FILE

ENERNOC

EnerNOC, Inc
One Marina Park Drive
Suite 400
Boston, MA 02210

Tel: 617 224 9900
Fax: 617 224 9910
www.enernoc.com
info@enernoc.com

2016 SEP -8 AM 8:53

PUCO

VIA UPS OVERNIGHT MAIL

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, OH 43215-3793

August 29, 2016

RE: Case No. 14-1597-EL-AGG
EnerNOC, Inc. Renewal Application for Competitive Retail Electricity Services Provider - Broker / Aggregator Certificate 14-338E(1)

Public Utilities Commission of Ohio:

Pursuant to Rule 4901:1-27-09 of the Ohio Administrative Code, EnerNOC, Inc., respectfully submits this application for certification renewal. EnerNOC's current certification, identified as Certificate Number 14-338E(1), was granted for the period October 12, 2014 through October 12, 2016.

Pursuant to Rule 4901-1-24 of the Ohio Administrative Code, EnerNOC also submits herein a Motion for Protective Order and Memorandum of Support. Accordingly, please include Exhibit C-5 in EnerNOC's application consistent with the Commission's treatment of confidential information.

Please contact me if the Commission requires any additional information.

Sincerely,

Virginia Fuller
Manager of Regulatory Compliance
(617) 692-2629
vfuller@enernoc.com

Encls.
- EnerNOC's Motion for Protective Order and Memorandum of Support
- Competitive Retail Natural Gas Broker Application
- Three (3) copies

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 MN Date Processed SEP 08 2016

Ohio | Public Utilities Commission

Original AGG Case Number	Version
14 - 1597-EL-AGG	May 2016

RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 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. RENEWAL INFORMATION

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

☑ Power Broker ☑ Aggregator

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

Legal Name EnerNOC, Inc.
Address One Marina Park Drive, Suite 400, Boston, MA 02210
PUCO Certificate # and Date Certified 14-338E(1) 10/17/14
Telephone # (888) 363-7662 Web site address (if any) enernoc.com

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

Legal Name EnerNOC, Inc.
Address One Marina Park Drive, Suite 400, Boston, MA 02210
Telephone # (888) 363-7662 Web site address (if any) enernoc.com

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

See Exhibit A-4 for a list of EnerNOC's domestic subsidiaries.

A-5 Contact person for regulatory or emergency matters

Name Virginia Fuller
Title Manager of Regulatory Compliance
Business address One Marina Park Drive, Suite 400, Boston, MA 02210
Telephone # (617) 692-2629 Fax # (617) 224-9910
E-mail address vfuller@enernoc.com

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

Name Virginia Fuller
Title Virginia Fuller
Business address One Marina Park Drive, Suite 400, Boston, MA 02210
Telephone # (617) 692-2629 Fax # (617) 224-9910
E-mail address vfuller@enernoc.com

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

Customer Service address One Marina Park Drive, Suite 400, Boston, MA 02210
Toll-free Telephone # (888) 363-7662 Fax # (617) 224-9910
E-mail address support@enernoc.com

A-8 Applicant's federal employer identification number # 87-0698303

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

☐ Sole Proprietorship
☐ Limited Liability Partnership (LLP)
☑ Corporation
☐ Partnership
☐ Limited Liability Company (LLC)
☐ 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.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

B-2 **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "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 including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☑ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-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. (This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

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.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.

2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).

3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.

4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's E**LECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.

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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

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 two most recent years preceding the application.

C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, 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. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

VP + General Counsel

Signature of Applicant & Title

Sworn and subscribed before me this 1ST **day of** September, 2016
Month **Year**

Scott A. Edelstein

Signature of official administering oath

Scott A. Edelstein, Notary

Print Name and Title

My commission expires on December 29, 2017

SCOTT A. EDELSTEIN
Notary Public
COMMONWEALTH OF MASSACHUSETTS
My Commission Expires
December 29, 2017

AFFIDAVIT

State of Massachusetts :

Boston ss.
(Town)

County of Suffolk :

Michael Berdik, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the General Counsel and Vice President (Office of Affiant) of EnerNOC, 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 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.

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

Signature of Affiant & Title VP + General Counsel

Sworn and subscribed before me this 1ST day of September, 2016
Month Year

Scott A. Edelstein
Signature of official administering oath

Scott A. Edelstein, Notary
Print Name and Title

SCOTT A. EDELSTEIN
Notary Public
COMMONWEALTH OF MASSACHUSETTS
My Commission Expires
December 29, 2017

My commission expires on December 29, 2017

ENERNOC

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PUCO CRES Broker Renewal Application Exhibits

Exhibit A-4: EnerNOC's Domestic Subsidiaries

Entity	Jurisdiction of Organization
Celerity Energy Partners San Diego, LLC	California
Cogent Energy, Inc.	California
Global Energy Partners, Inc.	California
EnTech Utility Service Bureau Inc.	Delaware
EnerNOC Federal, LLC	Maryland
World Energy Solutions, Inc.	Delaware

Exhibit A-10: Principal Officers and Partners

The business address for all below officers and directors:
EnerNOC, Inc., One Marina Park Drive, Suite 400, Boston, MA 02210

Officers:
Timothy Healy, CEO
David Brewster, President
William Sorenson, CFO
Michael Berdik, General Counsel and Vice President

Board of Directors:
Timothy Healy, Chair
David Brewster
James Baum
Arthur Coviello
TJ Glauthier
Kirk Arnold
Gary Haroian

Exhibit B-1: Jurisdictions of Operation

EnerNOC offers consulting and procurement services throughout the US and Canada anywhere the utility tariffs permit transport by third party natural gas marketers or where there are customer choice programs for natural gas supply. EnerNOC has obtained licenses in jurisdictions requiring licensure, but offers service anywhere in North America where our customers have a need for our services.

EnerNOC Energy Procurement Services Licensure		
State	Electric	Natural Gas
Connecticut	Docket 07-04-31	N/A
Delaware	Order 7369, Docket 08-6	N/A

District of Columbia	Lic EA 12-6, Order 16804	Lic GA 2015-03, Order 17948
Illinois	Docket 11-0701	N/A
Maine	Docket 2007-565, Lic 2005-708	N/A
Maryland	Lic IR-2283	Lic IR-2783
Massachusetts	Lic EB-098	Lic RA-089
New Hampshire	Lic DM 09-171	Lic DM 12-080
New Jersey	Reg EA-0081, EC-0022	N/A
Ohio	Lic 14-338E(1)	Lic 12-269G(2)
Oregon	Order 12-163, Docket EA-17	N/A
Pennsylvania	Docket A-2009-2109812	Docket A-2015-2484489
Rhode Island	Docket D-96-6 (K5)	Docket 2379(V2)
Texas	Lic 80346	N/A
Virginia	Docket PUE-2016-00036	N/A

Exhibit B-2: Experience and Plans

EnerNOC is engaged in providing consulting services to commercial, industrial, and institutional customers to help them select the most appropriate natural gas and electricity purchasing strategy for their organization. In addition, EnerNOC provides its customers with a variety of data analysis, utility bill information, demand response, carbon accounting, and energy efficiency services. Customers may contract with EnerNOC solely for energy procurement services or for EnerNOC's full suite of energy management services. EnerNOC's response to Section B-2 of this application will be specific to EnerNOC's contract for electricity procurement services.

EnerNOC's agreement with its customers clearly states EnerNOC's Scope of Work for the customer, EnerNOC fees, and required notice, procedures, and fees associated with early termination. EnerNOC assigns each customer an account manager who is responsible for delivering services to the customer in accordance with the customer's contract. All customers will have full communication access to their EnerNOC account manager as well as EnerNOC's toll free 1-800 number if they need to speak with a manager regarding a complaint. All dually executed contracts are entered into EnerNOC's Customer Relationship Management (CRM) system where key pieces of information are entered to allow EnerNOC's accounting group to accurately bill customers. EnerNOC may bill customers' retainer or consulting fees on a monthly, quarterly, or annual basis. A fraction of EnerNOC's customers request that EnerNOC's consulting fees are loaded into the bids of competitive energy suppliers. In these situations, EnerNOC's fees are spelled out clearly in the EnerNOC contract in a $/kwh basis and EnerNOC relies on the competitive retail energy supplier to provide billing to the customer and remittances to EnerNOC of the EnerNOC fee.

EnerNOC maintains internal controls regarding all customer complaints which are escalated to management. EnerNOC makes commercially reasonable efforts to address all

customer complaints and disputes within the framework of contracts that are in place between EnerNOC and the customer.

Exhibit B-3: Summary of Experience

EnerNOC currently provides energy procurement services to approximately 750 commercial, industrial, institutional, and governmental customers. At present, EnerNOC's energy procurement customer base is generally concentrated in ISO-NE, NYISO, and eastern PJM EnerNOC. EnerNOC has approximately 150 million Dth & 2 Billion KWH of annual natural gas and electricity load under management, with approximately 66 million Dth & 873 Million KWH under management in Ohio.

Exhibits C-1, C-2, and C-3: Annual Reports, SEC Filings, and Financial Statements

In response to Sections C-1, C-2, and C-3, please see EnerNOC's 2014 and 2015 SEC filings here: https://www.sec.gov/cgi-bin/browse-edgar?action=getcompany&CIK=0001244937&owner=exclude&count=40

Exhibit C-4: Financial Arrangements

Section C-4 is not applicable to EnerNOC, as EnerNOC will only be providing consulting services, not arranging for physical electricity supply.

Exhibit C-5: Forecast Financial Statements

ENERNOC

14-1597-EL-AGG
PUCO CRES Broker Renewal Application Exhibits

CONFIDENTIAL

Case No.: 14-1597-EL-AGG
Page Count: 1
Date Filed: 8/29/2016
Filed by: EnerNOC, Inc.
Behalf of: EnerNOC, Inc.
Summary of Document: Exhibit C-5 of EnerNOC's Renewal Application for Certification as a Competitive Retail Electric Service Aggregator/Power Broker.

REDACTED VERSION

Exhibit C-5: Forecasted Financial Statements

[redacted]

[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]

[redacted]

Exhibit C-6: Credit Rating

EnerNOC does not have any publicly held debt and therefore, does not have a debt rating agency.

Exhibit C-7: Credit Report

See attached Dun & Bradstreet Credit Report.

Exhibit C-7: Credit Report

DNBi Risk Management

Printed By: Michael Merican
Date Printed: July 27, 2016

Live Report : ENERNOC, INC.

D-U-N-S® Number: 13-716-1548
Endorsement/Billing Reference: michael.merican@enernoc.com

D&B Address

Address	1 Marina Prk Dr Ste 400 Boston, MA, US - 02110	**Location Type**	Headquarters	**Added to Portfolio:**	02/29/2016
Phone	617 224-9900	**Web**	www.enernoc.com	**Last View Date:**	06/21/2016
Fax	617-224-9910			**Endorsement :**	michael.merican@enernoc.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

Credit Limit - D&B Aggressive	**900,000.00**	Based on profiles of other similar companies.
Credit Limit - D&B Conservative	**400,000.00**	Based on profiles of other similar companies.
PAYDEX®	**79**	Paying 2 days past due
Commercial Credit Score Percentile	**93**	Low Risk of severe payment delinquency.
Financial Stress Score National Percentile	**54**	Moderate Risk of severe financial stress.
D&B Viability Rating	[redacted]	View More Details
Bankruptcy Found	**No**	
D&B Rating	**5A4**	5A indicates 50 million and over, Credit appraisal of 4 is limited

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months

1
Days

Dollar-weighted average of **13** payment experiences reported from **11** Companies

Recent Derogatory Events

	May-16	Jun-16	Jul-16
Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

D&B Viability Rating

[redacted]

Viability Score : 1

Portfolio Comparison : 4

Data Depth Indicator : A

[redacted]

Company Profile : A

Financial Data	Trade Payments	Company Size	Years in Business
Available	**Available (3+Trade)**	**Large**	**Established**

D&B Company Overview

This is a headquarters location

Branch(es) or Division(s) exist	Y
Chief Executive	TIMOTHY G HEALY, CHB-CEO
Stock Symbol	ENOC
Year Started	2001
Employees	1366 (Undetermined Here)
Gross Revenue	399,584,000.00
Financing	SECURED
SIC	7371
Line of business	Provides energy intelligence software
NAICS	541511
History Status	CLEAR
Financial Condition	FAIR

Stock Performance

ENOC : **7.27** ⬇ -0.10 (-1.23%)

Previous Close:	7.37
Volume:	106812.00
Daily High:	7.41
Daily Low:	7.15
52-Week High:	11.22
52-Week Low:	2.93
P/E:	N/A
Market Cap:	222,085,748
EPS:	-6.12
Div/Yield:	0.00

FirstRain Company News

- **Blue Pillar Welcomes Todd Krause as Chief**
  2016-07-25T18:29:40 EST 6:29 PM-SeattlePi.com
- **EnerNOC to Present at Upcoming Investor**
  2016-07-25T07:36:14 EST 7:36 AM-EnerNOC, Inc.

- EnerNOC to Release Second Quarter Financial
  2016-07-18T07:41:13 EST 7:41 AM-EnerNOC, Inc.
- London Underground Is Latest Business To
  2016-07-18T00:01:12 EST 12:01 AM-CleanTechnica
- The London Underground Joins EnerNOC's
  2016-07-11T02:36:57 EST 2:36 AM-EnerNOC, Inc.
- Energy saving plan discussed
  2016-06-30T13:27:43 EST 1:27 PM-Middlesboro
- EnerNOC taps former Acquia exec as new CFO
  2016-06-23T10:48:38 EST 10:48 AM-Industries
- ENERNOC INC FILES (8-K) Disclosing Change
  2016-06-23T07:43:36 EST 7:43 AM-Equities.com
- EnerNOC Appoints William Sorenson Chief
  2016-06-23T07:42:24 EST 7:42 AM-EnerNOC, Inc.
- MTU Onsite Energy genset at Stadtwerke
  2016-06-23T00:57:58 EST 12:57 AM-ResearchViews
- New role for Bavarian CHP plant
  2016-06-22T08:32:50 EST 8:32 AM-Decentralized
- EnerNOC CEO Tim Healy Calls Apple's Energy
  2016-06-17T07:34:18 EST 7:34 AM-Greentech Media
- Women Revolutionizing the Face of Energy
  2016-06-15T02:50:15 EST 2:50 AM-MassCEC
- Annecy: Warner Animation Group Sets
  2016-06-14T14:44:24 EST 2:44 PM-Variety.com
- EnerNOC spins off industrial utility demand
  2016-06-13T11:25:36 EST 11:25 AM-Utility Dive
- CLEAResult buys unit of public company,
  2016-06-10T17:48:54 EST 5:48 PM-Industries News
- Energy Efficiency is Gaining a Seat at the
  2016-06-10T12:27:35 EST 12:27 PM-Energy Manager
- Demand Response Company Enernoc Says
  2016-06-10T07:19:13 EST 7:19 AM-Energy Manager
- Energy efficiency company CLEAResult buys
  2016-06-09T11:20:00 EST 11:20 AM-Electric Light &
- New Energy Opportunities in CAISO:
  2016-06-07T18:57:02 EST 6:57 PM-Wilson Sonsini
- XL Hybrids Inc. Company and Product Info from
  2016-06-07T09:14:46 EST 9:14 AM-MassTransit
- 5 Plays For A More Sustainable Future
  2016-06-06T07:03:44 EST 7:03 AM-Seeking Alpha
- May Ends as It Began for Demand-Side
  2016-06-03T12:01:45 EST 12:01 PM-Navigant
- Longo Brothers Buy EnerNOC Software
  2016-06-03T11:19:35 EST 11:19 AM-Energy Manager
- Canadian Grocer Adopts EnerNOC's Energy
  2016-06-02T07:41:02 EST 7:41 AM-EnerNOC, Inc.
- EnerNOC's utility customer engagement
  2016-06-01T11:25:38 EST 11:25 AM-Utility Dive
- Consumers Energy Expands Demand
  2016-05-31T07:39:02 EST 7:39 AM-EnerNOC, Inc.
- EnerNOC Is Selling Its Utility Engagement
  2016-05-26T07:54:04 EST 7:54 AM-Greentech Media

- EnerNOC cuts 5% of its North American
  2016-05-25T16:48:40 EST 4:48 PM-Industries News
- ENERNOC INC : Costs Associated with Exit or
  2016-05-25T14:32:53 EST 2:32 PM-4-Traders
- EnerNOC to Present at Baird Global Consumer,
  2016-05-23T07:41:09 EST 7:41 AM-EnerNOC, Inc.
- EnerNOC Korea praised for leadership in
  2016-05-20T04:53:24 EST 4:53 AM-The Korea Times
- Gladstone Commercial Corporation's 956K
  2016-05-10T15:07:07 EST 3:07 PM-GlobeNewswire
- EnerNOC to Present at J.P. Morgan Global
  2016-05-10T07:38:36 EST 7:38 AM-EnerNOC, Inc.
- Eaton to Use EnerNOC Software
  2016-05-06T12:27:27 EST 12:27 PM-Energy Manager
- EnerNOC, Inc.'s Net Loss Narrows
  2016-05-05T12:32:09 EST 12:32 PM-The Motley
- EnerNOC Updates Full Year 2016 Guidance -
  2016-05-05T07:00:39 EST 7:00 AM-RTTNews
- EnerNOC beats by $0.31, beats on revenue
  2016-05-05T06:54:25 EST 6:54 AM-Seeking Alpha
- EnerNOC reports 1Q loss
  2016-05-05T06:53:29 EST 6:53 AM-Barchart
- BRIEF-EnerNOC reports Q1 revenue of $53.4
  2016-05-05T06:53:22 EST 6:53 AM-Reuters UK
- EARNINGS SUMMARY: Details of EnerNOC Inc.
  2016-05-05T06:51:53 EST 6:51 AM-RTTNews
- ENERNOC INC : Results of Operations and
  2016-05-05T06:35:53 EST 6:35 AM-4-Traders
- EnerNOC Reports Results for First Quarter of
  2016-05-05T06:06:37 EST 6:06 AM-GlobeNewswire
- Commonwealth of Massachusetts Centralizes
  2016-05-04T09:41:19 EST 9:41 AM-EnerNOC, Inc.
- Eaton Chooses EnerNOC's Energy Intelligence
  2016-05-04T07:34:18 EST 7:34 AM-EnerNOC, Inc.
- Unico Using EnerNOC Platform
  2016-05-03T11:29:27 EST 11:29 AM-Energy Manager
- Unico Properties Chooses EnerNOC's Energy
  2016-05-02T07:45:17 EST 7:45 AM-EnerNOC, Inc.
- EnerNOC to Present at Needham Emerging
  2016-05-02T07:31:47 EST 7:31 AM-EnerNOC, Inc.

Powered by FirstRain

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	5	06/06/16

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

Corporate Linkage

Subsidiaries (Domestic)

Company	City , State	D-U-N-S® NUMBER
PINPOINT POWER LLC	NEEDHAM , Massachusetts	12-759-9525
WORLD ENERGY SOLUTIONS, INC.	WORCESTER , Massachusetts	01-114-1343
SMALLFOOT LLC	BOULDER , Colorado	83-156-1217
M2M COMMUNICATIONS CORPORATION	BOISE , Idaho	14-203-1025
ENERNOC, INC.	BOISE , Idaho	03-877-2072

Subsidiaries (International)

Company	City , Country	D-U-N-S® NUMBER
Entelios AG	München , GERMANY	34-168-7576
ENERNOC AUSTRALIA PTY LTD	MELBOURNE , AUSTRALIA	74-385-2451

Branches (Domestic)

Company	City , State	D-U-N-S® NUMBER
ENERNOC, INC.	STAMFORD , Connecticut	80-777-9280
ENERNOC, INC.	JACKSON , Tennessee	03-090-2445
ENERNOC, INC.	WESTFIELD , Massachusetts	01-907-9838
ENERNOC, INC.	SHELTON , Connecticut	79-002-3134
ENERNOC, INC.	SAN DIEGO , California	80-204-0977
ENERNOC, INC.	SAN DIEGO , California	86-741-5411
ENERNOC, INC.	WALNUT CREEK , California	07-865-4422
ENERNOC, INC.	SAN FRANCISCO , California	01-764-8607
ENERNOC, INC.	SAN FRANCISCO , California	04-271-9719

Predictive Scores

Currency: Shown in USD unless otherwise indicated

D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score Lowest Risk:1 Highest Risk:9

Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 1 have a probability of becoming no longer viable: **0.2 %**
- Percentage of businesses ranked 1: **0.3 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**

Portfolio Comparison Lowest Risk:1 Highest Risk:9

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Available Financial Data**
- Level of Risk: **Low Risk**
- Businesses ranked 4 within this model segment have a probability of becoming no longer viable: **0.3 %**
- Percentage of businesses ranked 4 with this model segment: **13 %**
- Within this model segment, the average probability of becoming no longer viable: **0.6 %**

Data Depth Indicator Predictive Data:A Descriptive Data:G

Data Depth Indicator:

✓ Rich Firmographics
✓ Extensive Commercial Trading Activity
✓ Comprehensive Financial Attributes

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	**Available** (3+ Trade)	**Large**	**Established**

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available** (3+ Trade)
- Company Size: **Large** (Employees: 50+ or Sales: $500K+)
- Years in Business: **Established** (5+)

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 : 5A4

Financial Strength: 5A indicates 50 million and over
Composite credit appraisal: 4 is limited

The Rating was changed on March 14, 2016 because of changes in financial information, payment information, or other information about this business.

Below is an overview of the companys rating history since 02-17-2004

D&B Rating	Date Applied
5A4	03-14-2016
5A3	08-14-2015
5A2	03-17-2015
5A3	08-13-2014
5A2	03-11-2014
5A3	08-15-2013
5A2	08-14-2007
1R3	10-27-2004
1R2	03-04-2004
--	02-17-2004

Number of Employees Total: 1,366 (Undetermined here)

Worth:	77,327,000	(As of 31-Mar-16)
Working Capital:	$88,908,000	(As of 31-Dec-15)

Payment Activity:	**(based on 64 experiences)**
Average High Credit:	32,224
Highest Credit:	800,000
Total Highest Credit:	1,613,650

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

D&B Credit Limit Recommendation

Conservative credit Limit	400,000
Aggressive credit Limit:	900,000

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&Bs 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 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 : 3

(Lowest Risk:1; Highest Risk:5)

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 : **54** (Highest Risk: 1; Lowest Risk: 100)
Financial Stress Score : **1481** (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:

Composite credit appraisal is rated limited.
UCC Filings reported.
Negative change in net worth.
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	54
Region: NORTHEAST	48
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	52
Employee range: 500+	61
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.
- Higher risk than other companies in the same employee size range.
- Higher 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). 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 : **93** (Highest Risk: 1; Lowest Risk: 100)
Credit Score : **587** (Highest Risk: 101; Lowest Risk:670)

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

Financial ratios
Higher risk industry based on delinquency rates for this industry
Proportion of slow payments in recent months

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.

Norms	National %

This Business	93
Region: NORTHEAST	62
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	43
Employee range: 500-38527	84
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 trade references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

Current PAYDEX is	**79**	Equal to 2 days beyond terms (Pays same as the average for its industry of 2 days beyond terms)
Industry Median is	***79***	*Equal to 2 days beyond terms*
Payment Trend currently is	↔	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.

Total payment Experiences in D&Bs File (HQ)	64
Payments Within Terms (not weighted)	86 %
Trade Experiences with Slow or Negative Payments(%)	15.62%
Total Placed For Collection	1
High Credit Average	32,224
Largest High Credit	800,000
Highest Now Owing	100,000
Highest Past Due	50

D&B PAYDEX® : 79

(Lowest Risk:100; Highest Risk:1)

When weighted by amount, payments to suppliers average 2 days beyond 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 Provides energy intelligence software , based on SIC code 7371 .

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

	8/15	9/15	10/15	11/15	12/15	1/16	2/16	3/16	4/16	5/16	6/16	7/16
This Business	77	78	78	78	78	76	78	78	79	79	75	79
Industry Quartiles												
Upper	.	80	.	.	80	.	.	80	.	.	80	.
Median	.	79	.	.	79	.	.	79	.	.	79	.
Lower	.	72	.	.	71	.	.	71	.	.	71	.

Current PAYDEX for this Business is 79 , or equal to 2 days beyond terms
The 12-month high is 79 , or equal to 2 DAYS BEYOND terms
The 12-month low is 75 , or equal to 8 DAYS BEYOND terms

Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Provides energy intelligence software , based on SIC code 7371 .

Previous Year	09/14 Q3'14	12/14 Q4'14	03/15 Q1'15	06/15 Q2'15
This Business	78	78	78	79
Industry Quartiles				
Upper	80	80	80	80
Median	79	79	79	79
Lower	72	72	72	72

Based on payments collected over the last 4 quarters.
Current PAYDEX for this Business is 79 , or equal to 2 days beyond terms
The present industry median Score is 79 , or equal to 2 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	3	1,250,000	100%
50,000-100,000	1	50,000	100%
15,000-49,999	8	230,000	95%
5,000-14,999	6	50,000	90%
1,000-4,999	16	26,500	83%
Under 1,000	16	4,700	91%

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 64 payment experience(s) in D&Bs file for the most recent 24 months, with 38 experience(s) reported during the last three month period.
- The highest Now Owes on file is 100,000 . The highest Past Due on file is 50

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

	Total Revd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 (%)	31-60 (%)	61-90	90>
Top Industries								
Telephone communictns	8	24,050	10,000	98	2	0	0	0
Nonclassified	7	95,900	45,000	100	0	0	0	0
Mfg photograph equip	5	9,500	2,500	95	5	0	0	0
Public finance	4	30,150	30,000	100	0	0	0	0
Whol computers/softwr	3	880,000	800,000	100	0	0	0	0
Radiotelephone commun	3	475,000	250,000	97	3	0	0	0
Whol industrial equip	2	12,500	7,500	60	40	0	0	0
Whol electrical equip	2	2,000	1,000	50	50	0	0	0
Misc business service	2	1,250	1,000	60	40	0	0	0
Gravure printing	1	40,000	40,000	100	0	0	0	0
Prepackaged software	1	20,000	20,000	100	0	0	0	0
Data processing svcs	1	10,000	10,000	100	0	0	0	0
Misc business credit	1	2,500	2,500	50	0	50	0	0
Help supply service	1	2,500	2,500	100	0	0	0	0
Whol furniture	1	1,000	1,000	100	0	0	0	0
Employment agency	1	1,000	1,000	0	0	0	100	0
Misc equipment rental	1	1,000	1,000	100	0	0	0	0
Security broker/deal	1	1,000	1,000	100	0	0	0	0
Whol electronic parts	1	750	750	100	0	0	0	0
Mfg environment cntrl	1	750	750	100	0	0	0	0
Reg misc coml sector	*1*	*250*	*250*	*100*	*0*	*0*	*0*	*0*
Lithographic printing	1	50	50	100	0	0	0	0
Whol service paper	1	50	50	100	0	0	0	0
Other payment categories								
Cash experiences	13	2,450	1,000					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections	1	N/A	0					
Total in D&B's file	64	1,613,650	800,000					

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)
07/16	Ppt	15,000	15,000	0		1 mo
	(002)	1,000			Cash account	1 mo
	(003) Satisfactory .	750	0	0		4-5 mos
	(004) Satisfactory .	50	0	0		4-5 mos
06/16	Ppt	800,000	95,000	0	N30	1 mo
	Ppt	250,000	0	0		6-12 mos
	Ppt	200,000	100,000	0		1 mo
	Ppt	50,000	0	0	N30	2-3 mos
	Ppt	45,000	20,000	0		1 mo
	Ppt	40,000	0	0		1 mo

	Ppt	30,000	0	0	N30	1 mo
	Ppt	25,000	0	0		6-12 mos
	Ppt	10,000	0	0		6-12 mos
	Ppt	10,000	0	0		1 mo
	Ppt	7,500	2,500	0		1 mo
	Ppt	2,500	0	0		1 mo
	Ppt	2,500	0			1 mo
	Ppt	2,500	500			1 mo
	Ppt	2,500	2,500	0		1 mo
	Ppt	2,500	0			1 mo
	Ppt	1,000	500	0	N30	1 mo
	Ppt	1,000	0			1 mo
	Ppt	1,000	0	0	N30	1 mo
	Ppt	750	0	0		1 mo
	Ppt	250	50	0		2-3 mos
	Ppt	250	250	0		1 mo
	Ppt-Slow 15	25,000	25,000	0		1 mo
	Ppt-Slow 30	1,000	0			1 mo
	Ppt-Slow 30	1,000	250	0		1 mo
	Ppt-Slow 60	2,500	750	0	Lease Agreemnt	1 mo
05/16	Ppt	20,000	0	0		6-12 mos
	Ppt	750	0	0		6-12 mos
	Slow 30	5,000	0	0		6-12 mos
	(034)				Cash account	1 mo
	(035)	750			Cash account	1 mo
	(036)	50			Cash account	4-5 mos
04/16	Ppt	500	0	0		1 mo
	Ppt	50				6-12 mos
03/16	Ppt	10,000	7,500	0		1 mo
	Ppt	1,000	250		Lease Agreemnt	
02/16	Ppt	50	0	0		4-5 mos
	Ppt-Slow 30	750	250	0		1 mo
	(043)	50			Cash account	1 mo
01/16	Ppt	30,000				1 mo
12/15	Ppt	2,500	0	0		6-12 mos
11/15	Ppt	1,000	0	0	N30	6-12 mos
	Ppt	50				1 mo
	Ppt	50				1 mo
	Ppt	50				1 mo
	(050)	50			Cash account	1 mo
	(051)	50			Cash account	1 mo
09/15	(052) Cash own option .	100			Cash account	1 mo
07/15	(053)	100			Cash account	4-5 mos
	(054)	100			Cash account	1 mo
05/15	(055) Satisfactory .	250				1 mo
04/15	Slow 90	1,000	0	0	N30	6-12 mos
	(057)	100			Cash account	1 mo
	(058)	50			Cash account	1 mo
03/15	Ppt-Slow 60	100	0	0		6-12 mos
01/15	(060) Placed for	50	50	50		

	collection .					
11/14	Ppt	7,500	0	0		6-12 mos
09/14	Ppt	50	0	0		6-12 mos
07/14	Slow 30	1,000	0	0	N30	6-12 mos
	(064)	50			Cash account	4-5 mos

Payments Detail Key: red - 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	5	06/06/16

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

Collateral	Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - and OTHERS
Type	Original
Sec. Party	SILICON VALLEV BANK, SANTA CLARA, CA
Debtor	ENERNOC, INC.
Filing No.	2014 3217304
Filed With	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed	2014-08-12
Latest Info Received	09/19/14

Collateral	Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - and OTHERS
Type	Amendment
Sec. Party	SILICON VALLEY BANK, SANTA CLARA, CA
Debtor	ENERNOC, INC.
Filing No.	20163239918
Filed With	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed	2016-05-31
Latest Info Received	07/08/16
Original UCC Filed Date	2014-08-12
Original Filing No.	2014 3217304

Type	Amendment
Sec. Party	SILICON VALLEY BANK, SANTA CLARA, CA
Debtor	ENERNOC, INC.
Filing No.	20163387899
Filed With	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
Date Filed	2016-06-06
Latest Info Received	07/08/16
Original UCC Filed Date	2014-08-12
Original Filing No.	2014 3217304

Collateral	Leased Vehicles
Type	Original
Sec. Party	JIM PATTISON INDUSTRIES LTD., CALGARY, AB
Debtor	ENERNOC, INC.
Filing No.	201079910030
Filed With	SECRETARY OF STATE/UCC DIVISION, BOSTON, MA
Date Filed	2010-04-27
Latest Info Received	05/06/10

Type	Continuation
Sec. Party	SILICON VALLEY BANK, CLARA, CA
Debtor	ENERNOC SECURITIES CORPORATION and OTHERS
Filing No.	201303098200
Filed With	SECRETARY OF STATE/UCC DIVISION, BOSTON, MA
Date Filed	2013-04-05
Latest Info Received	04/08/13
Original UCC Filed Date	2008-08-06
Original Filing No.	200867499490

Government Activity

Activity summary

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

Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	N/A

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:	ENERNOC, INC.
Street Address:	1 Marina Prk Dr Ste 400 Boston , MA 02110
Phone:	617 224-9900
Fax:	617-224-9910
URL:	*http://www.enernoc.com*
Stock Symbol:	ENOC
History	Is clear
Present management control	15 years

History

The following information was reported: **07/25/2016**

Officer(s):	TIMOTHY HEALY, CHB-CEO+ DAVID BREWSTER, PRES+ NEIL MOSES, COO-CFO ERIC ERSTON, SR V PRES GLOBAL SLS MICHAEL BERDIK, V PRES-GEN COUNSEL
The officers identified by (+) and Kirk Arnold, James Baum, Arthur Coviello, TJ Glauthier and Gary Haroian.	

The Delaware Secretary of State's business registrations file showed that EnerNOC, Inc. was registered as a Corporation on June 5, 2003, under the file registration number 3666677.

Business started 2001.

The company operated as EnerNOC, LLC, a New Hampshire limited liability company from December 2001 until June 2003. In June 5, 2003, the company changed its name from EnerNOC, LLC to EnerNOC, Inc. and was re-incorporated in the State of Delaware.

The company's common stock is traded on the NASDAQ Global Select Market under the symbol "ENOC ". As of March 4, 2016, there were approximately 720 stockholders of record. As of March 31, 2016, those shareholders identified by the company as beneficially owning 5% or more of the outstanding shares were :
Yardi Systems, Inc. (9.5%); SQN Investors LP (7.3%) and Oaktop Capital Management II, L.P. (5.2%). As of the same date, officers and directors as a group beneficially owns 13.4% of the total outstanding shares.

RECENT EVENTS.

On January 5, 2015, the company completed the acquisition of World Energy Solutions, Inc. for a purchase price of $79,913.

On December 1, 2014, the company completed an acquisition of all of the outstanding stock of Pulse Energy Inc. for an aggregate purchase price of $24,811.

TIMOTHY HEALY. Director of the company. He has served as the company's Chairman of the Board and CEO since June 2003 and co-founded EnerNOC in 2001.

DAVID BREWSTER. Director of the company since 2003. He has served as the company's President since June 2003 and served as the company's COO from June 2003 to January 2008. He co-founded EnerNOC in 2001.

NEIL MOSES. He has served as the company's CFO since 2013 and COO since 2014. From June 2012 until March 2013, he served as the Chief Global Strategy Officer of Dunkin Brands Group, Inc. From November 2010 until June 2012 he served as the CFO of Dunkin Brands Group, Inc. and from 2003 until November 2010, he served as the CFO and Executive Vice President of Parametric Technology Corporation.

ERIC ERSTON. He has served as the company's Senior Vice President of Global Sales since 2016. From May 2015 to March, he served as the company's Vice President of Global Sales and was the Vice President of Enterprise Sales from January to April 2015.

MICHAEL BERDIK. He was appointed as the company's Vice President and General Counsel on June 3, 2016. He has served as the Deputy General Counsel of the company since May 2014 and was the Associate General Counsel of the company from March 2008 until May 2014. Prior to that, he was an associate at Goodwin Procter LLP and Testa, Hurwitz & Thibeault, LLP.

KIRK ARNOLD. Director of the company since 2014. Since June 2013, she has served as the CEO of Data Intensity.

JAMES BAUM. Director of the company since 2013. From September 2011 to December 2012, he served as CEO of Symbotic, LLC.

ARTHUR COVIELLO. Director of the company since 2008. From February 2011 until February 2015, he served as Executive Chairman of RSA Security Inc.

TJ GLAUTHIER. Director of the company since 2007. He has served as President of TJG Energy Associates, LLC since January 2005.

GARY HAROIAN. Director of the company since 2015. From 2000 to 2002, he served in various positions, including as CFO, COO and CEO at Bowstreet, Inc.

JOINT VENTURE :

On December 10, 2013, the company entered into a joint venture with Marubeni Corporation. The new company was formed in January 2014 and named EnerNOC Japan K.K. The company is the majority-owner and owns 60% of EnerNOC Japan K.K. The remaining 40% represents the non-controlling interest.

ANNOUNCED OFFICER CHANGE :

On June 17, 2016, Neil Moses, COO and CFO notified the company of his decision to retire in early 2017. He intends to resign as an officer of the company on August 19, 2016 and will remain employed by the company as a special advisor until his retirement on February 3, 2017 in order to assist the Company with this transition.

On June 22, 2016, the company entered into an employment offer letter (the Offer Letter) to hire and retain William Sorenson as CFO of the company. Pursuant to the terms of the Offer Letter, Mr. Sorensons employment with the company will begin on August 22, 2016, and he will be employed on an at-will basis.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Dec 23 2006

Registered Name:	ENERNOC, INC.
Business type:	CORPORATION
Corporation type:	NOT AVAILABLE
Date incorporated:	Jun 05 2003
State of incorporation:	DELAWARE
Filing date:	Jun 05 2003
Registration ID:	3666677
Status:	STATUS NOT AVAILABLE
Where filed:	SECRETARY OF STATE/CORPORATIONS DIVISION , DOVER , DE
Registered agent:	THE CORPORATION TRUST COMPANY , CORPORATION TRUST CENTER 1209 ORANGE STREET , WILMINGTON , DE , 198010000

Operations

07/25/2016

Description:

The company provides energy intelligence software (EIS) and demand response solutions to commercial, institutional, and industrial end-users of energy.

The company offers EIS to enterprise customers with a Software-as-a-Service solution to manage energy cost visualization, budgets, forecasts, and accruals; utility bill validation and payment; facility optimization, including benchmarking facilities and identifying cost savings opportunities; energy project tracking; reporting for energy and sustainability disclosure and compliance; and peak energy demand and the related cost impacts. Its enterprise customers comprise manufacturing/industrial, commercial real estate, healthcare, government, education, and food sales and storage markets. It also provides demand response solutions to utility customers and electric power grid operators. In addition, it offers professional services that support the implementation of EIS and help its enterprise customers to set the energy management strategy, as well as provide energy audits and retro-commissioning.

TRADEMARK (S): EnerNOC.

Terms are Net 30 days and on a contract basis. Sells to commercial concerns. Territory : International.

Peak demand for electricity and other capacity constraints tend to be seasonal. Peak demand tends to be most extreme in

	warmer months, which may lead some demand response capacity markets to yield higher prices for capacity or contract for the availability of a greater amount of capacity during these warmer months.
Employees:	1,366 which includes officer(s). Undetermined employed here.
Facilities:	Leases 110,000 sq. ft. in building.
Branches:	The business has branch(es) division(s); detailed branch information is available in Dun & Bradstreet's linkage or family tree products.
Subsidiaries:	The business has subsidiary(ies); detailed subsidiary information is available in Dun & Bradstreet's linkage or family tree products.

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.
7371 0000 Custom computer programming services
7371 0301 Computer software development
7371 0302 Software programming applications
NAICS:

541511 Custom Computer Programming Services
541511 Custom Computer Programming Services
541511 Custom Computer Programming Services

Financials

Company Financials: D&B

Graph cannot be created

07/25/2016

Three-year Statement Comparative:

	Interim Consolidated Mar 31 2016	Fiscal Consolidated Dec 31 2015	Fiscal Consolidated Dec 31 2014
Current Assets	232,559,000	293,611,000	419,634,000
Current Liabilities	173,934,000	204,703,000	162,490,000
Current Ratio	1.34	1.43	2.58
Working Capital	58,625,000	88,908,000	257,144,000
Other Assets	145,567,000	150,103,000	201,250,000
Net Worth	77,327,000	114,943,000	292,120,000
Sales		399,584,000	471,948,000
Long Term Liab	126,865,000	124,068,000	166,274,000

Net Profit (Loss)	(185,118,000)	11,997,000

Company Financial: EDGAR (Annual Statements)

Balance Sheet

Period Ending	Fiscal Consolidated Dec 31 2015	Fiscal Consolidated Dec 31 2014	Fiscal Consolidated Dec 31 2013
ASSETS			
Current Assets			
Cash and Cash Equivalents	138,584,000.00	255,164,000.00	151,023,000.00
Short Term Investments	UN	UN	UN
Net Trade Receivables	113,456,000.00	144,911,000.00	104,051,000.00
Inventory	UN	UN	UN
Other Current Assets	*41,571,000.00*	*19,559,000.00*	*15,609,000.00*
Total Current Assets	**293,611,000.00**	**419,634,000.00**	**270,683,000.00**
Property, Plant and Equipment	49,653,000.00	50,458,000.00	47,419,000.00
Fixed Assets	49,653,000.00	50,458,000.00	47,419,000.00
Long Term Investments	UN	UN	UN
Deferred Long Term Asset Charges	458,000.00	680,000.00	235,000.00
Other Assets	*5,893,000.00*	*4,062,000.00*	*1,333,000.00*
Goodwill	*39,747,000.00*	*114,939,000.00*	*77,104,000.00*
Total Assets	**443,714,000.00**	**620,884,000.00**	**415,955,000.00**
Accumulated Amortization	UN	UN	UN
Intangible Assets	54,352,000.00	31,111,000.00	19,181,000.00
LIABILITIES			
Current Liabilities			
Accounts Payable	149,072,000.00	148,752,000.00	103,942,000.00
Short Term And Current Long Term Debt	UN	UN	UN
Other Current Liabilities	55,631,000.00	13,738,000.00	21,146,000.00
Total Current Liabilities	**204,703,000.00**	**162,490,000.00**	**125,088,000.00**
Long Term Debt	111,254,000.00	135,090,000.00	0.00
Deferred Long Term Liability Charges	*4,051,000.00*	*22,265,000.00*	*13,030,000.00*
Negative Goodwill	UN	UN	UN
Minority Interest Expense	299,000.00	247,000.00	0.00
Other Liabilities	8,763,000.00	8,919,000.00	8,342,000.00
Misc Stocks Options Warrant	UN	UN	UN
Total Liabilities	**329,070,000.00**	**329,011,000.00**	**146,460,000.00**
SHAREHOLDER'S EQUITY			
Preferred Stock Amount	0.00	0.00	0.00
Common Stock	30,000.00	30,000.00	30,000.00
Retained Earnings	-254,335,000.00	-69,260,000.00	-81,354,000.00
Treasury Stock	UN	UN	UN
Capital Surplus	377,473,000.00	365,855,000.00	353,354,000.00
Other Equity	-8,524,000.00	-4,752,000.00	-2,535,000.00
Total Equity	***114,644,000.00***	***291,873,000.00***	***269,495,000.00***

Income Statement

Period Ending	Fiscal Consolidated	Fiscal Consolidated	Fiscal Consolidated

	Dec 31 2015	Dec 31 2014	Dec 31 2013
Sales (Revenue)	399,584,000.00	471,948,000.00	383,460,000.00
Cost of Goods Sold	245,051,000.00	257,322,000.00	192,292,000.00
Gross Profit	**154,533,000.00**	**214,626,000.00**	**191,168,000.00**
Sales And General Admin	207,442,000.00	174,689,000.00	145,135,000.00
Research and Development Expense	29,287,000.00	20,671,000.00	18,317,000.00
Non-Recurring Charges	108,763,000.00	0.00	0.00
Other Operating Items	UN	UN	UN
Operating Income	-187,968,000.00	26,228,000.00	27,716,000.00
Net Total Other Income and Expenses	4,777,000.00	3,263,000.00	-1,342,000.00
Earnings Before Interest and Taxes	-186,182,000.00	22,529,000.00	26,374,000.00
Interest Expense	8,946,000.00	4,656,000.00	1,646,000.00
Earning Before Tax	-195,128,000.00	17,873,000.00	24,728,000.00
Income Tax Expense	-10,010,000.00	5,876,000.00	2,640,000.00
Equity Earnings or Loss	UN	UN	UN
Minority Interest Expense	-43,000.00	-97,000.00	0.00
Net Income From Continuing Operations	-185,075,000.00	12,094,000.00	22,088,000.00
Discontinued Operations	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN
Extraordinary Items	UN	UN	UN
Other Non-Operating Expenses	0.00	0.00	0.00
Net Income	**-185,075,000.00**	**12,094,000.00**	**22,088,000.00**
Preferred Stocks and Other Adjustments	UN	UN	UN
Net Income Applicable to Common Shares	-185,075,000.00	12,094,000.00	22,088,000.00

Statement of Cash Flow

Period Ending	Fiscal Consolidated Dec 31 2015	Fiscal Consolidated Dec 31 2014	Fiscal Consolidated Dec 31 2013
Depreciation	39,574,000.00	31,417,000.00	27,844,000.00
Net Income Adjustments	113,737,000.00	17,454,000.00	19,658,000.00
Changes in Liabilities	30,077,000.00	31,713,000.00	32,030,000.00
Changes in Accounts Receivables	31,767,000.00	-34,116,000.00	-22,576,000.00
Changes in Inventories	UN	UN	UN
Changes in Other Operating Activities	-26,557,000.00	1,974,000.00	420,000.00
Net Cash Flows - Operating Activities	3,480,000.00	60,439,000.00	79,464,000.00
Capital Expenditures	-23,629,000.00	-25,553,000.00	-36,663,000.00
Investments	-0.00	-2,500,000.00	-0.00
Other Cash Flows from Investing Activities	-70,280,000.00	-46,369,000.00	-1,226,000.00
Net Cash Flows - Investing Activities	-93,909,000.00	-74,422,000.00	-37,889,000.00
Dividends Paid	UN	UN	UN
Sale and Purchase of Stock	1,077,000.00	-28,392,000.00	-7,091,000.00
Net Borrowings	-19,733,000.00	160,000,000.00	0.00
Other Cash Flows from Financing Activities	-4,248,000.00	-6,644,000.00	-308,000.00
Net Cash Flows - Financing Activities	-22,504,000.00	120,865,000.00	-6,804,000.00
Effect of Exchange Rate	-3,298,000.00	-1,720,000.00	-623,000.00
Change in Cash and Cash Equivalents	-116,231,000.00	105,162,000.00	34,148,000.00

Financial Ratios

Period Ending	Fiscal Consolidated Dec 31 2015	Fiscal Consolidated Dec 31 2014	Fiscal Consolidated Dec 31 2013

Solvency Ratios			
Current Ratio	1.43	2.58	2.16
Quick Ratio	1.23	2.46	2.04
Current Liabilities to Net Worth (%)	178.56	55.67	46.42
Total Liabilities to Net worth (%)	287.04	112.72	54.35
Current Liabilities to Inventory (%)	UN	UN	UN
Fixed Assets to Net Worth (%)	43.31	17.29	17.60
Cash Ratio	0.68	1.57	1.21
Efficiency Ratios			
Accounts Payable to Sales Ratio	0.37	0.32	0.27
Sales to Working Capital Ratio	4.49	1.84	2.63
Sales to Inventory (%)	UN	UN	UN
Assets to Sales (%)	111.04	131.56	108.47
ROCE (%)	-77.90	4.91	9.07
Profitability Ratios			
Return on Net Worth (%)	-161.43	4.14	8.20
Return on Assets (%)	-41.71	1.95	5.31
Return on Sales (%)	-46.59	4.77	6.88
Gross Profit Margin (%)	38.67	45.48	49.85
Operating Margin (%)	-47.04	5.56	7.23
Pre-Tax Profit Margin (%)	-48.83	3.79	6.45
Profit Margin (%)	-46.32	2.56	5.76
Pre-Tax Return on Equity (%)	-170.20	6.12	9.18
After Tax Return on Equity (%)	-161.43	4.14	8.20
Operating Income to Interest Ratio	-21.01	5.63	16.84
Financial Leverage Ratios			
EBITDA to EBIT Ratio	0.79	2.39	2.06
Debt to Income Ratio	-1.78	27.20	6.63
Debt to Equity Ratio	2.87	1.13	0.54
Equity Ratio (%)	25.84	47.01	64.79
Interest Coverage Ratio	-20.81	4.84	16.02
Interest Coverage by EBITDA Ratio	-25.24	-1.91	-0.89

Note:UN=Unavailable

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Company Financial: EDGAR (Quarterly Statements)

Balance Sheet

Quarter	**Q1**	**Q4**	**Q3**	**Q2**
Quarter Ending	**Mar 31 2016**	**Dec 31 2015**	**Sep 30 2015**	**Jun 30 2015**
ASSETS				
Current Assets				
Cash and Cash Equivalents	104,921,000.00	138,584,000.00	144,254,000.00	143,843,000.00
Short Term Investments	UN	UN	UN	UN
Net Trade Receivables	67,854,000.00	113,456,000.00	179,932,000.00	64,752,000.00
Inventory	UN	UN	UN	UN
Other Current Assets	59,784,000.00	41,571,000.00	37,322,000.00	36,630,000.00
Total Current Assets	**232,559,000.00**	**293,611,000.00**	**361,508,000.00**	**245,225,000.00**
Property, Plant and Equipment	47,451,000.00	49,653,000.00	51,750,000.00	49,656,000.00
Fixed Assets	47,451,000.00	49,653,000.00	51,750,000.00	49,656,000.00

Long Term Investments	UN	UN	UN	UN
Deferred Long Term Asset Charges	397,000.00	458,000.00	766,000.00	766,000.00
Other Assets	5,080,000.00	5,893,000.00	6,840,000.00	7,171,000.00
Goodwill	40,877,000.00	39,747,000.00	149,239,000.00	150,305,000.00
Total Assets	**378,126,000.00**	**443,714,000.00**	**628,382,000.00**	**516,562,000.00**
Accumulated Amortization	UN	UN	UN	UN
Intangible Assets	51,762,000.00	54,352,000.00	58,279,000.00	63,439,000.00
LIABILITIES				
Current Liabilities				
Accounts Payable	101,510,000.00	149,072,000.00	177,076,000.00	94,380,000.00
Short Term And Current Long Term Debt	UN	UN	UN	UN
Other Current Liabilities	72,424,000.00	55,631,000.00	36,615,000.00	22,967,000.00
Total Current Liabilities	**173,934,000.00**	**204,703,000.00**	**213,691,000.00**	**117,347,000.00**
Long Term Debt	112,216,000.00	111,254,000.00	141,971,000.00	140,928,000.00
Deferred Long Term Liability Charges	6,435,000.00	4,051,000.00	23,387,000.00	23,136,000.00
Negative Goodwill	UN	UN	UN	UN
Minority Interest Expense	268,000.00	299,000.00	204,000.00	228,000.00
Other Liabilities	8,214,000.00	8,763,000.00	9,341,000.00	8,971,000.00
Misc Stocks Options Warrant	UN	UN	UN	UN
Total Liabilities	**301,067,000.00**	**329,070,000.00**	**388,594,000.00**	**290,610,000.00**
SHAREHOLDER'S EQUITY				
Preferred Stock Amount	0.00	0.00	0.00	0.00
Common Stock	30,000.00	30,000.00	31,000.00	31,000.00
Retained Earnings	-294,873,000.00	-254,335,000.00	-125,355,000.00	-138,342,000.00
Treasury Stock	UN	UN	UN	UN
Capital Surplus	380,043,000.00	377,473,000.00	374,583,000.00	371,665,000.00
Other Equity	-8,141,000.00	-8,524,000.00	-9,471,000.00	-7,402,000.00
Total Equity	**77,059,000.00**	**114,644,000.00**	**239,788,000.00**	**225,952,000.00**

Income Statement

Quarter	**Q1**	**Q4**	**Q3**	**Q2**
Quarter Ending	**Mar 31 2016**	**Dec 31 2015**	**Sep 30 2015**	**Jun 30 2015**
Sales (Revenue)	53,380,000.00	59,209,000.00	217,324,000.00	72,500,000.00
Cost of Goods Sold	32,594,000.00	36,406,000.00	143,146,000.00	33,543,000.00
Gross Profit	**20,786,000.00**	**22,803,000.00**	**74,178,000.00**	**38,957,000.00**
Sales And General Admin	52,931,000.00	49,429,000.00	49,104,000.00	52,124,000.00
Research and Development Expense	8,043,000.00	7,475,000.00	6,626,000.00	7,735,000.00
Non-Recurring Charges	UN	108,763,000.00	UN	UN
Other Operating Items	UN	UN	UN	UN
Operating Income	-40,188,000.00	-142,864,000.00	18,448,000.00	-17,911,000.00
Net Total Other Income and Expenses	3,087,000.00	7,552,000.00	-2,814,000.00	4,696,000.00
Earnings Before Interest and Taxes	-37,101,000.00	-135,312,000.00	15,634,000.00	-16,206,000.00
Interest Expense	1,777,000.00	2,161,000.00	2,253,000.00	2,240,000.00
Earning Before Tax	-38,878,000.00	-137,473,000.00	13,381,000.00	-18,446,000.00
Income Tax Expense	1,691,000.00	-8,487,000.00	417,000.00	345,000.00
Equity Earnings or Loss	UN	UN	UN	UN
Minority Interest Expense	-31,000.00	-6,000.00	-23,000.00	-10,000.00
Net Income From Continuing Operations	-40,538,000.00	-128,980,000.00	12,987,000.00	-18,781,000.00
Discontinued Operations	UN	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN	UN
Extraordinary Items	UN	UN	UN	UN

Other Non-Operating Expenses	0.00	0.00	0.00	0.00
Net Income	***-40,538,000.00***	***-128,980,000.00***	***12,987,000.00***	***-18,781,000.00***
Preferred Stocks and Other Adjustments	UN	UN	UN	UN
Net Income Applicable to Common Shares	-40,538,000.00	-128,980,000.00	12,987,000.00	-18,781,000.00

Statement of Cash Flow

Quarter	**Q1**	**Q4**	**Q3**	**Q2**
Quarter Ending	**Mar 31 2016**	**Dec 31 2015**	**Sep 30 2015**	**Jun 30 2015**
Depreciation	9,607,000.00	10,315,000.00	9,511,000.00	9,914,000.00
Net Income Adjustments	2,798,000.00	97,266,000.00	7,219,000.00	960,000.00
Changes in Liabilities	-29,780,000.00	-10,690,000.00	95,443,000.00	-8,287,000.00
Changes in Accounts Receivables	46,172,000.00	59,395,000.00	-116,639,000.00	25,285,000.00
Changes in Inventories	UN	UN	UN	UN
Changes in Other Operating Activities	-17,975,000.00	-5,594,000.00	-3,056,000.00	-14,297,000.00
Net Cash Flows - Operating Activities	-29,747,000.00	21,706,000.00	5,442,000.00	-5,216,000.00
Capital Expenditures	-4,391,000.00	-5,905,000.00	-6,434,000.00	-6,084,000.00
Investments	UN	-0.00	-0.00	-0.00
Other Cash Flows from Investing Activities	-218,000.00	877,000.00	1,088,000.00	3,115,000.00
Net Cash Flows - Investing Activities	-4,609,000.00	-5,028,000.00	-5,346,000.00	-2,969,000.00
Dividends Paid	*UN*	*UN*	*UN*	*UN*
Sale and Purchase of Stock	6,000.00	3,000.00	57,000.00	1,000.00
Net Borrowings	UN	-20,133,000.00	400,000.00	UN
Other Cash Flows from Financing Activities	-678,000.00	-443,000.00	-658,000.00	-1,120,000.00
Net Cash Flows - Financing Activities	-672,000.00	-20,173,000.00	-201,000.00	-1,119,000.00
Effect of Exchange Rate	1,307,000.00	-325,000.00	-1,510,000.00	431,000.00
Change in Cash and Cash Equivalents	-33,721,000.00	-3,820,000.00	-1,615,000.00	-8,873,000.00

Financial Ratios

Quarter	**Q1**	**Q4**	**Q3**	**Q2**
Quarter Ending	**Mar 31 2016**	**Dec 31 2015**	**Sep 30 2015**	**Jun 30 2015**
Solvency Ratios				
Current Ratio	1.34	1.43	1.69	2.09
Quick Ratio	0.99	1.23	1.52	1.78
Current Liabilities to Net Worth (%)	225.72	178.56	89.12	51.93
Total Liabilities to Net worth (%)	*390.70*	*287.04*	*162.06*	*128.62*
Current Liabilities to Inventory (%)	UN	UN	UN	UN
Fixed Assets to Net Worth (%)	61.58	43.31	21.58	21.98
Cash Ratio	0.60	0.68	0.68	1.23
Efficiency Ratios				
Accounts Payable to Sales Ratio	1.90	2.52	0.81	1.30
Sales to Working Capital Ratio	0.91	0.67	1.47	0.57
Sales to Inventory (%)	UN	UN	UN	UN
Assets to Sales (%)	708.37	749.40	289.15	712.50
ROCE (%)	-18.17	-56.61	3.77	-4.06
Profitability Ratios				
Return on Net Worth (%)	-52.61	-112.50	5.42	-8.31
Return on Assets (%)	-10.72	-29.07	2.07	-3.64
Return on Sales (%)	-69.50	-228.53	7.19	-22.35
Gross Profit Margin (%)	38.94	38.51	34.13	53.73
Operating Margin (%)	-75.29	-241.29	8.49	-24.70

Pre-Tax Profit Margin (%)	-72.83	-232.18	6.16	-25.44
Profit Margin (%)	-75.94	-217.84	5.98	-25.90
Pre-Tax Return on Equity (%)	-50.45	-119.91	5.58	-8.16
After Tax Return on Equity (%)	-52.61	-112.50	5.42	-8.31
Operating Income to Interest Ratio	-22.62	-66.11	8.19	-8.00
Financial Leverage Ratios				
EBITDA to EBIT Ratio	0.74	0.92	1.61	0.39
Debt to Income Ratio	-7.43	-2.55	29.92	-15.47
Debt to Equity Ratio	3.91	2.87	1.62	1.29
Equity Ratio (%)	20.38	25.84	38.16	43.74
Interest Coverage Ratio	-20.88	-62.62	6.94	-7.23
Interest Coverage by EBITDA Ratio	-26.28	-67.39	2.72	-11.66

Note:UN=Unavailable

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Stock Performance

Additional Financial Data

Interim Consolidated statement dated MAR 31 2016

Assets		**Liabilities**	
Cash	104,399,000	Accts Pay	1,117,000
Accts Rec	39,350,000	Deferred Revenue	72,424,000
Restricted Cash	522,000	Accruals	100,393,000
Unbilled Revenue	28,504,000		
Cap Incremental Dirct Cust Contract	45,141,000		
Prepaid Exps & Other Current Assets	14,643,000		
Curr Assets	**232,559,000**	**Curr Liabs**	**173,934,000**

Fixt & Equip	47,451,000	Convertible Senior Notes	112,216,000
Goodwill	40,877,000	Other Liabilities	8,214,000
Intangible Assets-Net	51,762,000	L.T. Liab-Other	1,865,000
Deferred Tax Assets	397,000	Def. Credits/Income	4,570,000
Other Assets	5,080,000	COMMON STOCK	30,000
		ADDIT. PD.-IN CAP	380,043,000
		ACCUM OTHER COMPREHENSIVE LOSS	(8,141,000)
		RETAINED EARNINGS	(294,873,000)
		NONCONTROLLING INTEREST	268,000
Total Assets	**378,126,000**	**Total Liabilities + Equity**	**378,126,000**

From JAN 01 2016 to MAR 31 2016 sales $53,380,000; cost of goods sold $32,594,000. Gross profit $20,786,000; operating expenses $60,974,000. Operating income $(40,188,000); other income $3,087,000; other expenses $1,777,000; net income before taxes $(38,878,000); Federal income tax $1,691,000. (net loss) $40,569,000.

Statement obtained from Securities And Exchange Commission. Prepared from books without audit.

Accounts receivable shown net less $768,000 allowance. Fixed assets shown net less $120,038,000 depreciation.

Explanations
The net worth of this company includes intangibles.

The report was updated using information the company filed with the Securities and Exchange Commission.

While the company's financial statement reflects a fair condition, it is noted that the company has sustained continuing, relatively sizable net losses for Fiscal Year 2015 and Interim 2016. As a result, an overall limited composite credit appraisal has been assigned.

Spread Financials

Balance Sheet

Financials By:	Compare Statements:			Show Variance By:	
EDGAR	**EDGAR Quarter 1 2016**	**EDGAR Annual 2015**	**EDGAR Quarter 4 2015**	**Percent**	
				Q1 2016 - 2015	**2015 - Q4 2015**
ASSETS					
Current Assets					
Cash and Cash Equivalents	104,921,000.00	138,584,000.00	138,584,000.00	-24.30	0.00
Short Term Investments	UN	UN	UN	UN	UN
Net Trade Receivables	67,854,000.00	113,456,000.00	113,456,000.00	-40.20	0.00
Inventory	UN	UN	UN	UN	UN
Other Current Assets	59,784,000.00	41,571,000.00	41,571,000.00	43.82	0.00
Total Current Assets	232,559,000.00	293,611,000.00	293,611,000.00	-20.80	0.00
Property, Plant and Equipment	47,451,000.00	49,653,000.00	49,653,000.00	-4.44	0.00
Fixed Assets	47,451,000.00	49,653,000.00	49,653,000.00	-4.44	0.00
Long Term Investments	UN	UN	UN	UN	UN
Deferred Long Term Asset Charges	397,000.00	458,000.00	458,000.00	-13.32	0.00
Other Assets	5,080,000.00	5,893,000.00	5,893,000.00	-13.80	0.00
Goodwill	40,877,000.00	39,747,000.00	39,747,000.00	2.85	0.00
Total Assets	378,126,000.00	443,714,000.00	443,714,000.00	-14.79	0.00
Accumulated Amortization	UN	UN	UN	UN	UN
Intangible Assets	51,762,000.00	54,352,000.00	54,352,000.00	-4.77	0.00
LIABILITIES					
Current Liabilities					
Accounts Payable	101,510,000.00	149,072,000.00	149,072,000.00	-31.91	0.00
Short Term And Current Long Term Debt	UN	UN	UN	UN	UN
Other Current Liabilities	72,424,000.00	55,631,000.00	55,631,000.00	30.19	0.00
Total Current Liabilities	173,934,000.00	204,703,000.00	204,703,000.00	-15.04	0.00
Long Term Debt	112,216,000.00	111,254,000.00	111,254,000.00	0.87	0.00
Deferred Long Term Liability Charges	6,435,000.00	4,051,000.00	4,051,000.00	58.85	0.00
Negative Goodwill	UN	UN	UN	UN	UN
Minority Interest Expense	268,000.00	299,000.00	299,000.00	-10.37	0.00
Other Liabilities	8,214,000.00	8,763,000.00	8,763,000.00	-6.27	0.00
Misc Stocks Options Warrant	UN	UN	UN	UN	UN
Total Liabilities	301,067,000.00	329,070,000.00	329,070,000.00	-8.51	0.00
SHAREHOLDER'S EQUITY					
Preferred Stock Amount	0.00	0.00	0.00	-	-
Common Stock	30,000.00	30,000.00	30,000.00	0.00	0.00
Retained Earnings	-294,873,000.00	-254,335,000.00	-254,335,000.00	-15.94	0.00
Treasury Stock	UN	UN	UN	UN	UN
Capital Surplus	380,043,000.00	377,473,000.00	377,473,000.00	0.69	0.00
Other Equity	-8,141,000.00	-8,524,000.00	-8,524,000.00	4.50	0.00
Total Equity	77,059,000.00	114,644,000.00	114,644,000.00	-32.79	0.00

Income Statement

Financials By:	Compare Statements:			Show Variance By:	
EDGAR	**EDGAR Quarter 1 2016**	**EDGAR Annual 2015**	**EDGAR Quarter 4 2015**	**Percent**	
				Q1 2016 - 2015	**2015 - Q4 2015**
Sales (Revenue)	53,380,000.00	399,584,000.00	59,209,000.00	-86.65	574.88
Cost of Goods Sold	32,594,000.00	245,051,000.00	36,406,000.00	-86.70	573.11
Gross Profit	20,786,000.00	154,533,000.00	22,803,000.00	-86.55	577.69
Sales And General Admin	52,931,000.00	207,442,000.00	49,429,000.00	-74.49	319.68
Research and Development Expense	8,043,000.00	29,287,000.00	7,475,000.00	-72.54	291.80
Non-Recurring Charges	UN	108,763,000.00	108,763,000.00	UN	0.00
Other Operating Items	UN	UN	UN	UN	UN
Operating Income	-40,188,000.00	-187,968,000.00	-142,864,000.00	78.62	-31.58
Net Total Other Income and Expenses	3,087,000.00	4,777,000.00	7,552,000.00	-35.38	-36.75
Earnings Before Interest and Taxes	-37,101,000.00	-186,182,000.00	-135,312,000.00	80.08	-37.60
Interest Expense	1,777,000.00	8,946,000.00	2,161,000.00	-80.14	313.98
Earning Before Tax	-38,878,000.00	-195,128,000.00	-137,473,000.00	80.08	-41.94
Income Tax Expense	1,691,000.00	-10,010,000.00	-8,487,000.00	116.90	-17.95
Equity Earnings or Loss	UN	UN	UN	UN	UN
Minority Interest Expense	-31,000.00	-43,000.00	-6,000.00	27.91	-616.67
Net Income From Continuing Operations	-40,538,000.00	-185,075,000.00	-128,980,000.00	78.10	-43.50
Discontinued Operations	UN	UN	UN	UN	UN
Effect of Accounting Changes	UN	UN	UN	UN	UN
Extraordinary Items	UN	UN	UN	UN	UN
Other Non-Operating Expenses	0.00	0.00	0.00	-	-
Net Income	-40,538,000.00	-185,075,000.00	-128,980,000.00	78.10	-43.50
Preferred Stocks and Other Adjustments	UN	UN	UN	UN	UN
Net Income Applicable to Common Shares	-40,538,000.00	-185,075,000.00	-128,980,000.00	78.10	-43.50

Cash Flow Statement

Financials By:	Compare Statements:			Show Variance By:	
EDGAR	**EDGAR Quarter 1 2016**	**EDGAR Annual 2015**	**EDGAR Quarter 4 2015**	**Percent**	
				Q1 2016 - 2015	**2015 - Q4 2015**
Depreciation	9,607,000.00	39,574,000.00	10,315,000.00	-75.73	283.66
Net Income Adjustments	2,798,000.00	113,737,000.00	97,266,000.00	-97.54	16.94
Changes in Liabilities	-29,780,000.00	30,077,000.00	-10,690,000.00	-199.02	381.36
Changes in Accounts Receivables	46,172,000.00	31,767,000.00	59,395,000.00	45.35	-46.52
Changes in Inventories	UN	UN	UN	UN	UN
Changes in Other Operating Activities	-17,975,000.00	-26,557,000.00	-5,594,000.00	32.32	-374.75
Net Cash Flows - Operating Activities	-29,747,000.00	3,480,000.00	21,706,000.00	-954.80	-83.97
Capital Expenditures	-4,391,000.00	-23,629,000.00	-5,905,000.00	81.42	-300.16
Investments	UN	0.00	0.00	UN	-
Other Cash Flows from Investing Activities	-218,000.00	-70,280,000.00	877,000.00	99.69	-8113.69
Net Cash Flows - Investing Activities	-4,609,000.00	-93,909,000.00	-5,028,000.00	95.10	-1767.73
Dividends Paid	UN	UN	UN	UN	UN
Sale and Purchase of Stock	6,000.00	1,077,000.00	3,000.00	-99.45	35800.00
Net Borrowings	UN	-19,733,000.00	-20,133,000.00	UN	1.99
Other Cash Flows from Financing Activities	-678,000.00	-4,248,000.00	-443,000.00	84.04	-858.92
Net Cash Flows - Financing Activities	-672,000.00	-22,504,000.00	-20,173,000.00	97.02	-11.56
Effect of Exchange Rate	1,307,000.00	-3,298,000.00	-325,000.00	139.64	-914.77
Change in Cash and Cash Equivalents	-33,721,000.00	-116,231,000.00	-3,820,000.00	70.99	-2942.70

Financial Ratios

Financials By:	Compare Statements:			Show Variance By:	
EDGAR	**EDGAR Quarter 1 2016**	**EDGAR Annual 2015**	**EDGAR Quarter 4 2015**	**Percent**	
				Q1 2016 - 2015	***2015 - Q4 2015***
Solvency Ratios					
Current Ratio	1.34	1.43	1.43	-6.30	0.00
Quick Ratio	0.99	1.23	1.23	-19.52	0.00
Current Liabilities to Net Worth (%)	225.72	178.56	178.56	26.42	0.00
Total Liabilities to Net worth (%)	390.7	287.04	287.04	36.12	0.00
Current Liabilities to Inventory (%)	UN	UN	UN	UN	UN
Fixed Assets to Net Worth (%)	61.58	43.31	43.31	42.19	0.00
Cash Ratio	0.6	0.68	0.68	-11.77	0.00
Efficiency Ratios					
Accounts Payable to Sales Ratio	1.9	0.37	2.52	413.52	-85.32
Sales to Working Capital Ratio	0.91	4.49	0.67	-79.74	570.15
Sales to Inventory (%)	UN	UN	UN	UN	UN
Assets to Sales (%)	708.37	111.04	749.4	537.95	-85.19
ROCE (%)	-18.17	-77.9	-56.61	76.68	-37.61
Profitability Ratios					
Return on Net Worth (%)	-52.61	-161.43	-112.5	67.42	-43.50
Return on Assets (%)	-10.72	-41.71	-29.07	74.30	-43.49
Return on Sales (%)	-69.5	-46.59	-228.53	-49.18	79.62
Gross Profit Margin (%)	38.94	38.67	38.51	0.70	0.42
Operating Margin (%)	-75.29	-47.04	-241.29	-60.06	80.51
Pre-Tax Profit Margin (%)	-72.83	-48.83	-232.18	-49.16	78.97
Profit Margin (%)	-75.94	-46.32	-217.84	-63.95	78.74
Pre-Tax Return on Equity (%)	-50.45	-170.2	-119.91	70.36	-41.94
After Tax Return on Equity (%)	-52.61	-161.43	-112.5	67.42	-43.50
Operating Income to Interest Ratio	-22.62	-21.01	-66.11	-7.67	68.22
Financial Leverage Ratios					
EBITDA to EBIT Ratio	0.74	0.79	0.92	-6.33	-14.14
Debt to Income Ratio	-7.43	-1.78	-2.55	-317.42	30.20
Debt to Equity Ratio	3.91	2.87	2.87	36.24	0.00
Equity Ratio (%)	20.38	25.84	25.84	-21.14	0.00
Interest Coverage Ratio	-20.88	-20.81	-62.62	-0.34	66.77
Interest Coverage by EBITDA Ratio	-26.28	-25.24	-67.39	-4.13	62.55

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Key Business Ratios

Statement Date	Mar 31 2016
Based on this Number of Establishments	14

Industry Norms Based On 14 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	(76.0)	1.5	4
Return on Net Worth %	UN	5.5	UN
Short-Term Solvency			
Current Ratio	1.3	2.2	4
Quick Ratio	0.8	1.6	4
Efficiency			
Assets to Sales %	UN	99.9	UN
Sales / Net Working Capital	0.9	3.7	4
Utilization			
Total Liabilities / Net Worth (%)	UN	66.5	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 May 16 to Jul 16

1
Days

Dollar-weighted average of **13** payment experiences reported from **11** companies

12 months from Aug 15 to Jul 16

2
Days

Dollar-weighted average of **29** payment experiences reported from **23** companies

Derogatory Events Last 13 Months from Jul 15 to Jul 16

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

Total Amount Current and Past Due - 13 month trend from Jul 15 to Jul 16

Status	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16
Total	443,476	326,695	452,666	180,147	180,136	567,680	514,408	553,815	934,567	385,703	427,109	282,235	273,872
Current	440,013	325,700	425,733	149,574	147,100	560,459	507,832	551,395	933,736	384,872	425,038	282,235	273,872
1-30 Days Past Due	831	-	25,938	30,432	32,524	6,709	6,064	1,908	831	831	1,240	-	-
31-60 Days	1,142	995	995	141	512	512	512	512	-	-	831	-	-

Past Due													
61-90 Days Past Due	1,490	-	-	-	-	-	-	-	-	-	-	-	-
90+ Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-

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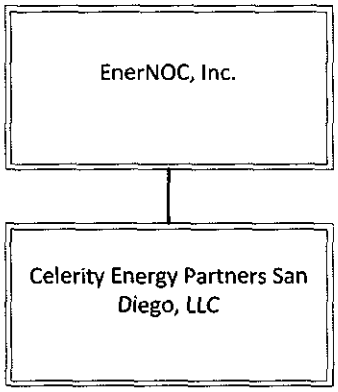
Exhibits C-8 and C-9: Bankruptcy Information and Merger Information

EnerNOC has never had a bankruptcy event or been subject to any merger or dissolution activity.

Exhibit C-10: Corporate Structure

Celerity Energy Partners San Diego, LLC ("Celerity"), is a limited liability company that operates or leases certain Networked Distribution Resource Facilities with a maximum aggregated generating capacity of 25 MW under a California Public Utilities Commission-approved contract with San Diego Gas & Electric Company. Celerity is authorized by FERC to make wholesale sales at market-based rates under FPA Section 205 and is a wholly-owned direct subsidiary of EnerNOC. Below is a graphical depiction of this structure, as required by C-10.