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12-0684-EL-AGE

FILE



February 16, 2012

Public Utilities Commission of Ohio
Docketing Division 13th Floor
180 East Broad ST
Columbus, OH 43215-3793

RECEIVED - DOCKETING DIV
2012 FEB 17 AM 11:08
PUCO

Dear Sirs/Madam,

Utilities Analyses, Inc. is requesting you issue an electricity broker license to us. Enclosed please find an original application for a Broker License with the State of Ohio for Utilities Analyses, Inc., along with 10 copies. We appreciate your assistance with this request and anything you can do to expedite this request will be greatly appreciated.

Please contact me if you have any questions or concerns at (678) 429-2456.

Thank you,

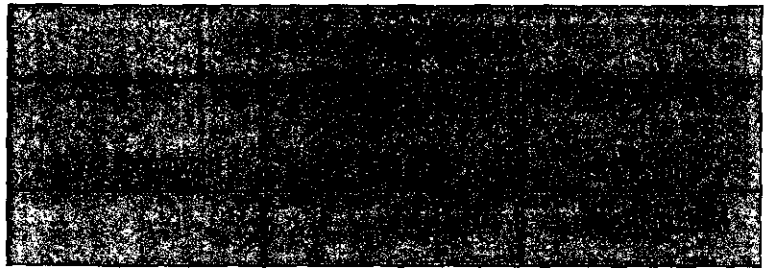
Handwritten signature of Dennis Zvosec in cursive script.

Dennis Zvosec
Vice President
Utilities Analyses, Inc.

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
technician SM Date Processed FEB-17-2012



The Public Utilities Commission of Ohio



12-684-EL-AGG

CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-5 Experience). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

**This PDF form is designed so that you may input information directly onto the form.
You may also download the form, by saving it to your local disk, for later use.**

A. APPLICANT INFORMATION

A-1 Applicant's legal name, address, telephone number and web site address

Legal Name Utilities Analyses, Incorporated
Address 450 Old Peachtree RD Ste 103 Suwanee, GA 30024
Telephone # (404) 321-6677 Web site address (if any) www.utilitiesanalyses.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Utilities Analyses, Incorporated
Address _____
Telephone # (800) 942-0016 Web site address (if any) www.utilitiesanalyses.com

A-3 List all names under which the applicant does business in North America

Utilities Analyses, Incorporated

A-4 Contact person for regulatory or emergency matters

Name Dennis Zvosec
Title Vice President

Business address 450 Old Peachtree RD Ste 103 Suwanee, GA 30024

Telephone # (404) 321-6677

Fax # (404) 321-6785

E-mail address (if any) dzvosec@uaiservices.com

A-5 Contact person for Commission Staff use in investigating customer complaints

Name Dennis Zvosec

Title Vice President

Business address 450 Old Peachtree RD Ste 103 Suwanee, GA 30024

Telephone # (404) 321-6677

Fax # (404) 321-6785

E-mail address (if any) dzvosec@uaiservices.com

A-6 Applicant's address and toll-free number for customer service and complaints

Customer Service address 450 Old Peachtree RD Ste 103 Suwanee, GA 30024

Toll-free Telephone # (800) 942-0016

Fax # (404) 321-6785

E-mail address (if any) complaints@uaiservices.com

A-7 Applicant's federal employer identification number # 581708375

A-8 Applicant's form of ownership (check one)

☐ Sole Proprietorship

☐ Limited Liability Partnership (LLP)

☒ Corporation

☐ Partnership

☐ Limited Liability Company (LLC)

☐ Other _____

A-9 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).

☒ **First Energy**

☒ Ohio Edison

☒ Toledo Edison

☒ Cleveland Electric Illuminating

☒ Cincinnati Gas & Electric

☒ Monongahela Power

☒ American Electric Power

☒ Ohio Power

☒ Columbus Southern Power

☒ Dayton Power and Light

☐ Residential

☐ Residential

☐ Residential

☐ Residential

☐ Residential

☐ Residential

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☒ Mercantile

☒ Mercantile

☒ Industrial

☒ Industrial

☒ Industrial

☒ Industrial

☒ Industrial

☒ Industrial

☒ Industrial

☒ Industrial

- A-10** Provide the approximate start date that the applicant proposes to begin delivering services

March 20, 2012

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-11** **Exhibit A-11 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-12** **Exhibit A-12 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.
- A-13** **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14** **Exhibit A-14 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.
- A-15** **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1** **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2** **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-5 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-6 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

- C-3 **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.
- C-4 **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).
- C-5 **Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant’s CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 **Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody’s Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experian, Dun and Bradstreet or a similar organization.
- C-8 **Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

C-9 Exhibit C-9 "Merger Information." provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding application.

Ki-Da President
Signature of Applicant & Title



Sworn and subscribed before me this 16 day of February, 2012
Month Year

Janet R. Hodges
Signature of official administering oath

Janet R. Hodges, office mgr.
Print Name and Title

My commission expires on 4/20/2015

AFFIDAVIT

State of GEORGIA :

Suwanee ss.
(Town)

County of Gwinnett :

Kevin SHAW, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the PRESIDENT (Office of Affiant) of UTILITIES ANALYSES, INC. (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

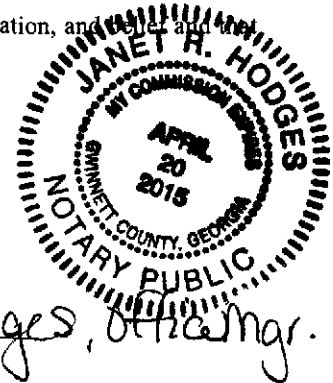
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

[Signature] President
Signature of Affiant & Title

Sworn and subscribed before me this 16 day of Feb, 2012
Month Year

[Signature]
Signature of official administering oath

Janet R. Hodges, Office Mgr.
Print Name and Title



My commission expires on 4/20/2015

Exhibit A-11 "Principal Officers, Directors & Partners"

**Kevin D. Shaw – President 450 Old Peachtree, Suite 103 Suwanee, GA 30024
404-321-6677**

**Gayle A. Shaw – Secretary 450 Old Peachtree, Suite 103 Suwanee, GA 30024
404-321-6677**

**Carl F. Shaw – Treasurer 450 Old Peachtree, Suite 103 Suwanee, GA 30024 404-
321-6677**

Exhibit A-12 "Corporate Structure"

Utilities Analyses, Inc. is an energy services consulting corporation. UAI is organized into two service groups, a regulated rate review group under Dale Huff and a deregulated supply group under Dennis Zvosec. The deregulated supply group will be the predominant focus in Ohio as supply is an attractive option, however, the regulated rate group will have work evaluating tariffs behind AEP.

Key Team Members and their Roles of Responsibility

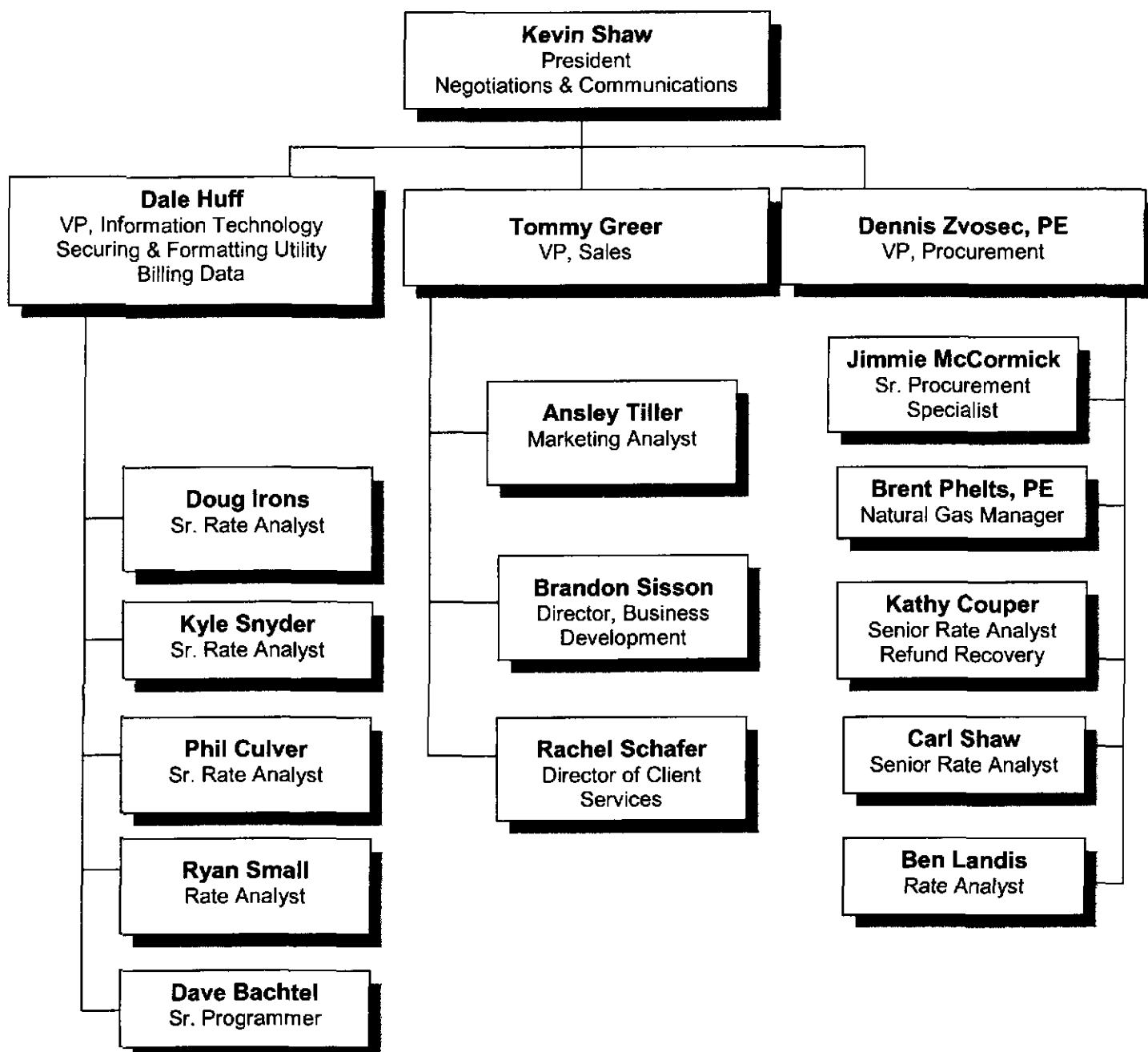
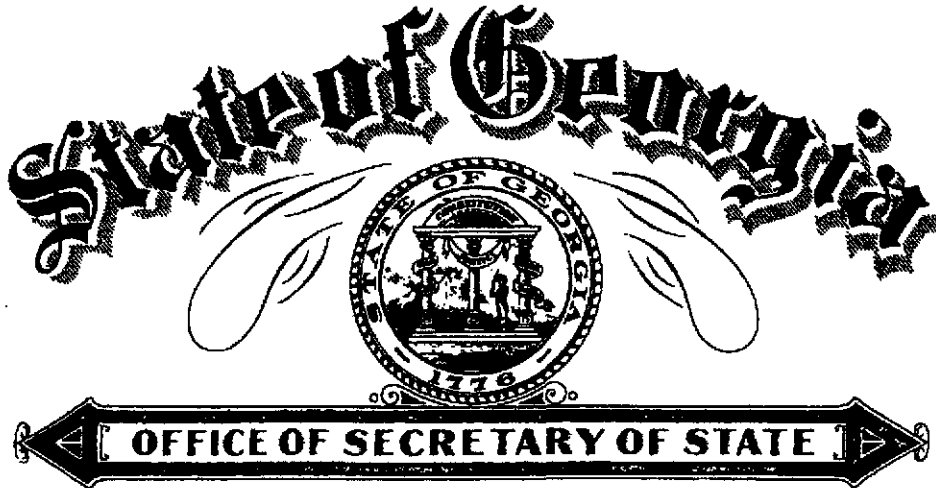


Exhibit A-13 "Company History"

Utilities Analyses, Inc., (UAI) has been serving clients since 1972, headquartered in Atlanta. UAI now manages over \$1.5 Billion in annual utility expenditures at over 13,000 facilities nationally. UAI's clients include states, municipalities and school systems as well as many Fortune 500 firms. UAI has grown from a small consulting company to employ 25 employees.

UAI has remained privately owned and has no interests other than to serve our clients with the greatest amount of measurable results (utility costs savings) possible. UAI analyses current and available electric utility tariffs available to our clients in regulated supply areas to ensure they are on the lowest cost rate available. UAI also reviews historical consumption and billing to ensure bills were rendered correctly. UAI has also been assisting our clients obtain competitive costs available in deregulated supply areas by comparing electricity supplier pricing with default supply or price-to-compare.

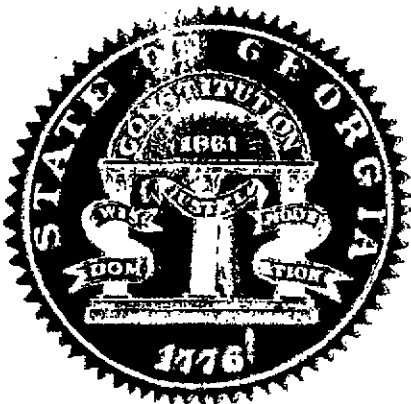
EXHIBIT A-14 "ARTICLES OF INCORPORATION & BY-LAWS"



I, Max Cleland, Secretary of State of the State of Georgia, do hereby certify that

"UTILITIES ANALYSES, INCORPORATED"

has been duly incorporated under the laws of the State of Georgia on the 22nd day of December, 19 86, by the filing of articles of incorporation in the office of the Secretary of State and the fees therefor paid, as provided by law, and that attached hereto is a true copy of said articles of incorporation.



IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seal of my office, at the Capitol, in the City of Atlanta, this 22nd day of December in the year of our Lord One Thousand Nine Hundred and Eighty Six and of the Independence of the United States of America the Two Hundred and Eleven.

Max Cleland

SECRETARY OF STATE
CORPORATION COMMISSIONER

EXHIBIT A-14 "ARTICLES OF INCORPORATION & BYLAWS"

ARTICLES OF INCORPORATION OF UTILITIES ANALYSES, INCORPORATED

1.

The name of the corporation is: UTILITIES ANALYSES, INCORPORATED.

2.

The corporation shall have perpetual duration.

3.

The corporation is organized pursuant to the provisions of the Georgia Business Corporation Code.

4.

The corporation is a corporation for profit and is organized for the following purposes:

(a) To engage in the business as a Utilities Rate Consultant. The corporation likewise shall have authority to engage in any work, service or pursuit in any manner ancillary or in aid of its general objects as above stated.

(b) To engage in any lawful business or activity related thereto.

(c) To engage in any other lawful business or activity for which corporations may be organized under the Georgia Business Corporation Code.

5.

The corporation has authority, through its Board of Directors, to issue not more than 10,000 shares of a common class having a par value of \$1.00 per share.

6.

The corporation shall not commence business until it shall have received not less than \$500.00 in payment for the issuance of its shares.

7.

The initial registered office of the corporation shall be at 2992 Randolph Road, Atlanta, Georgia 30345. The initial registered agent of the corporation shall be Carl F. Shaw and his written consent to such appointment is attached to these articles of incorporation.

EXHIBIT A-14

8.

The initial Board of Directors shall consist of two members, who are:


Carl F. Shaw
2992 Randolph Road
Atlanta, Georgia 30345

Gayle A. Shaw
2992 Randolph Road
Atlanta, Georgia 30345

9.

The name and address of the incorporator is: Carl F. Shaw,
2992 Randolph Road, Atlanta, Georgia 30345.

IN WITNESS WHEREOF, the undersigned executes these
Articles of Incorporation this 18 day of December, 1986.


M. RANDALL SCOTT
Attorney for Incorporator

RECEIVED
CLERK OF SUPERIOR COURT

DEC 22 3 38 PM '86

RECEIVED

EXHIBIT A-14 "ARTICLES OF INCORPORATION AND BYLAWS"

UAI has no by-Laws.

Exhibit A-15 " SECRETARY OF STATE "

201204400636

DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/14/2012	201204400636	FOREIGN LICENSE/FOR-PROFIT (FLF)	125.00	100.00	.00	.00	.00

Receipt

This is not a bill. Please do not remit payment.

NRAI CORPORATE SERVICES LLC
16055 SPACE CENTER BLVD STE 235
HOUSTON, TX 77062

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted

2081691

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

UTILITIES ANALYSES, INCORPORATED

and, that said business records show the filing and recording of:

Document(s)

FOREIGN LICENSE/FOR-PROFIT

Authorization to transact business in Ohio is hereby given, until surrender, expiration or
cancellation of this license.

Document No(s):

201204400636



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 13th day of February, A.D. 2012.

Jon Husted

Ohio Secretary of State

Exhibit B-1 “Jurisdictions of Operation”

Utilities Analyses, Inc. has been providing energy procurement consulting services since the early 2000's for our clients in California, Connecticut, Illinois, New York, New Jersey, New Hampshire, Maine, Maryland, Massachusetts, Ohio, Pennsylvania, Rhode Island, and Texas.

We are currently licensed as “brokers” in Illinois, Pennsylvania, and Texas. We have or are in the process of applying for “broker” licenses in Massachusetts, New Hampshire, New Jersey, and Maine.

Exhibit B-2 "Experience & Plans"

Utilities Analyses, Inc., is an experienced energy services company that concentrates on delivering supply side savings to our clients. We have been offering utility rate tariff analysis services since 1986. We have been assisting our clients in analyzing deregulated supply opportunities versus price-to-compare or default service since 2000.

Utilities Analyses, Inc is planning on providing broker services for our clients that no longer wish to pay a management fee for our rate review and pricing services. Utilities Analyses, Inc. maintains excellent customer service through our client and project managers.

Any issues of service and billing will be addressed through the licensed electricity supply company. Utilities Analyses, Inc will assist our clients with any complaints to ensure issues are resolved satisfactorily.

Exhibit B-3 "Summary of Experience"

Utilities Analyses, Inc. is an experienced energy services company that concentrates on delivering supply side savings to our clients. We have been offering utility rate tariff analysis services since 1986. Utilities Analyses, Inc. has been providing deregulated energy supply services since early the 2000's for our clients in California, Connecticut, Illinois, New York, New Jersey, New Hampshire, Maine, Maryland, Massachusetts, Pennsylvania, Rhode Island, and Texas.

Utilities Analyses, Inc. has assisted over 30 clients representing over 2,132 accounts and over 1,284,250,000 kWh of energy usage with their energy supply decisions. Our clientele consists of commercial and industrial users including movie cinemas, retailers, office buildings, cable companies, and industrial manufacturers. The predominate share of our procurement business has been performed under a consulting fee basis.

Exhibit B-4 “Disclosure of Liabilities and Investigations”

Utilities Analyses, Inc. has no existing, pending, past rulings, judgments, contingent liabilities, revocation of authority, investigations or any other matter that could adversely impact our financial or operational status or the ability to provide the services it is seeking to be certified to provide.

Exhibit C-1 “Annual Reports”

Utilities Analyses, Inc. is a privately held company and does not produce annual reports.

Exhibit C-2 “SEC Filings”

Utilities Analyses, Inc. is a privately held company and is not required to file with the SEC.

Exhibit C-3 "Financial Statements"

Utilities Analyses, Inc. is a privately held company and does not have audited financial statements. Attached please find our 2010 and 2011 Profit Loss statements.

Utilities Analyses, Inc.
Profit & Loss
January through December 2010

	<u>Jan - Dec 10</u>
Ordinary Income/Expense	
Total Income	3,488,766.11
Cost of Goods Sold	
Total COGS	<u>1,825,793.29</u>
Gross Profit	1,662,972.82
Expense	
Total Expense	<u>1,656,151.96</u>
Net Ordinary Income	<u>6,820.86</u>
Net Income	<u><u>6,836.66</u></u>

Utilities Analyses, Inc.
Profit & Loss
January through December 2011

	<u>Jan - Dec 11</u>
Ordinary Income/Expense	
Total Income	<u>3,860,198.38</u>
Total COGS	<u>1,935,384.10</u>
Gross Profit	1,924,814.28
Expense	<u> </u>
Total Expense	<u>1,861,513.96</u>
Net Ordinary Income	<u>63,300.32</u>
Net Income	<u><u>63,300.32</u></u>

Exhibit C-4 "Financial Arrangements"

Utilities Analyses, Inc. will not operate as a CRES, and will not take title to energy we therefore do not need to make these financial arrangements..

Exhibit C-5 “Forecasted Financial Statements”

Utilities Analyses, Inc. is a privately held company and does not have forecasted financial statements. Attached please find forecasted 2012 and 2013 Profit Loss statements.

Exhibit C-5 (Forecasted Financial Statements)

Utilities Analyses, Inc.
Profit & Loss
Projected January through December 2012

	<u>Jan - Dec 2012</u>
Projected Ordinary Income/Expense	<u> </u>
Total Projected Income	<u>4,200,000.00</u>
Total Projected COGS	<u>2,105,750.33</u>
Projected Gross Profit	2,094,249.67
Projected Expense	<u> </u>
Projected Total Expense	<u>2,012,513.96</u>
Projected Net Ordinary Income	<u>81,735.71</u>
Projected Net Income	<u><u>81,735.71</u></u>

Utilities Analyses, Inc.
Profit & Loss
Projected January through December 2013

	Jan - Dec 2013
Projected Ordinary Income/Expense	
	<hr/>
Total Projected Income	<u>\$5,600,000</u>
Total Projected COGS	<u>\$2,807,667</u>
Projected Gross Profit	\$2,792,333
Projected Expense	<hr/>
Projected Total Expense	<u>\$2,739,662</u>
Projected Net Ordinary Income	<u>\$52,671</u>
Projected Net Income	<u><u>\$52,671</u></u>

Exhibit C-6 "Credit Rating"

Utilities Analyses, Inc. has a credit rating of 489 through Dun and Bradstreet. No other credit rating agency has rated Utilities Analyses, Inc.

Exhibit C-7 "Credit Report"

Attached is Utilities Analyses, Inc. credit report.

Utilities Analyses, Incorporated

DUNS: 12-093-6612

Dashboard

Company Info

450 Old Peachtree Rd Nw Ste 103
Suwanee, GA 30024DBA's :
U A I

URL: www.utilitiesanalyses.com

Phone: (404) 321-6677

Scores

Paydex	Credit	Stress	Risk Rating	Rec.	Rating
Score	Score	Class	Score	Class	Rating
78 ▲	489 ▲	1	1524 ▲	2	4 ▲
					Recommendation
					\$15K
					1R2

Recent Alerts

There are currently no alerts issued for this company. If you only recently began monitoring this company, you will not receive your first alerts until score changes or events occur.

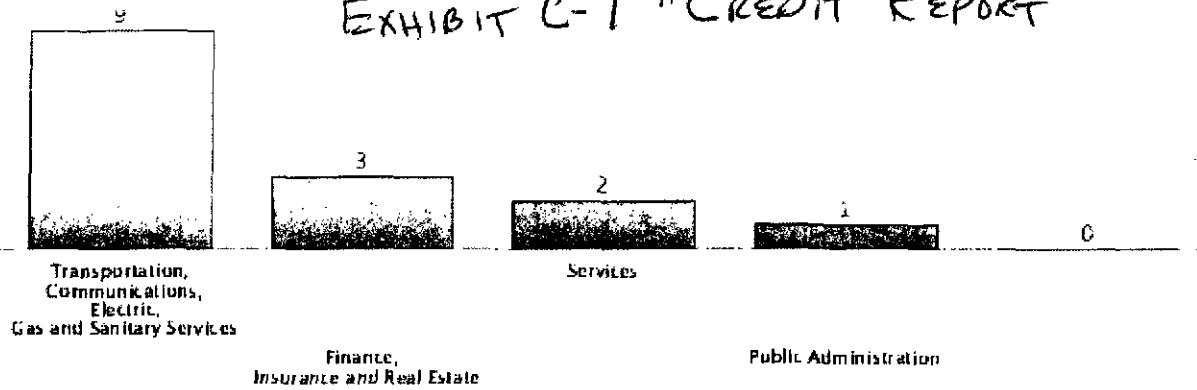
Inquiries

Most Recent

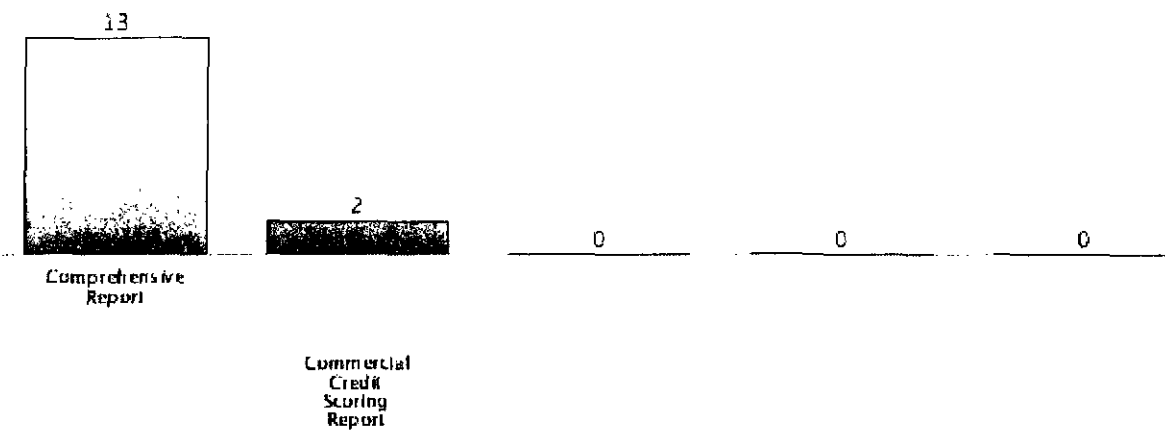
Date	SIC / Sector	Report type
08/10/11	Finance, Insurance and Real Estate	Comprehensive Report
08/10/11	Finance, Insurance and Real Estate	Comprehensive Report
08/04/11	Transportation, Communications, Electric, Gas and Sanitary Services	Comprehensive Report
08/04/11	Transportation, Communications, Electric, Gas and Sanitary Services	Comprehensive Report
08/04/11	Transportation, Communications, Electric, Gas and Sanitary Services	Comprehensive Report

Top 5 Inquiries by SIC / Sector (12 Months)

EXHIBIT C-7 "CREDIT REPORT"

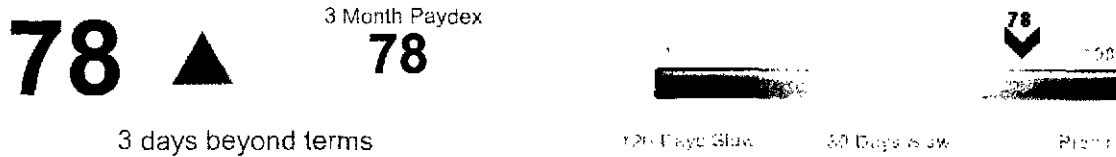


Top 5 Inquiries by Report Type (12 Months)



Scores

Paydex



Understanding My Score

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on payment experiences as reported to D&B by trade references.

Recent Payments

Total (Last 12 Months): 18

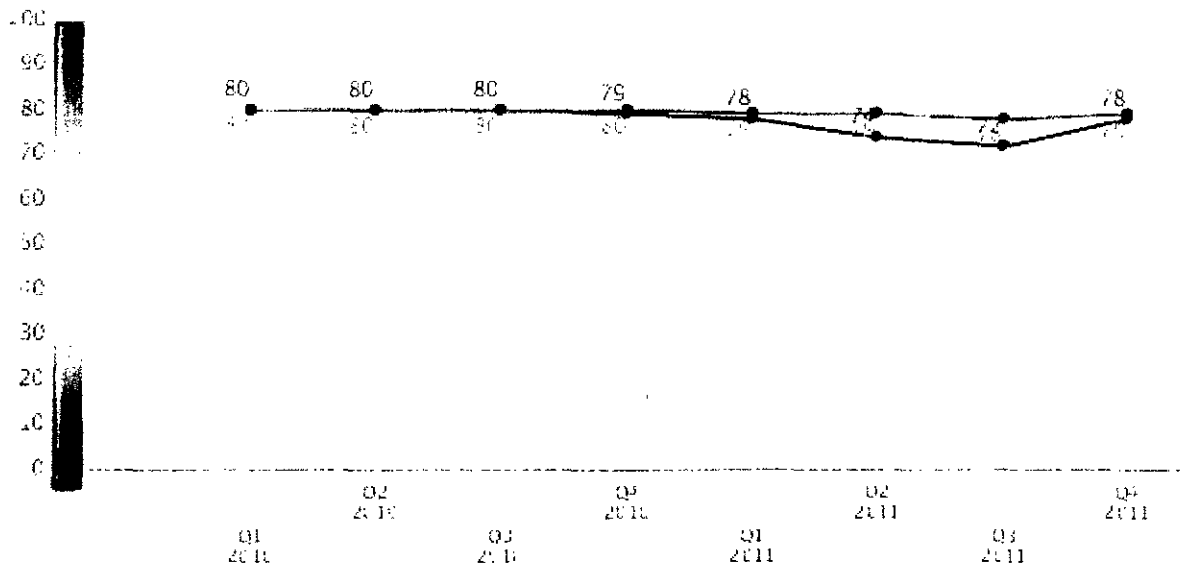
EXHIBIT C-7 "CREDIT REPORT"

01/2012	Ppt	\$100	\$100	\$0 --	1 mo
12/2011	Ppt	\$20,000	\$20,000	\$0 --	1 mo
12/2011	Ppt	\$1,000	\$50	-- Lease Agreemnt --	
12/2011	Ppt	\$100	\$100	\$0 --	1 mo

Key

Paydex	Payment Practices	Paydex	Payment Practices
100	Anticipate	40	60 Days Beyond Terms
90	Discount	30	90 Days Beyond Terms
80	Prompt	20	120 Days Beyond Terms
70	15 Days Beyond	1-19	Over 120 Days Beyond Terms
60	22 Days Beyond Terms	UN	Unavailable
50	30 Days Beyond Terms		

Trending & Industry Comparison



- My Company (78)
- Industry Median: (80)

Based on payments collected over the last 4 quarters.

- Current PAYDEX for this business is 78, or equal to 3 days beyond terms
- The present industry median score is 80, or equal to generally within terms.

Commercial Credit Score

Score	Class	Percentile
489 ▲	1	93%

Understanding My Score

EXHIBIT C-7 "CREDIT REPORT"

The Commercial Credit Score predicts the likelihood that a company will pay its bills in a severely delinquent manner (90 days or more past terms), obtain legal relief from creditors or cease operations without paying all creditors in full over the next 12 months. Scores are calculated using a statistically valid model derived from D&B's extensive data files.

Incidence of Delinquent Payment:

Among Companies with this Classification: **6.00%**

Factors Affecting Your Score:

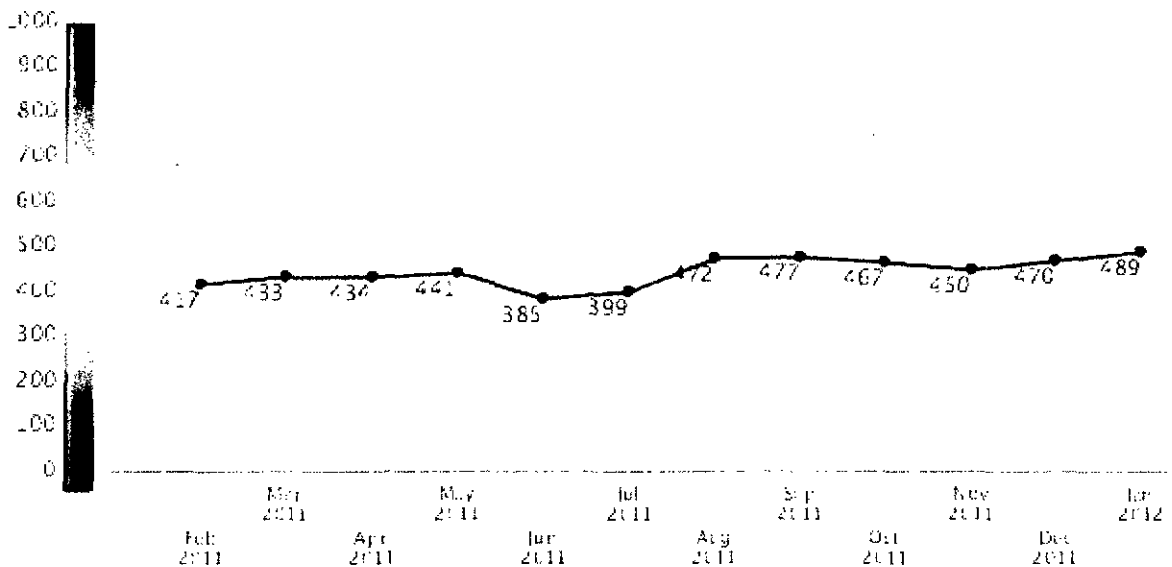
Business is privately held.

Low number of satisfactory payments.

Key

Score	Class	Percentage	Incidence of Delinquency
482 - 670	1	91 - 100	6.0%
451 - 481	2	71-90	10.6%
404-450	3	31-70	18.4%
351-403	4	11-30	31.5%
1-350	5	1-10	70.0%

Trends - Scores, 12 Month



- My Company (489)

Industry Comparison

46%

41%

This Business

Industry - Region
SOUTH
ATLANTICIndustry Year in
Business
26Industry
BUSINESS,
LEGAL
AND
ENGINEERING
SERVICESIndustry Employee
Range
10 19

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Score

Class

Nat'l %

1524 ▲

2

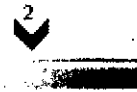
76%



High

Medium

Low



Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months

Understanding My Score

Incidence of Financial Stress:

Among Companies with this Classification: 0.09 (84 per 10000)

Factors Affecting Your Score:

Low proportion of satisfactory payment experiences to total payment experiences.

Unstable Paydex over last 12 months.

- The Financial Stress Class Summary Model predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

Notes:

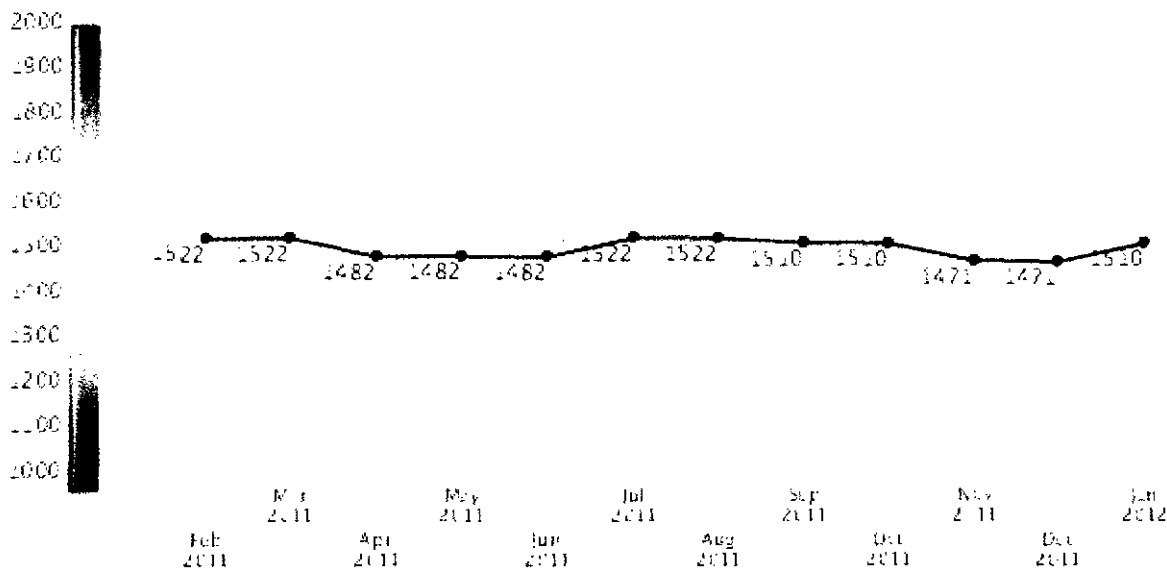
- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file

EXHIBIT C-7 "CREDIT REPORT"

Key

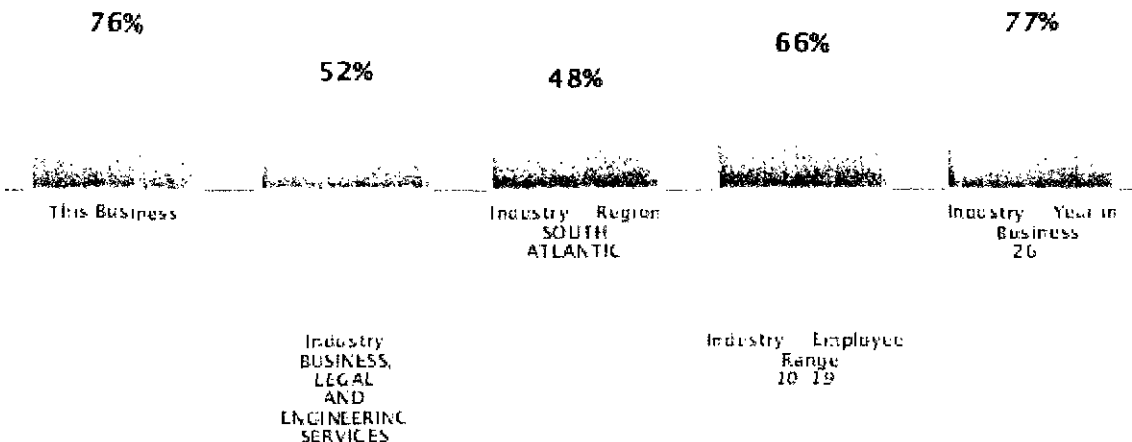
Score	Rating	Percentage	Incidence of Financial Stress
1570-1875	1	95-100	6.0%
1510-1569	2	69-94	10.6%
1450-1509	3	34-68	18.4%
1340-1449	4	2-33	31.5%
1001-1339	5	1	70.0%

Trends - Scores, 12 Month



• My Company (1,524)

Industry Comparison



Based on payments collected over the last 4 quarters

- Lower risk than other companies in the same region.

4 ▲



Moderate risk of supplier experiencing severe financial stress over the next 12 months.

Understanding My Score

The Supplier Evaluation Risk Rating 1-9 segmentation derived from the Financial Stress Score that predicts the likelihood of supplier failure over the next 12 months. The SER Rating is derived from D&B's Financial Stress Score, which is calculated using a statistically valid model derived from D&B's extensive data files.

Factors Affecting This Company's Score.

Sales for the Fiscal year ending DEC, 1994 are Up by 73.5%.

Net worth for the Fiscal year ending DEC, 1994 is Up by 19.0%.

Average Payments are 3 day(s) beyond terms.

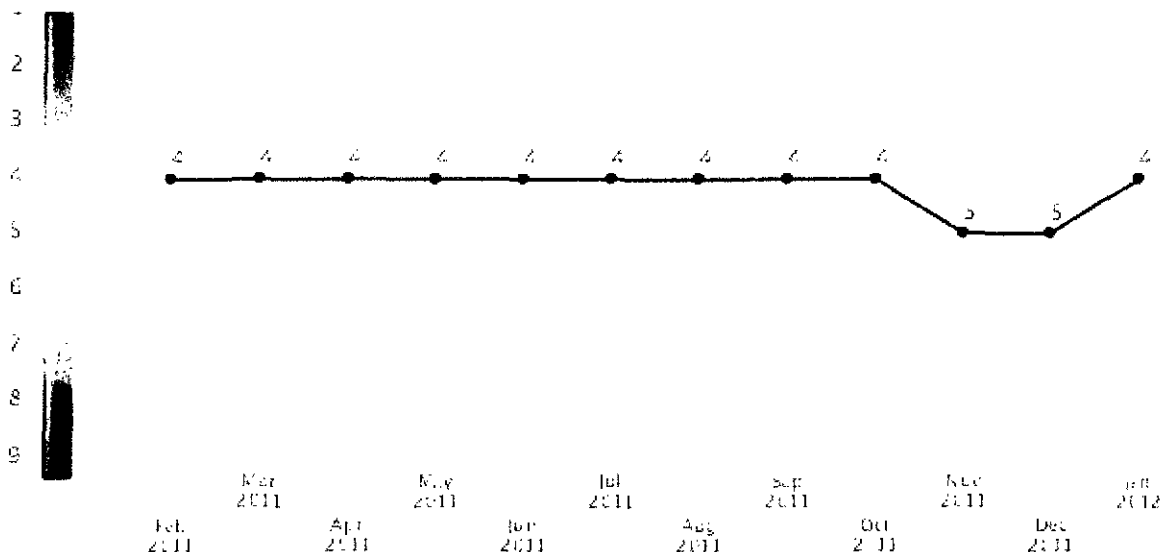
Average Industry Payments are on terms.

Special events have been reported.

UCC Filings present - See PUBLIC FILINGS section.

Under present management control 26 years.

Trends



• My Company (4)

1

EXHIBIT C-1 CREDIT REPORT

Aggressive Credit Limit

\$30k

High

Moderate

Low

Low

Understanding My Score

D&B's Credit Limit Recommendation is intended to help you more easily manage your credit decisions. It provides two recommended dollar guidelines:

A conservative limit, which suggests a dollar benchmark if your policy is to extend less credit to minimize risk.

An aggressive limit, which suggests a dollar benchmark if your policy is to extend more credit with potentially more risk.

The dollar guideline amounts are based on a historical analysis of credit demand of customers in D&B's U.S. payments database which have a similar profile to your business.

D&B Rating®

Rating
1R2

Number of employees: **1R indicates 10 or more employees**
Composite Credit Appraisal: **2 is good**

D&B Rating	Date Applied
1R2	2006-02-15
1R3	2003-12-10
1R2	2003-02-12
--	1999-10-14
1R3	1998-11-14
1R2	1997-12-04
1R3	1996-10-29
--	1995-03-01
CR6	1994-10-29
ER5	1991-10-15

Understanding My Score

Factors Affecting Your Score:

of Employees Total: **14**

Working Capital: **\$24,005**

Payment Activity (based on 18 experiences):

Average High Credit: **\$2,041**

Highest Credit: **\$20,000**

Total Highest Credit: **\$25,450**

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets

EXHIBIT C-7 "CREDIT REPORT"

12 Month Summary

Over the past 12 months ending 2-2012, 15 individual requests for information on your company were received; this represents a 6.67% increase over the prior 12 month period. The 15 inquiries were made by 8 unique companies indicating that some companies have inquired on your business multiple times and may be monitoring you. Of the total products purchased, 9, or 60.00% came from the Transportation, Communications, Electric, Gas and Sanitary Services sector; 3, or 20.00% came from the Finance, Insurance and Real Estate sector; 2, or 13.33% came from the Services sector.

12 Mo. Total: 15

12 Mo. Unique Companies: 8

Date	Report type	SIC / Sector
08/10/11	Comprehensive Report	Finance, Insurance and Real Estate
08/10/11	Comprehensive Report	Finance, Insurance and Real Estate
08/04/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/04/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/04/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/04/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
05/23/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
05/18/11	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
05/18/11	Commercial Credit Scoring Report	Public Administration
04/11/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
04/11/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
03/21/11	Comprehensive Report	Services
03/21/11	Comprehensive Report	Services
03/04/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
03/02/11	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services

Trends - 12 Month

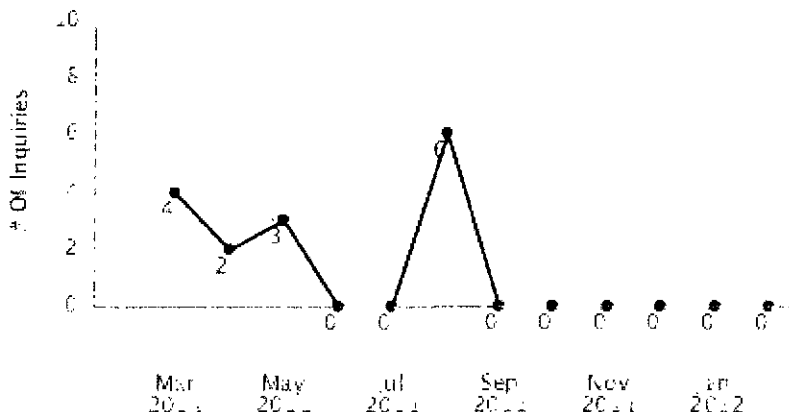
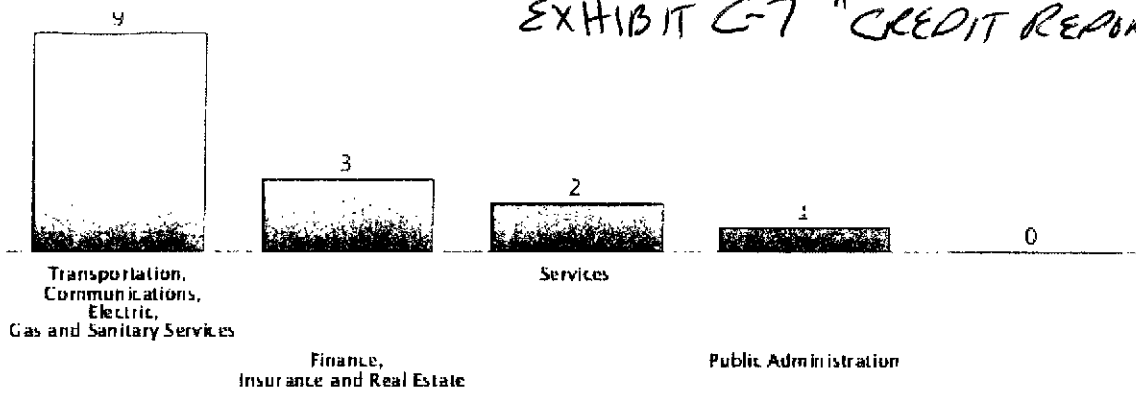
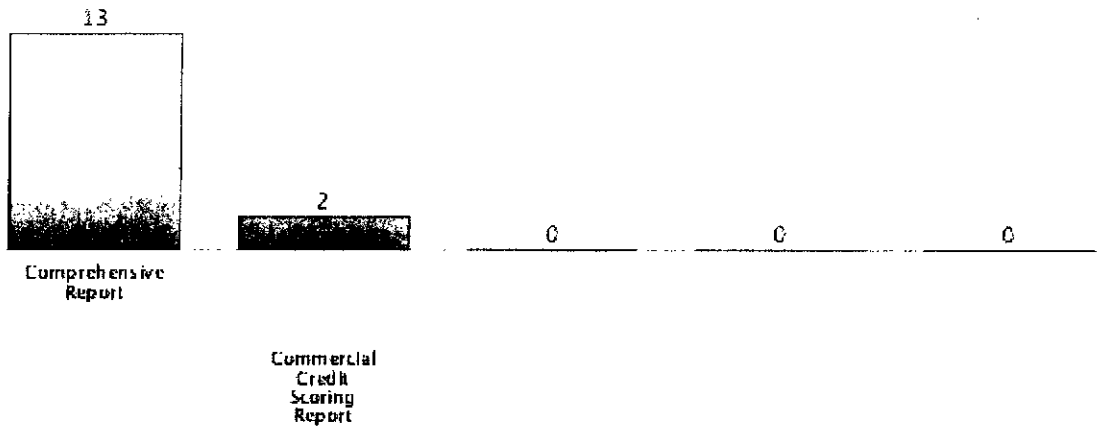


EXHIBIT C-7 "CREDIT REPORT"



Top 5 Report Types

Graph(12 Months)



All Inquiries by Industry and SIC / Sector

SIC/Sector	Jun 2011	Sep 2011	Dec 2011	Mar 2012	Inquiries
Finance, Insurance and Real Estate	1	2	0	0	3
Public Administration	1	0	0	0	1
Retail Trade	0	0	0	0	0
Services	2	0	0	0	2
Transportation, Communications, Electric, Gas and Sanitary Services	5	4	0	0	9

Inquiries by Report Type

Report Type	Jun 2011	Sep 2011	Dec 2011	Mar 2012	Inquiries
Commercial Credit Scoring Report	2	0	0	0	2
Comprehensive Report	7	6	0	0	13

Current Paydex: 78 Equal to 3 days beyond terms
Industry Median: 80 Equal to GENERALLY WITHIN terms
Payment Trend: ↔ Unchanged, compared to payments three months ago

EXHIBIT C-7 "CREDIT REPORT"

Total payment Experiences in D&Bs File (HQ): 18
Payments Within Terms (not dollar weighted): 95
Total Placed For Collection: NA
Average Highest Credit: 2,041
Largest High Credit: 20,000
Highest Now Owing: 20,000
Highest Past Due: NA

Payments Summary

Total (Last 12 Months): 18

	Received	Amount	Payment summary	Terms	31	30-80	81-90	90
Top Industries								
Misc business credit	2	\$200	\$100	100%	0	0	0	0
Natural gas distrib	1	\$20,000	\$20,000	100%	0	0	0	0
Air courier service	1	\$2,500	\$2,500	50%	0	50	0	0
Misc equipment rental	1	\$1,000	\$1,000	100%	0	0	0	0
Ret mail-order house	1	\$250	\$250	100%	0	0	0	0
Radiotelephone commun	1	\$100	\$100	100%	0	0	0	0
Insurance agent	1	\$100	\$100	100%	0	0	0	0
Public finance	1	\$100	\$100	100%	0	0	0	0
Data processing svcs	1	\$100	\$100	100%	0	0	0	0
Photocopying service	1	\$100	\$100	100%	0	0	0	0
Nonclassified	1	\$50	\$50	100%	0	0	0	0
Short-trm busn credit	1	\$0	\$0	0%	0	0	0	0
Other Categories								
Cash experiences	5	\$950	\$750	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
Total in D&B's file	18	\$25,450	\$20,000	--	--	--	--	--

Payments Beyond Terms

42

All Payments

Total (Last 12 Months): 18

01/2012	Ppt	\$250	\$0	\$0	N30	2-3 mos
01/2012	Ppt	\$100	\$100	\$0	--	1 mo
12/2011	Ppt	\$20,000	\$20,000	\$0	--	1 mo
12/2011	Ppt	\$1,000	\$50	--	Lease Agreement	--
12/2011	Ppt	\$100	\$100	\$0	--	1 mo
12/2011	Ppt	\$100	\$100	--	--	1 mo
12/2011	Ppt	\$100	\$50	\$0	--	1 mo
12/2011	Ppt-Slow 60	\$2,500	\$500	\$0	--	1 mo
12/2011	(009)	\$750	--	--	Cash account	1 mo
12/2011	(010)	\$50	--	--	Cash account	6-12 mos
07/2011	(011)	\$50	\$50	--	Cash account	1 mo
06/2011	Ppt	\$100	\$100	\$0	--	1 mo
06/2011	Ppt	\$100	\$0	\$0	--	6-12 mos
05/2011	Ppt	\$100	--	--	--	1 mo
03/2011	(015)	\$50	--	--	Cash account	6-12 mos
11/2010	Ppt	\$50	\$50	\$0	--	1 mo
05/2010	(017)	\$50	--	--	Cash account	1 mo
05/2010	(018)	--	\$0	\$0	--	6-12 mos

Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of debt is disputed.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

History & Operations

Currency: Shown in USD unless otherwise indicated

Company Overview

Company Name:	UTILITIES ANALYSES, INCORPORATED	URL:	www.utilitiesanalyses.com
Doing Business As:	U A I	Stock Symbol:	NA
Street Address:	450 Old Peachtree Rd Nw Ste 103 Suwanee, GA 30024	History:	NA
Phone:	(404) 321-6677	Operations:	NA
		Present Management Control:	26 Years
		Annual Sales:	NA

History

The following information was reported: 10/07/2011

EXHIBIT C-7- "CREDIT REPORT"

Officer(s):

CARL F SHAW, PRES
GAYLE SHAW, SEC-TREAS
KEVIN SHAW, V PRES OF CONTRACTS

DIRECTOR(S):

THE OFFICER(S)

Business started 1972 by Paul Hughes. Present control succeeded Dec 1986. 100% of capital stock is owned by Carl F Shaw and Gayle Shaw.

CARL F SHAW born 1936. OCCUPATIONAL BACKGROUND:

GAYLE SHAW born 1936. OCCUPATIONAL BACKGROUND:

KEVIN SHAW born 1963. OCCUPATIONAL BACKGROUND:

Business address has changed from 1970 Cliff Valley Way Ne #250, Atlanta, GA, 30329 to 3805 Crestwood Pkwy Nw Ste 100, Decatur, GA, 30036.

Business address has changed from 3805 Crestwood Pkwy Nw Ste 100, Duluth, GA, 30096 to 450 Old Peachtree Rd Nw, Suwanee, GA, 30024.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF
FEBRUARY 10 2012.

Registered Name:	UTILITIES ANALYSES, INCORPORATED
Business Type:	CORPORATION
Corporation Type:	PROFIT
Date Incorporated:	Dec 22 1986
State of Incorporation:	GEORGIA
Filing Date:	Dec 22 1986
FilingFedID:	NA
Registration ID:	J704156
Duration:	PERPETUAL
Duration Date:	NA
Status:	ACTIVE/OWES CURRENT YEAR AR
Status Attained Date:	NA
Where Filed:	SECRETARY OF STATE/BUSINESS SERVICES AND REGULATIONS/CORPORATE DIVISION, ATLANTA, GA
Registered Agent:	SHAW, CARL F., 1454 BELLAMY ROAD, CARNESVILLE, GA, 305210000
Agent Appointed:	NA
AgentStatus:	NA
Principals:	SHAW, GAYLE A., SECRETARY, 1454 BELLAMY ROAD, CARNESVILLE, GA, 305210000

CARL F SHAW, CHIEF FINANCIAL OFFICER, 1454 BELLAMY ROAD,

44

Operations

10/07/2011

Description:

Provides management consulting services (100%).

Terms are net 30 days. Has 700 account(s). Sells to large commercial and industrial concerns and city and county governments. Territory : National.

Nonseasonal.

Employees: 14 which includes officer(s) and 4 part-time.**Facilities:** Rents premises in a building.**Location:** NA**Branches:** NA**Subsidiaries:** NA**Subsidiaries:** NA**Subsidiaries:** NA**Subsidiaries:** NA**Subsidiaries:** NA

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&Bs use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

8742 0000 Management consulting services

NAICS:

541611 Administrative Management and General Management Consulting Services

Public Filings

Currency: Shown in USD unless otherwise indicated

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	-	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	1	06/27/07

The following Public Filing data is for information purposes only and is not the official record.

Judgments

We currently don't have enough data to display this section.

Liens

We currently don't have enough data to display this section.

Suits

We currently don't have enough data to display this section.

Government Activity

We currently don't have enough data to display this section.

Banking & Finance

Financial Statements

We currently don't have enough data to display this section.

Banking

We currently don't have enough data to display this section.

Special Events

05/21/2010

Business address has changed from 3805 Crestwood Pkwy Nw Ste 100, Duluth, GA, 30096 to 450 Old Peachtree Rd Nw, Suwanee, GA, 30024.

10/02/2009

SEPTEMBER 2009 GEORGIA FLOODING:

The effects of flooding in Georgia impacted the county in which this business operates. This business may have experienced impact to its operations as a result of this event.

Corporate Linkage

Parent

We currently don't have enough data to display this section.

46

US Linkages

We currently don't have enough data to display this section.

International Linkages

We currently don't have enough data to display this section.

Exhibit C-8 “Bankruptcy Information”

Utilities Analyses, Inc. has made no bankruptcy filings in the current year or within the two most recent years preceding this application.

Exhibit C-9 "Merger Information"

Utilities Analyses, Inc. has made no dissolution or merger or acquisitions within the five most recent years preceding this application.