

UNIVERSITY OFFICE OF DEVELOPMENT

RESEARCH DEPARTMENT *Profile Report*

Private Company Owner

JOHN P. SMITH '96 BA

RESEARCH ISSUE

Information on company, ENERGY USA; Other asset information.

BRIEF BUSINESS DESCRIPTION

- President, ENERGY USA, a for-profit fuel-buying cooperative that serves 30,000 customers regionally
- Vice President, Edison-Thomas

BIOGRAPHY

MBA, Westport University (expected ca. 2001)

Crain's New York Business

President

ENERGY USA

As a teenager, **John Smith** learned how to drive an oil truck, fix a boiler and deal with irate home owners during long hours working for his father's fuel oil business.

That hands-on experience warms his relationship with the New Yorkers who purchase fuel oil through the buying cooperative he took over four years ago. ENERGY USA, which has 21,000 members, acts as a middleman between oil dealers and customers, delivering discounts of at least 20% off retail prices. The company polices dealers to make sure they follow up with good customer service.

Home owners are always looking for ways to save money, and ENERGY, the largest fuel-oil cooperative in the region, offers them a chance to try group purchasing.

We have an activist, consumer-oriented spirit," says Mr. Smith, who bought ENERGY USA with a bank loan and his father's help after graduating from Elite University. His father died of lung cancer soon afterward, leaving the younger Mr. Smith to run the business himself.

The first year was very tough for me," Mr. Smith says. But I know my father would be proud of me now."

FOUNDATION AFFILIATIONS

None found.

ASSETS

Assets, Stock No public stock holdings found.

Assets, Salary Not found.

Assets, Family Foundation N/A

Assets, Real Estate

Sold condo at 280 Park Avenue S. in 1999 for \$350,000. Value of co-op at 10 East 85th Street is undetermined.

Assets, Private Company

Dun & Bradstreet reports that Energy earns \$3,000,000 in annual sales.

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D&B also reports that Edison-Thomas, the company owned by Smith's late father, earns \$15 million in sales. Allison Smith is the president of Edison-Thomas and John Smith is the vice president. Other Smiths are involved in the company, including John's mother, Joan as Treasurer.

ATTACHMENTS

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Dun's Market Identifiers

E.N.E.R.G.Y New York, Inc.

United States

November 25, 2002

LENGTH: 148 words

DUNS: 17-330-9485

COMPANY TYPE: Small Business; Corporation

COUNTY: NEW YORK

MSA: New York, NY - 5600

YEAR STARTED: 1994

INCORPORATION: June 01, 1994 - New York

***** **SALES** *****

Sales Revision Date:	January 04, 2002
Annual Sales:	\$ 3,000,000
1-Yr-Ago:	\$ 3,000,000
3-Yr-Ago:	\$ 3,000,000
Sales Growth:	N/A
Net Worth:	N/A

***** **EXECUTIVES** *****

PRESIDENT:	John Smith, Pres
VICE PRESIDENT:	Joan Smith, V Pres

***** **EMPLOYEES** *****

Employees At This Location:	15 - Actual
1-Yr-Ago:	N/A
3-Yr-Ago:	N/A
Employment Growth:	N/A
Employee Total:	15

PROPERTY: 4,500 Square Feet - Rents
TRADESTYLE: ENERGY Fuel Group

PROPERTY TRANSFER RECORD FOR NEW YORK COUNTY, NY

Buyer:, MAUREEN (Individual(s))
Buyer Mailing Address: NY 11030

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Page 2 of 2

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Seller: SMITH, JOHN (Individual(s))
Seller Mailing Address: NEW YORK, NY 10010
Property Address: NEW YORK, NY

***** SALES INFORMATION *****

Sale Date: 9/9/1999
Recorded Date: 9/29/1999
Sale Price: \$ 350,000 (Sales Price Computed From Transfer Tax. No Indication Whether Tax Was Paid On Full Or Partial Consideration.)
Total Transfer Tax: \$ 1,400.00
Book/Page: 2963/833
Deed Type: BARGAIN AND SALE DEED

Assessor's Parcel Number: 0000-0850-1219
Legal Description: UNIT: 3L; CITY: NEW YORK; SUBDIVISION: GRAMERCY PLACE CONDOMINIUM;
RECORDER'S MAP REFERENCE: MB1288 P2336

***** PROPERTY DESCRIPTION *****

Land Use: CONDOMINIUM

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Dun's Market Identifiers
Edison-Thomas Inc
July 25, 2002

LENGTH: 236 words
DUNS: 01-243-5657
COMPANY TYPE: Corporation; Headquarters
MSA: New York, NY - 5600

YEAR STARTED: 1966
INCORPORATION: August 10, 1935 - New York

***** SALES *****

Sales Revision Date: January 04, 2002
Annual Sales: \$ 15,000,000 - Estimated
1-Yr-Ago: N/A
3-Yr-Ago: N/A
Sales Growth: N/A
Net Worth: N/A

***** EXECUTIVES *****

PRESIDENT: Allison Smith, President
VICE PRESIDENT: John Smith, Vice President
SECRETARY: Joan Smith, Secretary-Treasurer
TREASURER: Joan Smith, Secretary-Treasurer

***** EMPLOYEES *****

Employees At This Location: 60 - Actual
1-Yr-Ago: 70

3-Yr-Ago:	70
Employment Growth:	N/A
Employee Total:	70
