

Re: Case No: 09-351-EL-AGG Application for Renewal of CRES Certification

Dear Sir or Madam:

Columbus, Ohio 43215-3793

Enclosed for filing please find an original and four (4) copies of the Renewal Application for Certification of The Utilities Group, Inc. for authority to provide aggregation and/or power brokering services. Please note, Exhibits C-3 and C-5 are being filed Under Seal filed contemporaneously herewith pursuant to Rule 4901-1-24-08 (A) of the Ohio Administrative Code.

All proprietary, confidential, or commercially sensitive information made available by The Utilities Group, Inc. to the PUCO pursuant to the application requirements, and designated in advance as such shall not be disclosed to third parties without written consent from The Utilities Group, Inc. and shall not be used by the PUCO for any purpose other than in support for the Renewal Application for Certification for Aggregators/Power Brokers License Application.

Please return one file-stamped copy of the Renewal Application to me in the enclosed postage pre-paid envelope.

Thank you for your assistance in this matter. If you have any questions regarding this application or require any additional information/documentation, please contact me at (513) 481-7954.

Sincerely,

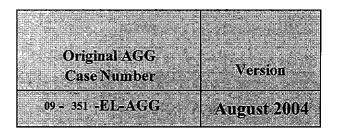
Jennifer M. Kist CEO

Enclosures

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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 Date Processed MAY 1 8 2015

Ohio Public Utilities Commission



RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A10 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. You may also download the form, by saving it to your local disk, for later use.

A. <u>RENEWAL INFORMATION</u>

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

 Legal Name The Utilities Group, Inc

 Address 11260 Chester Rd, Ste 540, Cincinnati, OH 45246

 PUCO Certificate # and Date Certified 09-152E (3) June 10, 2013

 Telephone # (513) 481-7954 Web site address (if any) theutilitiesgroup.com

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

Legal Name_The Utilities Group, Inc Address_11260 Chester Rd, Ste 540, Cincinnati, OH 45246 Telephone # (513) 481-7954 Web site address (if any) theutilitiesgroup.com

A-3 List all names under which the applicant does business in North America The Utilities Group, Inc

A-4 Contact person for regulatory or emergency matters

Name Michael Catanzaro	
Title President	
Business address 11260 Chester Rd, Ste 540	, Cincinnati, OH 45246
Telephone # (513) 481-7954	Fax #_(513) 481-8964
E-mail address (if any) michael@tugmgmt.c	20m

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

Name Jennifer M. Kist		
Title CEO		
Business address 11260 Chester Rd, Ste 540,	Cincinnati, OH 45246	
Telephone # (513) 481-7954	Fax # (513) 481-8964	
E-mail address (if any) jkist@tugmgmt.com		

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

Customer Service address	11260 Chester Rd, Ste 540, Cincinnati, OH 45246
Toll-free Telephone #	Fax # (513) 481-8964
E-mail address (if any) en	ergyinfo@tugmgmt.com

A-7 Applicant's federal employer identification number # 31-1698673

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

Sole Proprietorship	Partnership
Limited Liability Partnership (LLP)	Limited Liability Company (LLC)
Corporation	Other

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-9 <u>Exhibit A-9 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-10 Exhibit A-10 "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.

B. <u>APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE</u>

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** <u>Exhibit B-2 "Experience & Plans,"</u> 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.

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- **B-3** <u>Exhibit B-3 "Disclosure of Liabilities and Investigations,"</u> 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 including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.
 ☑ No

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 <u>Exhibit C-1 "Annual Reports,"</u> 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 <u>Exhibit C-2 "SEC Filings,"</u> 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 <u>Exhibit C-3 "Financial Statements,"</u> 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.

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- C-4 <u>Exhibit C-4 "Financial Arrangements,"</u> 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> 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 <u>Exhibit C-6 "Credit Rating,"</u> 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 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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 <u>Exhibit C-9 "Merger Information,"</u> provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

N.K.S. CEO Sworn and subscribed before me this 38^{th} day of _ Month Signath re of official adn int Name and Title My commission expires on

<u>AFFIDAVIT</u>

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State of Ohio :

Cincinnati ss. (Town)

County of Hamilton :

Jennifer M. Kist , Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the <u>CEO</u> (Office of Affiant) of <u>The Utilities Group. Inc</u> (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 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 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.
- 8. 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.
- 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.

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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.

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SECTION A:

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APPLICANT INFORMATION

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Exhibit A-9 "Principal Officers, Directors & Partners"

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Name:Jennifer M. Kist, Chief Executive Officer, Vice President Operations and
TreasurerAddress:11260 Chester Road, Suite 540
Cincinnati, Ohio 45246Telephone:(513) 481-7954, ext. 103Name:Michael C. Catanzaro, President, SecretaryAddress:11260 Chester Road, Suite 540
Cincinnati, Ohio 45246Telephone:(513) 481-7954, ext. 101

Rockland Deitsch, Vice President, Sales

11260 Chester Road, Suite 540

Cincinnati, Ohio 45246

(513) 481-7954, ext. 109

The Utilities Group, Inc.

Name:

Address:

Telephone:

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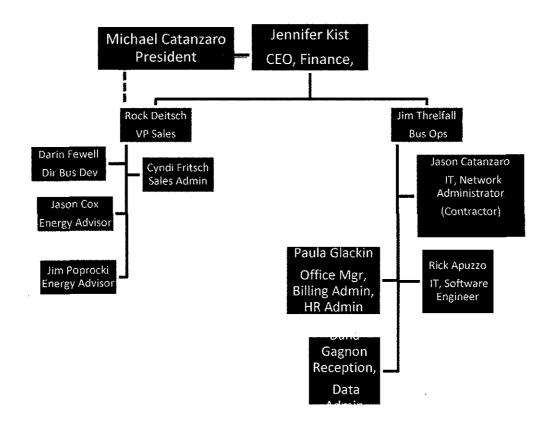
Page 8

Exhibit A-10 "Corporate Structure"

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The Utilities Group, Inc. is structured as an S Corporation. It has nine full time employees, two part time employees, one part time contractor, and outsources key functions where necessary and possible. Additionally, the entity has sub-contractor relationships with several individuals and companies to provide specific technical expertise and support on an as-needed basis.

The Utilities Group, Inc. has developed strategic business relationships with several Commission certified suppliers (natural gas & electric) in providing or potentially providing service under the Ohio Customer Choice programs.



SECTION B:

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APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

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The Utilities Group, Inc.

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Exhibit B-1 "Jurisdictions of Operation"

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The applicant is currently not certified in any other jurisdiction.

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The Utilities Group, Inc.

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Exhibit B-2 "Experience and Plans"

The existing staff of The Utilities Group, Inc. represents over 110 years of experience in the retail energy business.

The Utilities Group, Inc. has developed a standard professional services agreement that it uses with clients. The company uses the respective commodity suppliers' "Independent Agent Agreements" when brokering deals between suppliers and end-user customers.

The Utilities Group, Inc. brokers energy contracts for end-user customers. In the process, it never takes title to electricity, so there is no billing for the commodity. The Utilities Group, Inc. does provide invoices to its clients for consulting services rendered using a commercially available accounting program.

The Utilities Group, Inc. has developed an internal data base and analytical tools to help analyze clients' energy profile and break down their bill into individual tariff and rider cost components. These are used to keep clients informed of how their energy dollars are spent now and in the future and how they might reduce energy costs. An energy data portal has also been developed and is used to enable select clients to track and monitor their monthly energy usage and costs.

Over time, the Utilities Group, Inc. has solidified its client and supplier base and formed strategic partnerships with third party vendors and subcontractors. Currently, the company's offerings include energy audit and procurement as well as consulting services covering the areas of demand-side projects, green initiatives and market and regulatory intelligence. Furthermore, The Utilities Group, Inc. is providing guidance to government entities to successfully deliver Governmental Aggregation programs.

Customer Service Experience: Mr. Catanzaro and Ms. Kist along with operational and sales staff, help facilitate the resolution of customer complaints. Virtually all of the questions and complaints received to date, however, concern matters involving the local utility and/or the supplier of choice. Inquiries directed to The Utilities Group, Inc. regarding its services usually pertain to customers seeking advice on purchasing strategy, helping to understand utility or supplier invoices, deciding whether or not to accept a supplier's offer, etc. Frequent communication with and detailed quarterly and/or annual cost and savings reports to clients is a customer service technique used to head off problems before they arise.

Customer complaints or inquiries can be made in a number of ways. Customers may contact The Utilities Group, Inc. by:

- Calling the direct number: 513-481-7954
- Sending a fax: 513-481-8964
- Sending an email: <u>michael@tugmgmt.com</u>, <u>jkist@tugmgmt.com</u>, <u>pglacken@tugmgmt.com</u>, <u>jthrelfall@tugmgmt.com</u>, <u>cfritsch@tugmgmt.com</u>, <u>dgagnon@tugmgmt.com</u>

Exhibit B-3 "Disclosure of Liabilities and Investigations"

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There are no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matters that could adversely impact The Utilities Group, Inc.'s financial or operational status or ability to provide the services it is seeking to be certified to provide.

SECTION C:

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APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

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The Utilities Group, Inc. is a privately held corporation, and as such, does not produce Annual Reports.

The Utilities Group, Inc.

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EXHIBIT C-2 "SEC Filings"

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The Utilities Group, Inc. is a privately held corporation, and as such, does not produce or file 10-K/8-K, 10-Q, etc., reports with the Securities and Exchange Commission.

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EXHIBIT C-3 "Financial Statements"

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The answer to this request requires Applicant to disclose privileged and confidential information. The Utilities Group, Inc. has filed this information Under Seal contemporaneously with this Application.

The Utilities Group, Inc.

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EXHIBIT C-4 "Financial Arrangements"

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The Utilities Group, Inc. relies on no outside financial arrangements to conduct its business as a Power Broker/Aggregator. The Utilities Group, Inc. is an energy-management consulting firm and does not take title to or trade energy, nor is it a capital intensive business.

The Utilities Group, Inc. maintains a business checking account with PNC Bank in the City of Sharonville, Ohio and a business savings account with Cheviot Savings and Loan in Cincinnati, Ohio.

The Utilities Group, Inc. has a business credit card with American Express.

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EXHIBIT C-5 "Forecasted Financial Statements"

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The answer to this request requires Applicant to disclose privileged and confidential information. The Utilities Group, Inc. has filed this information Under Seal contemporaneously with this Application.

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Page 19

The Utilities Group, Inc.

EXHIBIT C-6 "Credit Rating"

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As a privately held Corporation, The Utilities Group, Inc. does not possess a published credit rating.

The Utilities Group, Inc.

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Page 20

EXHIBIT C-7 "Credit Report"

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See attached Duns & Bradstreet Report.

The Utilities Group, Inc.

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Live Report : UTILITIES GROUP INC, THE

D-U-N-S@ Number: 79-992-1338 Trade Names: No trade names for this company.

	D&B Address		· · · · · · · · · · · · · · · · · · ·
		11260 Chester Rd Ste 640	Location Type Single Location
		Cincinnai,OH - 45246 513 481-7964	Web
1	Fax		

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Company Summary

Trade Payments - Timeliness of Historical Payments

When weighted by amount, Payments to suppliers average 25 days beyond terms

120 Daye 30 Daye Slow Prompt

This assessment is based on D&Bs 12-month PAYDEX® Score

Predictive Indicators - Risk of Financial Stress

Medium risk of severe financial stress over the next 12 months.

5	4	30	2	1
		Har	- ATECNO - CAN	
Hah				Low

This assessment is based on D&Bs Financial Stress Score

History & Operations

This is a single location	
Chief Executive	MICHAEL CATANZARO, PRESIDENT
Year Started	2000
Employees	8
SIC	8742
Line of business	Management consulting services
NAICS	541611
History Status	INCOMPLETE

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
Bankruptoies	0	•
Judgments	D	-
Liens	0	-
Suits	0	•
UCCs	0	•

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

Predictive Indicators

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

Number of Employees Total: 6

D&B Rating :

The blank rating symbol should not be interpreted as indicating that credit should be denied, it simply means that the information available to D&B does not permit us to classify the company within our rating key and that further enquiry should be made before reaching a decision. Some reasons for using a "-" symbol include: deficit net worth, bankruptcy proceedings, insufficient payment information, or incomplete history information.

Below is an overview of the companys rating history since 01-24-2001

Dite Raling	Date Applied 01-24-2001		
		Payment Activity:	(based on 8 experiences)
		Average High Credit:	1,090
		Highest Credit:	5,000
		Total Highest Credit:	5,650

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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.

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The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10.000), which is lower than the average of businesses in D & B's database

Financial Stress Class :

30 2 5 1 Hiah Low

Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

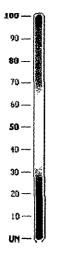
Probability of Failure:

Risk of Severe Financial Stress for Businesses with this Class: 0.24 % (24 per 10,000)	
Financial Stress National Percentile : 57 (Highest Risk: 1; Lowest Risk: 100)	
Financial Stress Score : 1489 (Highest Risk: 1,001; Lowest Risk: 1,875)	
Average Risk of Severe Financial Stress for Businesses in D&B database: 0.48 % (48 per 10,000)	

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

Low proportion of satisfactory payment experiences to total payment experiences. Low Paydex Score. High proportion of past due balances to total amount owing.

Financial Stress Percentile Trend:



Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with

The Financial Stress Class indicates that this firm shares some of the same business and thrancial characteristics of other companies 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.

The Utilities Group, Inc.

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60	
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 Hornis
 National %

 This Business
 57

 Region: EAST NORTH CENTRAL
 50

 Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES
 52

 Employee range: 1-9
 52

 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.

Higher risk than other companies with a comparable number of years in business.

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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 3 for this company shows that 5.8% 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 :

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Incidence of Delinquent Payment

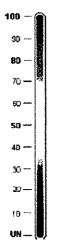
Among Companies with this Classification: 5.80 % Average compared to businesses in D&Bs database: 10.20 % Credit Score Percentile: 59 (Highest Risk: 1; Lowest Risk: 100) Credit Score : 512 (Highest Risk: 101; Lowest Risk:670)

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

Higher risk industry based on delinquency rates for this industry Proportion of past due balances to total amount owing Recent high balance past due Variable Paydex over last 12 months

Credit Score Class Percentile Trend:

The Utilities Group, Inc.

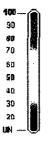


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The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.

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.



Nomes	National %
This Business	59
Region: EAST NORTH CENTRAL	54
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	43
Employee range: 1-8	86
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.

Higher risk than other companies in the same employee size range.

Higher risk than other companies with a comparable number of years in business.

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Predictive Indicators - Supplier Evaluation Risk Rating

Supplier Evaluation Risk Rating: 7

The Utilities Group, Inc.





Higher risk industry based on inactive rate for this industry

Proportion of slow payment experiences to total number of payment experiences reported

Proportion of past due balances to total amount owing

Paydex

Variable Paydex over last 12 months

Trade Payments

Currency: Shown in USD unless otherwise indicated

Payment Summary

There are 8 payment experience(s) in D&Bs file for the most recent 24 months, with 3 experience(s) reported during the last three month period.

The highest Now Owes on file is 100. The highest Past Due on file is 0

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

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(#) (%) (%)	
Top Industries	
Help supply service 1 5,000 5,000 50 0 0 50	0
Misc business service 1 250 250 100 0 0 0	0
Data processing sves 1 100 100 0 0 0	0
Lishographic printing 1 50 50 100 0 0 0	0
Mg mise office eqpt 1 50 50 0 100 0 0	0
Other payment categories	
Cash experiences 3 200 100	
Payment record unknown 0 0 0	
Unfavorable comments 0 0 0	
Placed for collections 0 N/A 0	
Total in D&B's file 8 5,650 5,000	

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

Dafe Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
02/15	Ppt	250	0	0		2-3 mos
	Ppt	100	100	0		1 mo
	Ppt-Slow 90	5,000	0	0		6-12 mos
10/14	Ppt	50				1 mo

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The Utilities Group, Inc.

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07/14	(605)	50		Cash account	1 mo
09/13	(006)	100		Cash account	6-12 mos
08/13	Slow 30	50	0	0 N30	1 mo
07/13	(608)	50		Cash account	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	

A check of D&B's public records database indicates that no filings were found for UTILITIES GROUP INC, THE at 11280 Chester Rd Ste 540, Cincinnati OH.

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities, Its database of U.S. business-related filings is now the largest of its kind.

Government Activity		

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

Possible candidate for socio-economic program consideration

Labour Surplus Area	₩A
Small Business	YES (2015)
8(A) firm	N/A

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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: Street Address: UTILITIES GROUP INC, THE 11260 Chester Rd Ste 540 Cincinnati , OH 45246

The Utilities Group, Inc.

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Phone:	513 481-7954
History	ls incomplete
Present management control	15 years

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. 8742 0400 Industry specialist consultants NAICS:

541611 Administrative Management and General Management Consulting Services

Financials

Company Financials: D&B

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

Industry Norms Based On 16 Establishments This Business Industry Median Industry Quartile Profitability Return on Sales % UN 4.1 UN Return on Net Worth % UN 69.2 UN Short-Term Solvency **Current Ratio** UΝ 2.4 UN Quick Ratio 1 fM 1.8 t est Efficiency Assets to Sales % UN 32.9 UN Sales / Net Working Capital UN 5.6 UN Utilization Total Liabilities / Net Worth (%) 1.IN 74.0 ŧΝ

UN = Unavailable

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EXHIBIT C-8 "Bankruptcy Information"

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The Utilities Group, Inc. and its principal officers have not been involved in reorganizations, protection from creditors or any other form of bankruptcy filings.

The Utilities Group, Inc.

EXHIBIT C-9 "Merger Information"

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The Utilities Group, Inc. has not been involved in any corporate dissolution, merger or acquisition.

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