

FILE



The Public Utilities Commission of Ohio

Original CRS Case Number	Version
11 - 5326 -EL- CRS	August 2004

## RENEWAL APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-11 Corporate Structure). 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.  
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### A. RENEWAL INFORMATION

#### A-1 Applicant intends to be renewed as: (check all that apply)

☒ Retail Generation Provider  
☒ Power Marketer

☐ Power Broker  
☐ Aggregator

#### A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Interstate Gas Supply, Inc.

Address 6100 Emerald Parkway

PUCO Certificate # and Date Certified 11-403E(1), October 31, 2011

Telephone # (614) 659-5000 Web site address (if any) www.igsenergy.com

#### A-3 List name, address, telephone number and web site address under which Applicant does business in Ohio

Legal Name Interstate Gas Supply, Inc.

Address 6100 Emerald Parkway

Telephone # (614) 659-5000 Web site address (if any) www.igsenergy.com

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 AN Date Processed SEP 27 2013

PUCO

RECEIVED-DOCKETING DIV  
2013 SEP 27 PM 3:45

**A-4 List all names under which the applicant does business in North America**

<u>Interstate Gas Supply, Inc.</u>	<u>Accent Energy TX dba IGS Energy</u>
<u>IGS Energy</u>	<u>Accent Energy Midwest Gas</u>
<u>Interstate Gas Supply of Illinois, Inc.</u>	<u>Accent Energy Midwest II</u>

**A-5 Contact person for regulatory or emergency matters**

Name Vincent A. Parisi  
Title Vice President of National Regulatory & Legislative  
Business address 6100 Emerald Parkway, Dublin, OH 43016  
Telephone # (614) 659-5055 Fax # (614) 659-5073  
E-mail address (if any) vparisi@igsenergy.com

**A-6 Contact person for Commission Staff use in investigating customer complaints**

Name Tara Chapman  
Title Compliance Manager  
Business address 6100 Emerald Parkway, Dublin, OH 43016  
Telephone # (614) 659-5058 Fax # (614) 659-5070  
E-mail address (if any) tchapman@igsenergy.com

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

Customer Service address 6100 Emerald Parkway, Dublin, OH 43016  
Toll-free Telephone # (800) 280-4474 Fax # (614) 659-5005  
E-mail address (if any) choice@igsenergy.com

**A-8 Applicant's federal employer identification number # 311286758**

**A-9 Applicant's form of ownership (check one)**

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

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-10 Exhibit A-10 "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-11 Exhibit A-11 "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 in North America.

**B. 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.
- 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 "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-4** 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-4 "Disclosure of Consumer Protection Violations" detailing such violation(s) and providing all relevant documents.
- B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.  
☒ No      ☐ Yes

If yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation" detailing such action(s) and providing all relevant documents.

**C. 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 Experion, 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 the application.

## **D. TECHNICAL CAPABILITY**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1 **Exhibit D-1 "Operations"** provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- D-4 **Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

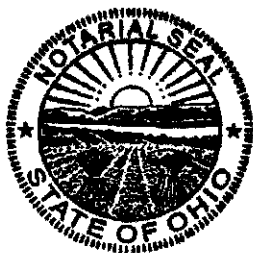
H. A. Sweeney President  
Signature of Applicant and Title

Sworn and subscribed before me this 25<sup>th</sup> day of September, 2013  
Month Year

Helen A. Sweeney  
Signature of official administering oath

Helen A. Sweeney, Notary Public  
Print Name and Title

My commission expires on 09-26-2015



Helen A. Sweeney  
Notary Public, State of Ohio  
My Commission Expires 09-26-2015

# **AFFIDAVIT**

State of Ohio :

ss.

County of Franklin :

Scott White, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Interstate Gas Supply, 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 renewal 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
7. 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.
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 renewal 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.

JA Wick President  
Signature of Affiant & Title

Sworn and subscribed before me this 25<sup>th</sup> day of September, 2013  
Month Year

Helen A. Sweeney  
Signature of official administering oath

Helen A. Sweeney, Notary Public  
Print Name and Title

My commission expires on 09-26-2015



Helen A. Sweeney  
Notary Public, State of Ohio  
My Commission Expires 09-26-2015

**PUBLIC VERSION**

**TRADE SECRETS, CONFIDENTIAL AND PROPRIETARY INFORMATION**  
**REDACTED**

**CERTIFICATION FOR COMPETITIVE RETAIL ELECTRIC SUPPLIER**

**Exhibits**

**Section A – Applicant Information and Services, Attachments and Explanations.**

**A-10 Exhibit A-12 “Principal Officers, Directors & Partners,”** provide the names, titles, addresses and telephone number of the applicant’s principal officers, directors, partners, or other similar officials.

**Response:** Scott White, President, 6100 Emerald Parkway, Dublin, OH 43016  
Work phone number: (614) 659-5000  
Doug Austin, Vice President, 6100 Emerald Parkway, Dublin, OH 43016  
Work phone number: (614) 659-5000  
Laurie Kruppa, Shareholder, 6100 Emerald Parkway, Dublin, OH 43016  
Work phone number: (614) 659-5000  
Cathy Conner, Shareholder, 6100 Emerald Parkway, Dublin, OH 43016  
Work phone number: (614) 659-5000  
Vince Parisi, VP of Regulatory Affairs, 6100 Emerald Parkway, Dublin, OH 43016  
Work phone number: (614) 659-5000  
Tami Wilson, Chief Financial Officer, 6100 Emerald Parkway, Dublin, OH 43016  
Work phone number: (614) 659-5000  
Steve White, Shareholder, 378 Knollwood Dr., Charleston, WV 35302  
Work phone number: (304) 546-4584

**A-11 Exhibit A-13 “Corporate Structure,”** provide a description of the applicant’s corporate structure, including a graphical description of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.

**Response:** Interstate Gas Supply, Inc. (“IGS”) is a privately held corporation with no parent. Interstate Gas Supply of Illinois, Inc. is a wholly owned subsidiary of IGS which provides natural gas supply to customers in Illinois. IGS also wholly owns Accent Energy Group, LLC (“AEG”), which in turn wholly owns the following subsidiaries: Accent Energy California LLC (an active Delaware limited liability company), Accent Energy Midwest LLC (an active Delaware limited liability), Accent Energy Midwest II LLC (an Active Delaware limited liability company), Accent Energy TX GP LLC (“AEGP,” an active Delaware limited liability company), and Accent Energy TX LP LLC (“AELP,” an active Delaware limited liability company). AEGP and AELP collectively own 100% of Accent Energy Texas LP (an active Delaware limited



partnership). All of the Accent Energy affiliates under AEG are involved in the marketing and sale of natural gas or electricity to end users in Texas, California, and New York.

## **Section B – Applicant’s Managerial Capability and Experience**

**B-1 Exhibit B-1 “Jurisdiction 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.

**Response:** IGS and its affiliates are currently certified, licensed, registered, or otherwise authorized to supply electricity service in Illinois, Pennsylvania, Maryland, Ohio, Connecticut, Michigan, New York, and Texas.

**B-2 Exhibit B-2 “Experience and Plans,”** provide a current 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 the Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

**Response:** IGS has a wealth of experience supplying natural gas and/or electricity to customers in multiple states behind multiple utilities. IGS invests significantly to continually improve its IT infrastructure, call center capabilities, and employee development. IGS employs dozens of full-time associates tasked with responding to customer inquiries. IGS believes that it has one of the most responsive and timely call centers in the industry, focused on first-call resolution. Billing functions continue to be handled by the local utilities. IGS continues to have a dedicated compliance manager devoted to responding to inquiries from Commission Staff and other consumer advocate agencies.

**B-3 Exhibit B-5 “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.

**Response:** IGS has no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, or any other matter that could adversely impact its financial or operational status or ability to provide electric services. IGS has and continues to be a financially sound company with a strong balance sheet, and has never had a judgment against it or a license threatened or revoked.

**B-4** 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-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

### **Section C – Applicant Financial Capability and Experience**

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

**Response:** IGS is not a publicly traded company and therefore does not prepare annual reports. However, see response to C-3.

**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 whether the applicant is not required to file with the SEC and why.

**Response:** IGS is not a publicly traded company and therefore is not required to file any documents with the SEC, including but not limited to 10-K/8-K filings. However, see response to C-3.

**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 filed audited or officer-certified financial statements covering the life of the business.

**Response:** The response to C-3 requires disclosure of information about IGS that is **PRIVILEGED AND CONFIDENTIAL. SUCH RESPONSES ARE FILED UNDER SEAL.**

**C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

**Response:** The response to C-4 requires disclosure of information about IGS that is PRIVILEGED AND CONFIDENTIAL. SUCH RESPONSES ARE FILED UNDER SEAL.

**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, email address and telephone number of the preparer.

**Response:** The response to C-5 requires disclosure of information about IGS that is PRIVILEGED AND CONFIDENTIAL. SUCH RESPONSES ARE FILED UNDER SEAL.

**C-6 Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current 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 affiliated organization, provided the applicant submits a statement signed by the principal officer of the applicant's 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.

**Response:** IGS is a privately held company and does not have an independent credit rating from any of the aforementioned organizations. IGS does not have a parent company.

**C-7 Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.

**Response:** See Exhibit C-7, the Dun and Bradstreet credit report for IGS.

**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.

**Response:** None.

**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 the application.

**Response:**

Effective January 1, 2012, Applicant acquired Accent Energy Group, LLC, and its wholly-owned subsidiaries ("Accent"). Accent is a natural gas and/or electric supplier in a number of the territories identified above in this renewal certification.

## **Section D – Applicant Technical Capabilities**

**D-1 Exhibit D-1 “Operations”** provide a written description of the operational nature of the applicant’s business. Please include whether the applicant’s operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

**Response:** IGS is a natural gas and electric marketing company that serves small commercial and residential customers across the country. IGS specializes in the purchasing, transportation, and risk management of gas and electric supply. IGS has no plans to generate power for retail sales, but it intends to schedule retail power for transmission and delivery, and it may provide retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

**D-2 Exhibit D-2 “Operations Expertise,”** given the operational nature of the applicant’s business, provide evidence of the applicant’s experience and technical expertise in performing such operations.

**Response:** IGS has significant experience in managing residential and commercial customer business through its involvement in Choice programs across the country. Since its entry into those Choice programs, IGS has grown its customer base from zero to currently more than 1,000,000 natural gas and electric customers. IGS manages all of the operational requirements associated with the purchasing, transportation, nominations, and sales that are required in its service territories.

**D-3 Exhibit D-3 “Key Technical Personnel,”** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant’s business.

**Response:**

**Raymond V. Hamman** is the Chief Supply and Risk Officer, responsible for all of IGS’s power supply and risk management. Ray joined the organization in 2011 via IGS’s acquisition of Accent Energy, where he was the COO. He has over 20 years of experience in the retail energy industry. In his capacity as Chief Supply and Risk Officer he is responsible for managing IGS’ electricity load forecasting, procurement, scheduling and risk management functions, which includes profit and loss responsibilities. Prior to Accent, he worked as an Energy Trader at American Electric Power. Ray also held managerial positions at Enron Energy Services, Enron Capital and Trade, and Columbia Gas Distribution. Ray is a graduate of The Ohio State University.

Contact Info: [rhamman@igsenergy.com](mailto:rhamman@igsenergy.com), 614-659-5150

**Tami Wilson** is the Chief Financial Officer for IGS. Tami previously served as Vice President, Corporate Investments for the organization. Tami has 12 years of retail energy experience and recently joined IGS from Vectren Retail, LLC where she served as President and CFO. Tami

also has diversified industry experience in manufacturing, telecommunications and cable. Throughout her career, she has gained broad based experience in start-up operations, strategic planning, finance, gas operations, regulatory relations and mass marketing. Tami is a CPA and holds a Bachelor's degree in Accounting from the University of Evansville.

**Andy Dosch** is Director of Finance for IGS Energy, with responsibilities including financial reporting, treasury and cash management, credit and collections, tax, general accounting, risk administration and controls. He has over 23 years of public accounting and industry experience, including nearly 11 years at KPMG. Prior experience includes serving as Vice President and Chief Financial Officer of a publicly-traded company, with responsibility for all administrative operations, including accounting, human resources, information systems and facilities. Andy is a CPA and is a graduate of Muskingum College, with bachelor's degrees in Accounting and Business.

**Vincent A. Parisi, Esq.**, is the VP, National Regulatory and Legislative Policy for IGS. Vincent's duties include responsibility for all Regulatory and related legal issues as well as all Legislative initiatives for IGS. Prior to joining IGS in September 2003, Vincent was with the law firm of Chester, Willcox & Saxbe, LLP in Columbus, Ohio, working in the areas of creditor and debtor rights, bankruptcy, employment law, and energy law. Vincent obtained his Juris Doctorate, graduating magna cum laude from Capital University Law School in 1999. Vincent also has an LLM in Business and Taxation from Capital University.

**Jim Baich** is the Chief Operating Officer for IGS. As the COO for IGS, Jim is responsible for the company's Operations (Choice and Commercial & Industrial) and IT functions. He joined IGS in 2010 after serving as the COO for Advanced Drainage Systems ("ADS") for 6 years. Prior to ADS, Jim managed various projects for Anderson Consulting as a Management Consultant. He has a comprehensive background in sales, marketing, strategic planning, manufacturing, distribution, and solid leadership experience. He holds bachelor's degrees in both finance and industrial engineering.

**D-4 Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

**Response:** FERC Docket #ER11-4037  
Market Based Rate Authority  
Dated September 13, 2011

**C-3 Financial Statements**

**\*\*PRIVLIGED AND CONFIDENTIAL\*\***  
**FILED UNDER SEAL**

**C-4 Financial Arrangements**

**\*\*PRIVLIGED AND CONFIDENTIAL\*\***  
**FILED UNDER SEAL**

**C-5 Forecasted Financial Statements**

**\*\*PRIVLIGED AND CONFIDENTIAL\*\***  
**FILED UNDER SEAL**



**Exhibit C-7 Dun and Bradstreet Credit Report**



Printed By: Maggie Parlier

Date Printed: September 04, 2013

## Live Report : INTERSTATE GAS SUPPLY, INC.

D-U-N-S® Number: 62-605-8655

Trade Names: INTERSTATE GAS SUPPLY - IGS ENERGY

Endorsement/Billing Reference: mparlier@igsenergy.com

### D&B Address

**Address** 6100 Emerald Pkwy  
Dublin, OH - 43016

**Phone** 614 659-5000

**Fax**

**Location Type** Single Location

**Web** www.igsenergy.com

**Endorsement :** mparlier@igsenergy.com

## Company Summary

Currency: Shown in USD unless otherwise indicated

### Score Bar

PAYDEX®	80
Commercial Credit Score Class	1
Financial Stress Score Class	1
Credit Limit - D&B Conservative	85,000.00
D&B Rating	1R2

### D&B 3-month PAYDEX®

#### 3-month D&B PAYDEX®: 80

Lowest Risk:100;Highest Risk :1  
When weighted by amount, Payments to suppliers  
average Within terms

### D&B Company Overview

Do not confuse with interstate gas marketing, inc,  
columbus, oh and Interstate Gas Supply of Indiana,  
Inc which is out of business.  
**This is a single location**

**Chief Executive** SCOTT L WHITE, PRES

**Year Started** 1989

**Employees** 170

**Financing** SECURED

**SIC** 1311

**Line of business** Crude petroleum/ natural gas  
production

**NAICS** 211111

**History Status** CLEAR

### D&B PAYDEX®

#### D&B PAYDEX® 80

Lowest Risk:100;Highest Risk :1  
When weighted by amount, Payments to suppliers  
average generally within terms

### Public Filings

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

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	26	05/11/12

The public record items contained herein may have  
been paid, terminated, vacated or released prior to  
today's date.

### Financial Stress Score Class

#### Financial Stress Score Class: 1

Lowest Risk:1;Highest Risk :5

## Commercial Credit Score Class

### Commercial Credit Score Class: 1

Lowest Risk:1;Highest Risk :5

## Predictive Scores

Currency: Shown in USD unless otherwise indicated

### Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the D&B Rating Key

**D&B Rating : 1R2**

Number of employees: 1R indicates 10 or more employees  
Composite credit appraisal: 2 is good

The Rating was changed on April 16, 2013 because D & B's file shows a change in the company's suit(s), lien(s), and/or judgment(s) activity.

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

Below is an overview of the company's rating history since 07-13-1994

D&B Rating	Date Applied
1R2	04-16-2013
1R3	01-10-2013
1R2	04-17-2007
5A1	11-03-2004
5A2	11-26-2003
4A2	06-18-2003
4A3	10-04-2000
3A2	07-28-1995
—	07-26-1995
3A2	07-13-1994

Number of Employees  
Total: 170

Payment Activity: (based on 55 experiences)  
Average High Credit: 17,890  
Highest Credit: 400,000  
Total Highest Credit: 824,050

### D&B Credit Limit Recommendation

Conservative credit Limit 85,000  
Aggressive credit Limit: 200,000

Risk category for this business : LOW

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

### Financial Stress Class Summary

The Financial Stress Score 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&Bs extensive data files.

The Financial Stress Class of 1 for this company shows that firms with this class had a failure rate of 0.03% (3 per 10,000), which is lower than the average of businesses in D & B's database

### Financial Stress Class : 1

(Lowest Risk:1; Highest Risk:5)

Low risk of severe financial stress, such as bankruptcy, over the next 12 months.

#### Probability of Failure:

- Among Businesses with this Class: 0.03 % (3 per 10,000)
- Financial Stress National Percentile : 98 (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : 1590 (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average of Businesses in D&Bs database: 0.48 % (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

- UCC Filings reported.
- High number of inquiries to D & B over last 12 months.

#### 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 Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - 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&Bs file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	98
Region: EAST NORTH CENTRAL	50
Industry: NATURAL RESOURCES	61
Employee range: 100-499	75
Years in Business: 11-25	68

This Business has a Financial Stress 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.

### Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months.

The Credit Score class of 1 for this company shows that 1.1% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

### Credit Score Class : 1

Lowest Risk:1;Highest Risk :5

#### Incidence of Delinquent Payment

- Among Companies with this Classification: 1.10 %
- Average compared to businesses in D&Bs database: 10.20 %
- Credit Score Percentile : 97 (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : 609 (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

- There are no credit score comments for this case

**Notes:**

- The Commercial Credit Score Risk 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 severe delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

<b>Norms</b>	<b>National %</b>
This Business	97
Region: EAST NORTH CENTRAL	54
Industry: NATURAL RESOURCES	72
Employee range: 100-499	89
Years in Business: 11-25	66

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.

## Trade Payments

Currency: Shown in USD unless otherwise indicated 

### D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

<b>Current PAYDEX is</b>	<b>80</b>	Equal to generally within terms ( Pays more promptly than the average for its industry of 14 days beyond terms )
<b>Industry Median is</b>	<b>71</b>	Equal to 14 days beyond terms
<b>Payment Trend currently is</b>	<b>↔</b>	Unchanged, compared to payments three months ago

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 the debt is disputed.

<b>Total payment Experiences in D&amp;Bs File (HQ)</b>	<b>55</b>
<b>Payments Within Terms (not weighted)</b>	<b>96 %</b>
<b>Trade Experiences with Slow or Negative Payments(%)</b>	<b>3.64%</b>
<b>Total Placed For Collection</b>	<b>0</b>
<b>High Credit Average</b>	<b>17,890</b>
<b>Largest High Credit</b>	<b>400,000</b>
<b>Highest Now Owing</b>	<b>20,000</b>
<b>Highest Past Due</b>	<b>100</b>

**D&B PAYDEX® : 80** 

(Lowest Risk:100; Highest Risk:1)

When weighted by amount, payments to suppliers average generally within terms

**3-Month D&B PAYDEX® : 80** 

(Lowest Risk:100; Highest Risk:1)  
Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average within terms

#### D&B PAYDEX® Comparison

##### Current Year

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Crude petroleum/natural gas production , based on SIC code 1311 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

	10/12	11/12	12/12	1/13	2/13	3/13	4/13	5/13	6/13	7/13	8/13	9/13
<b>This Business</b>	80	80	80	80	80	80	80	80	80	80	80	80
<b>Industry Quartiles</b>												
Upper	.	.	78	.	.	78	.	.	78	.	.	.
Median	.	.	70	.	.	70	.	.	71	.	.	.
Lower	.	.	64	.	.	64	.	.	64	.	.	.

- Current PAYDEX for this Business is 80 , or equal to generally within terms
- The 12-month high is 80 , or equal to GENERALLY WITHIN terms
- The 12-month low is 80 , or equal to GENERALLY WITHIN terms

##### Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Crude petroleum/natural gas production , based on SIC code 1311 .

	09/11 Q3'11	12/11 Q4'11	03/12 Q1'12	06/12 Q2'12
<b>Previous Year</b>				
<b>This Business</b>	UN	69	80	78
<b>Industry Quartiles</b>				
Upper	78	78	78	77
Median	71	70	70	70
Lower	64	64	63	64

Based on payments collected over the last 4 quarters.

- Current PAYDEX for this Business is 80 , or equal to generally within terms
- The present industry median Score is 71 , or equal to 14 days beyond terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

#### Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	2	500,000	100%
50,000-100,000	1	60,000	100%
15,000-49,999	10	210,000	100%
5,000-14,999	6	30,000	100%
1,000-4,999	9	18,000	100%
Under 1,000	18	4,950	88%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

## Payment Summary

There are 55 payment experience(s) in D&Bs file for the most recent 24 months, with 41 experience(s) reported during the last three month period.

The highest **Now Owes** on file is 20,000 . The highest **Past Due** on file is 100

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Rev'd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90+ (%) (%) (%)			
Top industries								
Telephone communictns	10	142,050	100,000	100	0	0	0	0
Electric services	5	33,350	30,000	100	0	0	0	0
Public finance	4	445,000	400,000	100	0	0	0	0
Mfg photograph equip	4	13,250	5,000	100	0	0	0	0
Nonclassified	3	35,100	20,000	100	0	0	0	0
Whol groceries	2	15,100	15,000	100	0	0	0	0
Whol computers/softwr	2	17,500	15,000	100	0	0	0	0
Detective/guard svcs	2	5,050	5,000	100	0	0	0	0
Whol electrical equip	2	1,000	1,000	100	0	0	0	0
Natural gas distrib	2	1,000	1,000	100	0	0	0	0
Mfg computers	1	60,000	60,000	100	0	0	0	0
Photocopying service	1	25,000	25,000	100	0	0	0	0
Misc equipment rental	1	15,000	15,000	100	0	0	0	0
Whol office equipment	1	5,000	5,000	100	0	0	0	0
Gravure printing	1	2,500	2,500	100	0	0	0	0
Mfg computer storage	1	2,500	2,500	100	0	0	0	0
Radiotelephone commun	1	2,500	2,500	100	0	0	0	0
Whol office supplies	1	1,000	1,000	100	0	0	0	0
Newspaper-print/publ	1	500	500	0	0	0	0	100
Data processing svcs	1	250	250	100	0	0	0	0
Whol service paper	1	100	100	100	0	0	0	0
Arrange cargo transpt	1	100	100	100	0	0	0	0
Lithographic printing	1	50	50	100	0	0	0	0
Insurance agent	1	50	50	100	0	0	0	0
Other payment categories								
Cash experiences	4	1,050	500					
Payment record unknown	1	50	50					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
Total in D&B's file	55	824,050	400,000					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

## Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
08/13	Ppt	2,500	0	0		6-12 mos
	Ppt	2,500	0	0		6-12 mos
07/13	Ppt	60,000	2,500	0		1 mo
	Ppt	35,000	0	0		1 mo
	Ppt	30,000	10,000	0		1 mo
	Ppt	20,000	0	0		2-3 mos
	Ppt	15,000	10,000	0	N30	1 mo
	Ppt	15,000	0	0		2-3 mos
	Ppt	15,000	10,000	0	N30	1 mo
	Ppt	5,000	1,000			1 mo
	Ppt	5,000	0			4-5 mos
	Ppt	5,000	0	0		1 mo
	Ppt	5,000	2,500	50		1 mo
	Ppt	5,000	1,000	0		1 mo
	Ppt	2,500	2,500	0		1 mo
	Ppt	2,500	0			4-5 mos
	Ppt	2,500	1,000	0		1 mo
	Ppt	1,000	250	0	N30	1 mo
	Ppt	750	0	0		1 mo
	Ppt	750	0	0		1 mo
	Ppt	750	500			1 mo
	Ppt	750	50	0		1 mo
	Ppt	250	250	0		1 mo
	Ppt	250	0	0		1 mo
	Ppt	250	0	0		1 mo
	Ppt	100	0	0	N30	6-12 mos
	Ppt	100	100	0		1 mo
	Ppt	50	0	0		6-12 mos
	Ppt	50	0	0		4-5 mos
	Ppt	50	50	0		1 mo
	Ppt	50	50	0		1 mo
	Ppt	50	50	0		2-3 mos
	Ppt	0	0	0	N30	6-12 mos
	Ppt	0	0	0		1 mo
	Ppt	0	0	0		1 mo
	(036)				Sales COD	1 mo
	(037)	500			Cash account	4-5 mos
06/13	Ppt	25,000	20,000	0		1 mo
	Ppt	1,000	500	0	N30	1 mo
	Ppt	0	0	0	N30	1 mo
05/13	Slow 120	500	0	0		6-12 mos
	(042)	50				1 mo
	(043)	50			Cash account	6-12 mos
04/13	Ppt	100	0	0		6-12 mos
	Ppt	50				1 mo
03/13	(046)	500			Cash account	1 mo



11/12	Ppt	2,500	0	0 N30	6-12 mos
	Slow 15	100	100	100	
08/12	Ppt	15,000	2,500	Lease Agreement	
07/12	Ppt	400,000			1 mo
	Ppt	25,000			1 mo
	Ppt	15,000			1 mo
	Ppt	5,000			1 mo
01/12	Ppt	1,000	0	0	6-12 mos
07/11	(055) Satisfactory .	100,000	20,000	0	1 mo

**Payments Detail Key:** ■ 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## 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	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	26	05/11/12

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

### UCC Filings

<b>Collateral</b>	Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Equipment including proceeds and products - and OTHERS
<b>Type</b>	Original
<b>Sec. Party</b>	FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH
<b>Debtor</b>	INTERSTATE GAS SUPPLY OF NEW YORK, INC.
<b>Filing No.</b>	0506300748289
<b>Filed With</b>	SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
<b>Date Filed</b>	2005-06-30
<b>Latest Info Received</b>	07/09/05

<b>Type</b>	Amendment
<b>Sec. Party</b>	FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH
<b>Debtor</b>	INTERSTATE GAS SUPPLY OF NEW YORK, INC.
<b>Filing No.</b>	0609150749807
<b>Filed With</b>	SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed 2006-09-15  
Latest Info Received 10/19/06  
Original UCC Filed Date 2005-06-30  
Original Filing No. 0506300748289

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Type Amendment  
Sec. Party FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
Debtor INTERSTATE GAS SUPPLY OF NEW YORK, INC.  
Filing No. 0610110816451  
Filed With SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date Filed 2006-10-11  
Latest Info Received 11/07/06  
Original UCC Filed Date 2005-06-30  
Original Filing No. 0506300748289

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Collateral Negotiable instruments including proceeds and products - Accounts receivable including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - and OTHERS

Type Original  
Sec. Party FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
Debtor INTERSTATE GAS SUPPLY, INC.  
Filing No. OH00070970928  
Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date Filed 2003-11-20  
Latest Info Received 12/08/03

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Type Amendment  
Sec. Party FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
Debtor INTERSTATE GAS SUPPLY, INC.  
Filing No. 20062610314  
Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date Filed 2006-09-15  
Latest Info Received 09/30/06  
Original UCC Filed Date 2003-11-20  
Original Filing No. OH00070970928

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Type Continuation  
Sec. Party FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
Debtor INTERSTATE GAS SUPPLY, INC.  
Filing No. 20082330254  
Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed** 2008-08-20  
**Latest Info Received** 08/29/08  
**Original UCC Filed Date** 2003-11-20  
**Original Filing No.** OH00070970928

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**Collateral** Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - Computer equipment including proceeds and products - and OTHERS  
**Type** Original  
**Sec. Party** FIFTH THIRD BANK AS AGENT FOR THE LENDERS LISTED ON EXHIBIT B, COLUMBUS, OH  
**Debtor** INTERSTATE GAS SUPPLY OF ILLINOIS, INC.  
**Filing No.** 007177690  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL

**Date Filed** 2003-06-19  
**Latest Info Received** 07/14/03

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**Collateral** Account(s) - General intangibles(s) - Chattel paper  
**Type** Amendment  
**Sec. Party** FIFTH THIRD BANK AS AGENT FOR THE LENDERS LISTED ON EXHIBIT B, COLUMBUS, OH  
FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
**Debtor** INTERSTATE GAS SUPPLY OF ILLINOIS, INC.  
**Filing No.** 008834266  
**Filed With** SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL

**Date Filed** 2006-09-15  
**Latest Info Received** 09/21/06  
**Original UCC Filed Date** 2003-06-19  
**Original Filing No.** 007177690

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**Collateral** Inventory including proceeds and products - Assets including proceeds and products - Account(s) including proceeds and products - Computer equipment including proceeds and products - and OTHERS  
**Type** Original  
**Sec. Party** FIFTH THIRD BANK OF CENTRAL OHIO AS AGENT FOR THE LENDERS LISTED ON EXHIBIT B, COLUMBUS, OH M & I MARSHALL & ILSLEY BANK, MILWAUKEE, WI THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH  
**Debtor** INTERSTATE GAS SUPPLY INC.  
**Filing No.** OH00060227072  
**Filed With** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed** 2003-02-20  
**Latest Info Received** 03/04/03

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**Type** Amendment  
**Sec. Party** FIFTH THIRD BANK OF CENTRAL OHIO AS AGENT FOR THE LENDERS LISTED ON EXHIBIT B, COLUMBUS, OH FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH M & I MARSHALL & ILSLEY BANK, MILWAUKEE, WI THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH

**Debtor** INTERSTATE GAS SUPPLY INC. and OTHERS  
**Filing No.** 20062610312  
**Filed With** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH  
  
**Date Filed** 2006-09-15  
**Latest Info Received** 09/30/06  
**Original UCC Filed Date** 2003-02-20  
**Original Filing No.** OH00060227072

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**Type** Continuation  
**Sec. Party** FIFTH THIRD BANK OF CENTRAL OHIO AS AGENT FOR THE LENDERS LISTED ON EXHIBIT B, COLUMBUS, OH FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH M & I MARSHALL & ILSLEY BANK, MILWAUKEE, WI THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH  
**Debtor** INTERSTATE GAS SUPPLY INC. and OTHERS  
**Filing No.** 20073230698  
**Filed With** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH  
  
**Date Filed** 2007-11-19  
**Latest Info Received** 11/30/07  
**Original UCC Filed Date** 2003-02-20  
**Original Filing No.** OH00060227072

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**Collateral** Account(s) and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds  
**Type** Original  
**Sec. Party** NATIONAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY  
**Debtor** INTERSTATE GAS SUPPLY, INC.  
**Filing No.** OH00148313666  
**Filed With** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH  
  
**Date Filed** 2011-02-22  
**Latest Info Received** 03/02/11

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**Collateral** Account(s) and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds  
**Type** Amendment  
**Sec. Party** NATIONAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY  
**Debtor** INTERSTATE GAS SUPPLY, INC.  
**Filing No.** 20111180274  
**Filed With** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH  
  
**Date Filed** 2011-04-28  
**Latest Info Received** 05/05/11  
**Original UCC Filed Date** 2011-02-22  
**Original Filing No.** OH00148313666

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**Type** Original  
**Sec. Party** FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH

Debtor INTERSTATE GAS SUPPLY OF INDIANA, INC.  
Filing No. 0500006011348  
Filed With SECRETARY OF STATE/UCC DIVISION, INDIANAPOLIS, IN  
  
Date Filed 2005-07-01  
Latest Info Received 11/11/08

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Collateral Account(s) - General intangibles(s) - Chattel paper  
Type Amendment  
Sec. Party FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
Debtor INTERSTATE GAS SUPPLY OF INDIANA, INC.  
Filing No. 0600008791073  
Filed With SECRETARY OF STATE/UCC DIVISION, INDIANAPOLIS, IN  
  
Date Filed 2006-09-15  
Latest Info Received 09/27/06  
Original UCC Filed Date 2005-07-01  
Original Filing No. 0500006011348

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Type Continuation  
Sec. Party FIFTH THIRD BANK, AS AGENT, CINCINNATI, OH  
Debtor INTERSTATE GAS SUPPLY OF INDIANA, INC.  
Filing No. 1000003401394  
Filed With SECRETARY OF STATE/UCC DIVISION, INDIANAPOLIS, IN  
  
Date Filed 2010-04-21  
Latest Info Received 04/26/10  
Original UCC Filed Date 2005-07-01  
Original Filing No. 0500006011348

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Collateral Leased Equipment  
Type Original  
Sec. Party XEROX CORPORATION, LEWISVILLE, TX  
Debtor INTERSTATE GAS SUPPLY INC  
Filing No. OH00111608416  
Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH  
  
Date Filed 2007-02-02  
Latest Info Received 02/16/07

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Collateral SECURITY INTEREST and proceeds  
Type Original  
Sec. Party COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH  
Debtor INTERSTATE GAS SUPPLY, INC.  
Filing No. OH00158307049

Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date Filed 2012-05-11

Latest Info Received 05/23/12

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Collateral RIGHT, TITLE AND INTEREST and proceeds  
Type Original  
Sec. Party COLUMBIA GAS OF PENNSYLVANIA, INC., COLUMBUS, OH  
Debtor INTERSTATE GAS SUPPLY, INC.  
Filing No. OH00156952640  
Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date Filed 2012-03-21

Latest Info Received 04/03/12

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Collateral RIGHT, TITLE AND INTEREST and proceeds  
Type Original  
Sec. Party COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH  
Debtor INTERSTATE GAS SUPPLY, INC.  
Filing No. OH00138788275  
Filed With SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date Filed 2009-11-24

Latest Info Received 12/22/09

There are additional UCCs in D&Bs file on this company available by contacting 1-800-234-3867.

#### Government Activity

##### Activity summary


Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	NO
Grantee	NO
Party excluded from federal program(s)	NO

##### Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	YES (2013)
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

## History & Operations

Currency: Shown in USD unless otherwise indicated 

## Company Overview

**Company Name:** INTERSTATE GAS SUPPLY, INC.  
**Doing Business As :** INTERSTATE GAS SUPPLY ,  
IGS ENERGY  
**Street Address:** 6100 Emerald Pkwy  
Dublin , OH 43016  
**Phone:** 614 659-5000  
**URL:** <http://www.igsenergy.com>  
**History** Is clear  
**Present management control** 24 years

## History

The following information was reported: 05/02/2013

**Officer(s):** SCOTT L WHITE, PRES  
DOUG AUSTIN, EXEC V PRES  
JIM BAICH, COO  
LARRY FRIEDEMANN, V PRES  
NICOLE SHIRING, V PRES

**DIRECTOR(S) :** THE OFFICER(S)

The Ohio Secretary of State's business registrations file showed that Interstate Gas Supply, Inc., was registered as a Corporation on August 9, 1989.

Business started 1989 by Scott L White. 100% of capital stock is owned by officers.

SCOTT L WHITE born 1964. 1989-present active here.

DOUG AUSTIN. Antecedents are unknown.

JIM BAICH. Antecedents are unknown.

LARRY FRIEDEMANN. Antecedents are unknown.

NICOLE SHIRING. Antecedents are unknown.

Business address has changed from 5020 Bradenton Ave, Dublin, OH, 43017 to 6100 Emerald Pkwy, Dublin, OH, 43017.

## Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Aug 23 2013

**Registered Name:** INTERSTATE GAS SUPPLY, INC.  
**Business type:** CORPORATION  
**Corporation type:** PROFIT  
**Date Incorporated:** Aug 09 1989  
**State of Incorporation:** OHIO  
**Filing date:** Aug 09 1989  
**Registration ID:** 754636  
**Status:** ACTIVE  
**Where filed:** SECRETARY OF STATE/CORPORATIONS DIVISION , COLUMBUS , OH  
CWS AGENCY CORPORATION , 65 E STATE ST; SUITE 1000 ,  
**Registered agent:** COLUMBUS , OH , 432150000  
Agent appointed: Oct 28 2003  
AgentStatus: ACTIVE  
**Principals:** SCOTT L WHITE , INCORPORATOR

## Operations

05/02/2013

Produces natural gas (100%).

**Description:** Terms are Net 30 days. Sells to commercial concerns. Territory : United States.

Nonseasonal.

**Employees:** 170 which includes officer(s).

**Facilities:** Owns 100,000 sq. ft. in a single story building.

**Location:** Suburban business section on side street.

#### SIC & NAICS

##### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about 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.

1311 0102 Natural gas production

##### NAICS:

211111 Crude Petroleum and Natural Gas Extraction

#### Banking

08/13 Loans granted to moderate 8 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment. Matures in 1 to 5 years.

(Same bank)Loans granted to low 8 figures on a secured basis. Now owing low 8 figures. Collateral consists of Matures in 1 to 5 years.

(Same bank)Loans granted to moderate 8 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment. Matures in 1 to 5 years.

#### Financials

Currency: Shown in USD unless otherwise indicated 

#### Company Financials: D&B

#### Additional Financial Data

On May 2, 2013, attempts to contact the management of this business have been unsuccessful. An inside and outside sources confirmed operation and location.

#### Request Financial Statements

##### Request Financial Statements

Requested financials are provided byINTERSTATE GAS SUPPLY, INC.and are not DUNSRight certified.

#### Key Business Ratios

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments

86

#### Industry Norms Based On 86 Establishments

This Business	Industry Median	Industry Quartile
---------------	-----------------	-------------------



<b>Profitability</b>			
Return on Sales %	UN	4.6	UN
Return on Net Worth %	UN	4.1	UN
<b>Short-Term Solvency</b>			
Current Ratio	UN	1.0	UN
Quick Ratio	UN	0.7	UN
<b>Efficiency</b>			
Assets to Sales %	UN	403.7	UN
Sales / Net Working Capital	UN	4.0	UN
<b>Utilization</b>			
Total Liabilities / Net Worth (%)	UN	119.3	UN

UN = Unavailable

## Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

### Days Beyond Terms - Past 3 & 12 Months

3 months from Jul 13 to Sep 13



Dollar-weighted average of 18 payment experiences reported from 15 companies

12 months from Oct 12 to Sep 13



Dollar-weighted average of 43 payment experiences reported from 25 companies

### Derogatory Events Last 11 Months from Sep 12 to Jul 13

No Derogatory trade Event has been reported on this company for the past 13 Months

### Total Amount Current and Past Due - 11 month trend from Sep 12 to Jul 13

Status	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13
<b>Total</b>	115,890	34,434	-963,928	35,155	-4,197,036	28,582	51,637	66,060	68,322	-1,413,662	28,829
<b>Current</b>	115,290	33,834	63,938	34,555	31,584	27,655	51,637	66,060	68,322	68,846	28,783
<b>1-30 Days Past Due</b>	-	-	-1,028,466	-	-4,229,220	-	-	-	-	-1,482,508	-
<b>31-60 Days Past Due</b>	600	-	-	-	-	927	-	-	-	-	46
<b>61-90 Days Past Due</b>	-	600	-	-	-	-	-	-	-	-	-
<b>90+ Days Past Due</b>	-	-	600	600	600	-	-	-	-	-	-

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