Services, Inc.**
 Disability/Target **DIVISION**
 Program **Energy Assistance**
 Facility Name **Energies Serices for Milwaukee Co.**
 Address **Site 2 Zone 5**

2015 Prgm No. **MSD-001**

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
4000	4001	In-Kind Materials	-	-
	4002	In-Kind Services	-	-
	4003	Unrestricted Cash	-	-
	4004	Restricted Cash	-	-
	4005	Other	-	71,400
CONTROL ACCOUNT NO. 4000 SUB TOTAL*			-	71,400
4100		Contributions to Building Fund	-	-
CONTROL ACCOUNT NO. 4100 SUB TOTAL*			-	-
4200		Special Events	-	-
CONTROL ACCOUNT NO. 4200 SUB TOTAL*			-	-
4300	4301	Endowments	-	-
	4302	Trusts	-	-
	4303	Other	-	-
CONTROL ACCOUNT NO. 4300 SUB TOTAL*			-	-
4500		Collected Through Local Member Units	-	-
CONTROL ACCOUNT NO. 4500 SUB TOTAL*			-	-
4600		Contributed by Associated Organizations	-	-
CONTROL ACCOUNT NO. 4600 SUB TOTAL*			-	-
4700		Allocated by Federated Fund Raising Org.	-	-
	4701	United Way	-	-
	4702	Other	-	-
CONTROL ACCOUNT NO. 4700 SUB TOTAL *			-	-
4800		Allocated by Unassociated and Non-Federated Fund Raising Org.	-	-
CONTROL ACCOUNT NO. 4800 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name Energy Services, Inc.

2015 Prgm No. MSD-001

Control Accl. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
5100	5101	Title XX-Milwaukee County (Do not include any DHHS Requests)	-	-
	5102	Title XX-Other Counties	-	-
	5103	Title IVA (AFDC Unemployment Actual)- Milwaukee County	-	-
	5104	Title IVA (AFDC Unemployment Actual)- Other Counties	-	-
	5105	Title IVA (WEOP) - Milwaukee County	-	-
	5106	Title IVA (WEOP) - Other Counties	-	-
	5107	51.42/437 - Milwaukee County	-	-
	5108	51.42/437 - Other Counties	-	-
	5109	Title I - Milwaukee County	-	-
	5110	Title I - Other Counties	-	-
	5111	Title III - Milwaukee County	-	-
	5112	Title III - Other Counties	-	-
	5113	USDA Food Stamps	-	-
	5114	Title XVIII - Medicare	-	-
	5115	Title XIX - Medicaid	-	-
	5116	Social Security and SSI	-	-
	5117	CIP Revenue from Milwaukee County DSD	-	-
	5118	CIP Revenue from Other Counties	-	-
	5119	COP Revenue from Milwaukee County DSD	-	-
	5120	COP Revenue from Other Counties	-	-
	5121	Wiser Choice /AODA voucher Revenue	-	-
	5122	Wraparound Milwaukee Revenue	-	-
	5123	Children's Court Services Revenue(CCSN)	-	-
	5124	Milwaukee County Depart. of Aging Revenue	-	-
	5125	Other	-	-
5126-99	Other Governmental Purchase of Service	-	-	
CONTROL ACCOUNT NO. 5100 SUB TOTAL *			-	-
5200	5201	Direct Federal Grants	-	-
	5202	Direct State Grants	-	-
	5203	Direct County Grants	-	-
	5204	Direct City and Municipal Grants	-	-
	5206	Title III Grants	-	-
	5210	Other Grants from Governmental Agencies	-	-
CONTROL ACCOUNT NO. 5200 SUB TOTAL*			-	-
5300	5301	Revenue from Title XIX-AFDC Clients	-	-
	5302	Revenue from Non-Title XIX Clients	-	-
CONTROL ACCOUNT NO. 5300 SUB TOTAL*			-	-
6000		Membership Dues - Individuals	-	-
CONTROL ACCOUNT NO. 6000 SUB TOTAL*			-	-
6100		Assessments & Dues-Local Member Units	-	-
CONTROL ACCOUNT NO. 6100 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name Energy Services, Inc. 2015 Prgm No. MSD-001

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
6200	6201	Income from Private Pay Clients	-	-
	6202	Income from Title IVA (AFDC Employed Actual) Clients	-	-
	6203	Income from Title XX Clients (Direct Pay Portion Only)	-	-
	6204	Income from 51.42/437 Clients (Direct Pay Portion Only)	-	-
	6205	Income from Client Pick-up and Delivery Charges	-	-
	6206	Income from Client Insurance Carriers (Other than Medicare - Title XVIII)	-	-
	6207	Other Third Party Non-Governmental Income	-	-

CONTROL ACCOUNT NO. 6200 SUB TOTAL* - -

6300		Intra-Agency Sales of Supplies&Service	-	-
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CONTROL ACCOUNT NO. 6300 SUB TOTAL * - -

6400	6401	Sale of Production	-	-
	6402	Sale of Property & Other Assets	-	-
	6403	Sale of Staff Services	-	-

CONTROL ACCOUNT NO. 6400 SUB TOTAL* - -

6500	6501	Interest	-	-
	6502	Dividends	-	-
	6503	Other	-	-

CONTROL ACCOUNT NO. 6500 SUB TOTAL* - -

6600		Gains (Losses) on Investment Trans.	-	-
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CONTROL ACCOUNT NO. 6600 SUB TOTAL * - -

6900		Miscellaneous Revenue	-	-
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CONTROL ACCOUNT NO. 6900 SUB TOTAL* - -

GRAND TOTAL** - 71,400

*Must be the same dollar amount as shown on Form 4.

**Must be the same dollar amount as shown on Form 4, on the line titled "TOTAL NON-DHHS REVENUE"

Rev. 6/14

Date (Initial) : April 9, 2015
Date (Final):

FORM 1 - 2015 PROGRAM VOLUME DATA AND UNIT COST CALCULATION
Program funded by Site must include separate form for each Site

AGENCY NAME Energy Services, Inc.
 NAME & ADDRESS OF PROGRAM SITE Energy Services for Milwaukee Co.
Site 3 Zone 6
 AGENCY FEDERAL TAX ID NUMBER 39-1443614
 DHHS DIVISION _____ DIVISION _____
 PROGRAM NAME Energy Assistance
 (SELECT FROM TABLE OF CONTENTS) 2015 Prgm No. MSD-001

NUMBER OF DAYS PROGRAM OPERATES PER WEEK
 NUMBER HOURS PROGRAM OPERATES PER DAY
 NUMBER OF CASES TO BE SERVED PER YEAR *
 TYPE OF UNIT: *Month / Day/ Hour/1/4 Hour/other*

ALL Proposers must provide the UNITs details even if their Programs are Cost reimbursements only

<u>COST CALCULATIONS:</u>	TOTAL PROGRAM UNITS (A)	PROGRAM COST BY FUNDING SOURCE (B)	COST PER UNIT (C)
1. DHHS Program's Units and Costs	<input type="text" value="4,802.00"/>	\$ <input type="text" value="230,055"/>	\$ <input type="text" value="47.91"/>
2. Other Funding Source's Units and Costs	<input type="text" value="0.00"/>	\$ <input type="text" value="-"/>	\$ <input type="text" value="-"/>
3. Total	<input type="text" value="4,802.00"/>	\$ <input type="text" value="230,055"/>	\$ <input type="text" value="47.91"/>
4. 2014 Budgeted Units and Costs	<input type="text" value="0.00"/>	\$ <input type="text" value="-"/>	\$ <input type="text" value="-"/>
5. 2013 Actual Units and Costs	<input type="text" value="0.00"/>	\$ <input type="text" value="-"/>	\$ <input type="text" value="-"/>

* THIS SAME FIGURE IS TO BE USED AS THE "TOTAL" ON THE CLIENT CHARACTERISTICS CHART
 A Form 1 must be completed for each site (address) if the agency is reimbursed by site.

Rev. 6/14 DATE (INITIAL): _____ April 9, 2015 DATE (FINAL): _____

FORM 2B - EMPLOYEE DEMOGRAPHICS SUMMARY

Agency Name: Energy Services, Inc.

Program	Position Code (Column 2, Form 2 Code)	Employee Demographics (Column 3, Form 2 Ethnic group)	Number of FTEs
Energy Assistance	1	A	0
Energy Assistance	1	B	0
Energy Assistance	1	H	0
Energy Assistance	1	I	0
Energy Assistance	1	W	0
Energy Assistance	2	A	0
Energy Assistance	2	B	0
Energy Assistance	2	H	0
Energy Assistance	2	I	0
Energy Assistance	2	W	0
Energy Assistance	3	A	0
Energy Assistance	3	B	0
Energy Assistance	3	H	0
Energy Assistance	3	I	0
Energy Assistance	3	W	0
Energy Assistance	4	A	0
Energy Assistance	4	B	0
Energy Assistance	4	H	0
Energy Assistance	4	I	0
Energy Assistance	4	W	0
Energy Assistance	5	A	0
Energy Assistance	5	B	0
Energy Assistance	5	H	0
Energy Assistance	5	I	0
Energy Assistance	5	W	0
Energy Assistance	6	A	0
Energy Assistance	6	B	0
Energy Assistance	6	H	0
Energy Assistance	6	I	0
Energy Assistance	6	W	0
Energy Assistance	7	A	0
Energy Assistance	7	B	0
Energy Assistance	7	H	0
Energy Assistance	7	I	0
Energy Assistance	7	W	0
Energy Assistance	8	A	0
Energy Assistance	8	B	0
Energy Assistance	8	H	0
Energy Assistance	8	I	0
Energy Assistance	8	W	0

*If full-time equivalents (FTE's) are not based on 40 hours per week, specify: _____ 0

% of Handicapped employees	0.00%
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Ethnicity % to total FTE
Rev. 6/14

A	B	H	I	W

FORM 3 ANTICIPATED PROGRAM EXPENSES

Agency Name Energy Services, Inc.
 Disability/Target (DIVISION)
 Program Name Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Site 3 Zone 6

2015 Prgm No. MSD-001

Control Acct. No.	(A)	(B)	(C)
	Expenditure Description	2014 Gross Budget	2015 Gross Budget
7000	Salaries	-	83,000
7100	Employee Health & Retirement Benefits	-	29,100
7200	Payroll Taxes	-	6,875
8000	Professional Fees	-	4,860
8100	Supplies	-	4,795
8200	Telephone	-	3,700
8300	Postage and Shipping	-	2,700
8400	Occupancy	-	12,990
8500	Rental, Maintenance & Depreciation of Equipment	-	5,800
8600	Printing and Publications	-	2,580
8700	Travel	-	2,355
8800	Conferences, Conventions, Meetings	-	-
8900	Specific Assistance to Individuals	-	-
9000	Membership Dues	-	-
9100	Awards and Grants	-	63,000
9200	Allocated Costs (From Indirect Cost Allocation Plan, if appropriate)	-	8,300
9300	Client Transportation	-	-
9400	Miscellaneous	-	-
9500	Depreciation or Amortization	-	-
9600	Allocations to Agencies, Payments to Affiliated Organizations	-	-
	TOTAL EXPENSES	\$ -	\$ 230,055
0.00%	PROFIT FACTOR	-	-
	TOTAL EXPENSES INCLUDING PROFIT	\$ -	\$ 230,055
	TOTAL NON-DHHS CONTRACT REV. BROUGHT FWD	-	-
	TOTAL DHHS REQUEST	\$ -	\$ 230,055

Rev. 6/14

Date (Initial): _____
 Date (Final): April 9, 2015

Item # 28 Form 3E3

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name **Energy Services, Inc.**
 Disability/Target **DIVISION**
 Program **Energy Assistance**
 Facility Name **Energy Services for Milwaukee Co.**
 Address **Site 3 Zone 6**

2015 Prgm No. **MSD-001**

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Gross Budget	2015 Gross Budget
7000	7001	Executive Salaries	\$0.00	-
	7002	Professional Salaries	\$0.00	30,000
	7003	Clerical Staff Salaries	\$0.00	53,000
	7004	Technical Salaries	\$0.00	-
	7005	Maintenance Employee's Wages	\$0.00	-
	7006	Temporary Clerical Help	\$0.00	-
	7007	Student Stipends	\$0.00	-
	7008	Other Staff Salaries (Unclassified)	\$0.00	-
CONTROL ACCOUNT NO. 7000 SUB TOTAL*			\$ -	\$ 83,000
7100	7101	Accident Insurance Premiums	\$0.00	\$0.00
	7102	Life Insurance Premiums	\$0.00	\$0.00
	7103	Medical & Hospital Plan Premiums	\$0.00	\$29,100.00
	7104	Pension or Retirement Plan Premiums	\$0.00	\$0.00
	7105	Supp. Payments to Pensioned Employees	\$0.00	\$0.00
	7106	Payments to Annuitants	\$0.00	\$0.00
	7107	Employment Termination Expenses	\$0.00	\$0.00
	7108	Employee Tuition Reimburse. Plan	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7100 SUB TOTAL*			\$ -	\$ 29,100
7200	7201	FICA Payments (Employer's Share)	\$0.00	\$6,350.00
	7202	Unemployment Insurance	\$0.00	\$350.00
	7203	Workmen's Compensation Insurance	\$0.00	\$175.00
	7204	Disability Insurance Premiums	\$0.00	\$0.00
CONTROL ACCOUNT NO. 7200 SUB TOTAL*			\$ -	\$ 6,875
8000**	8001	Medical & Dental Fees	\$0.00	\$0.00
	8002	Psychological Fees	\$0.00	\$0.00
	8003	Legal Fees	\$0.00	\$0.00
	8004	Rehabilitation & Education Fees	\$0.00	\$1,500.00
	8005	Development & Public Relations Fees	\$0.00	\$0.00
	8006	Brokerage, Commission, Collection Fee	\$0.00	\$0.00
	8007	Employment Fees	\$0.00	\$0.00
	8008	Audit Fees	\$0.00	\$2,100.00
	8009	Electronic Data Processing Service Fee	\$0.00	\$0.00
	8010	Other Contract Payments to Consultants	\$0.00	\$660.00
	8011	Talent Fees	\$0.00	\$0.00
	8012	Other Purchased Services	\$0.00	\$600.00
CONTROL ACCOUNT NO. 8000 SUB TOTAL*			\$ -	\$ 4,860

*Must be the same dollar amount as shown on Form 3

**Attach a copy of the memorandum of agreement between the agency and the professional when using Control Account No. 8000, Sub-Account Nos. 8001 through 8012.

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		Energy Services, Inc.		2015 Prgm No.	MSD-001
Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)	
			2014 Gross Budget	2015 Gross Budget	
8100	8101	Medicine & Drugs (Clinic Use Only)	\$0.00	\$0.00	
	8102	Prosthetic Appliances (Clinic Use Only)	\$0.00	\$0.00	
	8103	Recreational, Voc. & Craft Supplies	\$0.00	\$0.00	
	8104	Food & Beverages	\$0.00	\$0.00	
	8105	Laundry, Linen, & Housekeeping Supplies.	\$0.00	\$0.00	
	8106	Office Supplies-Stationery, Typing	\$0.00	\$2,000.00	
	8107	Paper, Ink, Printing, Duplicating	\$0.00	\$2,795.00	
	8108	New Goods Purchased	\$0.00	\$0.00	
	8109	Raw Materials (Manufacturing) Purchased.	\$0.00	\$0.00	
	8110	Manufacturing Supplies	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 8100 SUB TOTAL*			\$ -	\$ 4,795	
8200	8201	Telephone Expense	\$0.00	\$3,700.00	
	8202	Telegraph Expense	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 8200 SUB TOTAL*			\$ -	\$ 3,700	
8300	8301	Postage and Parcel Post	\$0.00	\$2,700.00	
	8302	Freight	\$0.00	\$0.00	
	8303	Messenger & Delivery Service	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 8300 SUB TOTAL *			\$ -	\$ 2,700	
8400	8401	Office Rent	\$0.00	\$12,240.00	
	8402	Other Bldg. & Parking Lot Rent	\$0.00	\$0.00	
	8403	Bldg. & Bldg. Eq. Ins. (Gen. & Liability)	\$0.00	\$570.00	
	8404	Mortgage Interest	\$0.00	\$0.00	
	8405	Electricity	\$0.00	\$0.00	
	8406	Gas	\$0.00	\$0.00	
	8407	Heating Oil	\$0.00	\$0.00	
	8408	Water & Sewer	\$0.00	\$0.00	
	8409	Janitorial/Maintenance/Repairs Purchased	\$0.00	\$0.00	
	8410	Real Estate Taxes	\$0.00	\$0.00	
	8411	Personal Property Taxes	\$0.00	\$180.00	
	8412	Licenses & Permits-Occupancy Related	\$0.00	\$0.00	
	8413	Bldg. & Grounds Maintenance Supplies	\$0.00	\$0.00	
	8414	Miscellaneous Occupancy Costs	\$0.00	\$0.00	
	8415	Amortization/Leasehold Improvements	\$0.00	\$0.00	
	8416	Depreciation - Buildings	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 8400 SUB TOTAL*			\$ -	\$ 12,990	
8500	8501	Equipment rental expenses	\$0.00	\$1,300.00	
	8502	Equipment Maintenance expenses	\$0.00	\$0.00	
	8503	Equipment - Depreciation	\$0.00	\$4,500.00	
	8504	Equipment - Interest Expense	\$0.00	\$0.00	
CONTROL ACCOUNT NO. 8500 SUB TOTAL *			\$ -	\$ 5,800	

Item # 28 Form 3SE3

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		2015 Prgm No.		
Energy Services, Inc.		MSD-001		
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2014 Gross Budget	(C) 2015 Gross Budget
8600	8601	Printing	\$0.00	\$2,580.00
	8602	Artwork	\$0.00	\$0.00
	8603	Photography	\$0.00	\$0.00
	8604	Recording	\$0.00	\$0.00
	8605	Films	\$0.00	\$0.00
	8606	Subscriptions-Periodicals/Publication	\$0.00	\$0.00
	8607	Purchase of Publications	\$0.00	\$0.00
	8608	Media Use Charges-Public Information	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8600 SUB TOTAL*			\$ -	\$ 2,580
8700	8701	Local Bus & Taxicab Fares	\$0.00	\$0.00
	8702	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	8703	Repairs - Company Vehicles	\$0.00	\$0.00
	8704	Insurance - Company Vehicles	\$0.00	\$0.00
	8705	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	8706	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	8707	Auto Allowance(Employees/Volunteers)	\$0.00	\$1,755.00
	8708	Tires - Company Vehicles	\$0.00	\$0.00
	8709	Hotel, Meals, & Incidental Expenses	\$0.00	\$600.00
	8710	Depreciation - Automotive Equipment	\$0.00	\$0.00
	CONTROL ACCOUNT NO. 8700 SUB TOTAL*			\$ -
8800	8801	Meeting Space & Equipment Rental	\$0.00	\$0.00
	8802	Meeting Supplies (Notices,Badges,etc.)	\$0.00	\$0.00
	8803	Food & Beverages Costs(Mtg. Particip.)	\$0.00	\$0.00
	8804	Speaker's Honoraria & Expenses	\$0.00	\$0.00
	8805	Registration Fees	\$0.00	\$0.00
CONTROL ACCOUNT NO. 8800 SUB TOTAL*			\$ -	\$ -
8900	8901	Medical Fees	\$0.00	\$0.00
	8902	Dental Fees	\$0.00	\$0.00
	8903	Medicines	\$0.00	\$0.00
	8904	Children's Board	\$0.00	\$0.00
	8905	Homemaker Service	\$0.00	\$0.00
	8906	Food Service	\$0.00	\$0.00
	8907	Shelter Service	\$0.00	\$0.00
	8908	Clothing Service	\$0.00	\$0.00
	8910	Recreation Service	\$0.00	\$0.00
	8911	Wage Supplements	\$0.00	\$0.00
	8912	Prosthetic Appliances	\$0.00	\$0.00
	8913	Hospital Fees	\$0.00	\$0.00
	8914	Testing Fees	\$0.00	\$0.00
	8915	Materials - Crafts, Vocation, etc.	\$0.00	\$0.00
	CONTROL ACCOUNT NO. 8900 SUB TOTAL*			\$ -

item # 28 Form 3SE3

FORM 3S ANTICIPATED PROGRAM EXPENSES SUPPLEMENTARY SHEET

Agency Name		Energy Services, Inc.	2015 Prgm No.	MSD-001
Control Acct. No.	Sub-Account Number	(A) Account Description	(B) 2014 Gross Budget	(C) 2015 Gross Budget
9000	9001	Individual Dues	\$0.00	\$0.00
	9002	Organizational Dues	\$0.00	\$0.00
CONTROL ACCOUNT NO 9000 SUB TOTAL*			\$ -	\$ -
9100	9101	Grants to Research Institutions	\$0.00	\$0.00
	9102	Graduate Fellowships	\$0.00	\$0.00
	9103	Trainee Scholarships	\$0.00	\$0.00
	9104	Other Scholarships/Tuition Payments	\$0.00	\$0.00
	9105	Allowance for Travel Under Grant	\$0.00	\$0.00
	9106	Allowance for Equipment Under Grant	\$0.00	\$0.00
	9107	Lump Sum Camperships	\$0.00	\$0.00
	9108	Contribution/Grants to Hum. Serv. Org	\$0.00	\$0.00
	9109-50	Awards & Grants to Indiv./Other Org.	\$0.00	\$63,000.00
	9151-99	Awards & Grants to Affiliate Organizat. (Misc)	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9100 SUB TOTAL *			\$ -	\$ 63,000
9200	9201	Administrative Costs (Indirect Costs)	\$0.00	8,300
	9202	Transportation		
CONTROL ACCOUNT NO. 9200 SUB TOTAL*			\$ -	\$ 8,300
9300	9301	Local Bus & Taxicab Fares	\$0.00	\$0.00
	9302	Gas & Oil - Company Vehicles	\$0.00	\$0.00
	9303	Repairs - Company Vehicles	\$0.00	\$0.00
	9304	Insurance - Company Vehicles	\$0.00	\$0.00
	9305	Licenses & Permits-Company Vehicles	\$0.00	\$0.00
	9306	Leasing Costs - Company Vehicles	\$0.00	\$0.00
	9307	Tires - Company Vehicles	\$0.00	\$0.00
	9308	Depreciation - Auto Equipment	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9300 SUB TOTAL*			\$ -	\$ -
9400	9401	Employee Malpractice Insurance	\$0.00	\$0.00
	9402	Employee Bonding Insurance	\$0.00	\$0.00
	9403	Other	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9400 SUB TOTAL *			\$ -	\$ -
9500	9501-9504	Depreciation or Amortization	\$ -	\$ -
See Accounts Related to the Statement of Expenses in the GUIDELINES.				
9600	9601-9690	Allocations to Agencies,	\$0.00	\$0.00
	9691	Payments to Affiliated Organizations	\$0.00	\$0.00
CONTROL ACCOUNT NO. 9600 SUB TOTAL*			\$ -	\$ -
Grand Tptal ***			\$ -	\$ 230,055

***Must be the same dollar amount as shown on Form 3, on the line titled "TOTAL EXPENSES"

Rev. 6/14

Date (Initial): April 9, 2015
Date (Final): _____

FORM 4 ANTICIPATED PROGRAM REVENUE

Agency Name Energy Services, Inc.
 Disability/Target Gr DIVISION
 Program Energy Assistance
 Facility Name Energy Services for Milwaukee Co.
 Address Site 3 Zone 6

2015 Prgm No. MSD-001

	(A)	(B)	(C)
Control Acct. No.	Revenue	2014 Rev. Budget	2015 Rev. Budget
4000	Contributions and Donations	-	-
4100	Contributions to Building Fund	-	-
4200	Special Events	-	-
4300	Legacies and Bequests	-	-
4500	Collected through Local Member Units	-	-
4600	Contributed by Associated Organizations	-	-
4700	Allocated by Federated Fund Raising Organizations	-	-
4800	Allocated by Unassociated and Non-Federated Fund Raising Organizations	-	-
5100	Other Government Purchase of Service (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5200	Grants from Other Governmental Agencies (DO NOT INCLUDE ANY REQUESTS FROM DHHS)	-	-
5300	Revenues From HMO and PPO	-	-
6000	Membership Dues	-	-
6100	Assessments and Dues-Local Member Units	-	-
6200	Program Service Fees - Other	-	-
6300	Intra-Agency Sales of Supplies and Services	-	-
6400	Revenues from Disposal of Assets	-	-
6500	Investment Income	-	-
6600	Gains (Losses) on Investment Transactions	-	-
6700	Miscellaneous Revenue	-	-
	TOTAL NON-DHHS REVENUE	\$ -	\$ -
	DHHS CONTRACT REQUEST	-	230,055
	TOTAL REVENUE	\$ -	\$ 230,055

Rev. 6/14

Date (Initial): April 9, 2015
 Date (Final):

Item # 28 Form 4E3

ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name **Energy Services, Inc.**
 Disability/Target Group **DIVISION**
 Program **Energy Assistance**
 Facility Name **Energy Services for Milwaukee Co.**
 Address **Site 3 Zone 6**

2015 Prgm No. **MSD-001**

Control Acct. No.	Sub-Account Number	(A) Account Description	(B)	(C)
			2014 Revenue Budget	2015 Revenue Budget
4000	4001	In-Kind Materials	-	-
	4002	In-Kind Services	-	-
	4003	Unrestricted Cash	-	-
	4004	Restricted Cash	-	-
	4005	Other	-	-
CONTROL ACCOUNT NO. 4000 SUB TOTAL*			-	-
4100		Contributions to Building Fund	-	-
CONTROL ACCOUNT NO. 4100 SUB TOTAL*			-	-
4200		Special Events	-	-
CONTROL ACCOUNT NO. 4200 SUB TOTAL*			-	-
4300	4301	Endowments	-	-
	4302	Trusts	-	-
	4303	Other	-	-
CONTROL ACCOUNT NO. 4300 SUB TOTAL*			-	-
4500		Collected Through Local Member Units	-	-
CONTROL ACCOUNT NO. 4500 SUB TOTAL*			-	-
4600		Contributed by Associated Organizations	-	-
CONTROL ACCOUNT NO. 4600 SUB TOTAL*			-	-
4700		Allocated by Federated Fund Raising Org.	-	-
	4701	United Way	-	-
	4702	Other	-	-
CONTROL ACCOUNT NO. 4700 SUB TOTAL *			-	-
4800		Allocated by Unassociated and Non-Federated Fund Raising Org.	-	-
CONTROL ACCOUNT NO. 4800 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

Agency Name

Energy Services, Inc.

2015 Prgm No.

MSD-001

Control Acct. No.	Sub-Account Number	(A)	(B)	(C)
		Account Description	2014 Revenue Budget	2015 Revenue Budget
5100	5101	Title XX-Milwaukee County (Do not include any DHHS Requests)	-	-
	5102	Title XX-Other Counties	-	-
	5103	Title IVA (AFDC Unemployment Actual)- Milwaukee County	-	-
	5104	Title IVA (AFDC Unemployment Actual)- Other Counties	-	-
	5105	Title IVA (WEOP) - Milwaukee County	-	-
	5106	Title IVA (WEOP) - Other Counties	-	-
	5107	\$1,421,437 - Milwaukee County	-	-
	5108	\$1,421,437 - Other Counties	-	-
	5109	Title I - Milwaukee County	-	-
	5110	Title I - Other Counties	-	-
	5111	Title III - Milwaukee County	-	-
	5112	Title III - Other Counties	-	-
	5113	USDA Food Stamps	-	-
	5114	Title XVIII - Medicare	-	-
	5115	Title XIX - Medicaid	-	-
	5116	Social Security and SSI	-	-
	5117	CIP Revenue from Milwaukee County DSD	-	-
	5118	CIP Revenue from Other Counties	-	-
	5119	COP Revenue from Milwaukee County DSD	-	-
	5120	COP Revenue from Other Counties	-	-
	5121	Wiser Choice /AODA voucher Revenue	-	-
	5122	Wraparound Milwaukee Revenue	-	-
	5123	Children's Court Services Revenue(CCSN)	-	-
	5124	Milwaukee County Depart. of Aging Revenue	-	-
5125	Other	-	-	
5126-99	Other Governmental Purchase of Service	-	-	
CONTROL ACCOUNT NO. 5100 SUB TOTAL *			-	-
5200	5201	Direct Federal Grants	-	-
	5202	Direct State Grants	-	-
	5203	Direct County Grants	-	-
	5204	Direct City and Municipal Grants	-	-
	5206	Title III Grants	-	-
	5210	Other Grants from Governmental Agencies	-	-
CONTROL ACCOUNT NO. 5200 SUB TOTAL*			-	-
5300	5301	Revenue from Title XIX-AFDC Clients	-	-
	5302	Revenue from Non-Title XIX Clients	-	-
CONTROL ACCOUNT NO. 5300 SUB TOTAL*			-	-
6000		Membership Dues - Individuals	-	-
CONTROL ACCOUNT NO. 6000 SUB TOTAL*			-	-
6100		Assessments & Dues-Local Member Units	-	-
CONTROL ACCOUNT NO. 6100 SUB TOTAL*			-	-

*Must be the same dollar amount as shown on Form 4.

FORM 4S ANTICIPATED PROGRAM REVENUE SUPPLEMENTARY SHEET

Agency Name		Energy Services, Inc.		2015 Prgm No.	MSD-001
Control Acct. No.	Sub-Account Number	(A)	(B)	(C)	
		Account Description	2014 Revenue Budget	2015 Revenue Budget	
6200	6201	Income from Private Pay Clients	-	-	
	6202	Income from Title IVA (AFDC Employed Actual) Clients	-	-	
	6203	Income from Title XX Clients (Direct Pay Portion Only)	-	-	
	6204	Income from 51.42/437 Clients (Direct Pay Portion Only)	-	-	
	6205	Income from Client Pick-up and Delivery Charges	-	-	
	6206	Income from Client Insurance Carriers (Other than Medicare - Title XVIII)	-	-	
	6207	Other Third Party Non-Governmental Income	-	-	
CONTROL ACCOUNT NO. 6200 SUB TOTAL*			-	-	
6300		Intra-Agency Sales of Supplies&Service	-	-	
CONTROL ACCOUNT NO. 6300 SUB TOTAL *			-	-	
6400	6401	Sale of Production	-	-	
	6402	Sale of Property & Other Assets	-	-	
	6403	Sale of Staff Services	-	-	
CONTROL ACCOUNT NO. 6400 SUB TOTAL*			-	-	
6500	6501	Interest	-	-	
	6502	Dividends	-	-	
	6503	Other	-	-	
CONTROL ACCOUNT NO. 6500 SUB TOTAL*			-	-	
6600		Gains (Losses) on Investment Trans.	-	-	
CONTROL ACCOUNT NO. 6600 SUB TOTAL *			-	-	
6900		Miscellaneous Revenue	-	-	
CONTROL ACCOUNT NO. 6900 SUB TOTAL*			-	-	
GRAND TOTAL**			-	-	

*Must be the same dollar amount as shown on Form 4.

**Must be the same dollar amount as shown on Form 4, on the line titled "TOTAL NON-DHHS REVENUE"

Rev. 6/14

Date (Initial): April 9, 2015
Date (Final):

FORM 5 TOTAL AGENCY ANTICIPATED EXPENSES

If you have a Federally approved indirect rate Enter it here as %

AGENCY N. BERRY SERVICES, INC.

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)	(L)	(M)	(N)	(O)	
Control Act No.	Expenditure Description	2013 Actual	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget	2014 Gross Budget
7000	Salaries			2,659,908	123,239										2,311,158
7100	Employee Health & Retirement Benefits			836,638	37,190										728,339
7200	Payroll Taxes			200,785	10,675										179,794
8000	Professional Fees			168,008	7,319										151,149
8100	Supplies			99,262	7,130										87,227
8200	Telephones			131,027	5,800										134,749
8300	Postage and Shipping			57,866	4,200										48,464
8400	Occupancy			354,879	16,870										215,239
8500	Rental, Maintenance & Depreciation of Equipment			93,464	8,139										73,875
8600	Printing and Publications			69,264	3,650										68,664
8700	Travel			110,449	3,150										101,645
8800	Conferences, Conventions, Meetings			42,447											42,447
8900	Specific Assistance to Individuals			2,771,618											2,771,618
9000	Membership Dues			2,500											2,500
9100	Awards and Grants														
9200	Auxiliary Cost (From Highest Cost Allocation Plan, if applicable) *				9,501										178,310
9300	Client Transportation														
9400	Miscellaneous			15,641											15,641
9500	Depreciation or Amortization														
9600	Allocations to Agencies, Payments to unaffiliated Organizations														
	TOTAL EXPENSES			7,645,843	234,784										7,192,722
	PROFIT FACTOR			7,645,843	234,784										7,645,843
	TOTAL EXPENSES INCLUDING PROFIT			7,645,843	234,784										7,645,843
	TOTAL NON-DEBT CONTRACT KEY ACCOUNT FWD			7,645,843	234,784										7,645,843
	TOTAL DEBT RECURSIVE				201,048										(443,111)

Rev. 6/14 Date (Initial) APRIL 9, 2015 Date (Final)

* Control Account Number 9200, Allocated Costs, column F, should be entered as a negative number in order for column D to cross-foot to zero.
 ** Use Other Contracts Programs & Functions, column G for all non-Milwaukee County programs or functions

