



# Public Utilities Commission

Original AGG Case Number	Version
12 - 2813-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 PRES Services LLC  
Address 2430 North Forest Rd., Suite 106, Getzville, NY 14068  
PUCO Certificate # and Date Certified 12-599E(2) 11/23/14  
Telephone # (315) 789-2458 Web site address (if any) pres-services.com

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

Legal Name same as A-2  
Address \_\_\_\_\_  
Telephone # \_\_\_\_\_ Web site address (if any) \_\_\_\_\_

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

Energy Finish Line LLC \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

Name Robert K Camera  
Title GM, Energy Finish Line LLC (Div of PRES Services)  
Business address 32 Castle St, Ste 3&4, PO Box 976, Geneva, NY 14456  
Telephone # (315) 789-2458 Fax # (315) 663-3037  
E-mail address ken.camera@pres-services.com

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

Name same as A-5  
Title \_\_\_\_\_  
Business address \_\_\_\_\_  
Telephone # \_\_\_\_\_ Fax # \_\_\_\_\_  
E-mail address \_\_\_\_\_

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

Customer Service address same as A-2  
Toll-free Telephone # \_\_\_\_\_ Fax # \_\_\_\_\_  
E-mail address \_\_\_\_\_

**A-8 Applicant's federal employer identification number # 16-1609653**

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

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

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

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

see attached

**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.)

NA - we are not a publicly held company.

**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.

NA - We are not a publicly held company.

**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 **ELECTRIC 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 Experian, 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.

  
\_\_\_\_\_  
President  
Signature of Applicant & Title

Sworn and subscribed before me this \_\_\_\_\_ 18th day of \_\_\_\_\_ Novembe\_\_\_\_\_, \_\_\_\_\_ 2016  
Month Year

  
\_\_\_\_\_  
Signature of official administering oath

Patricia L. Styn, Notary  
\_\_\_\_\_  
Print Name and Title

My commission expires on 4/26/18

Patricia L. Styn  
Notary Public - State of New York  
Registration No. 01ST5052612  
Qualified in Erie County  
Commission Expires April 26, 2018

**State of Ohio**  
**Public Utilities Commission of Ohio**  
**Exhibits**

**Exhibit A-10 – Principal Officers, Directors, and Partners:**

Directors of PRES Services, LLC (DBA, PRES Energy)

Robert C. Moyer – CEO  
2430 North Forest Road Suite 106  
Getzville, NY 14068  
716-633-1370

Robert C. Moyer II – President  
2430 North Forest Road Suite 106  
Getzville, NY 14068  
716-633-1370

Energy Finish Line, LLC – Energy Procurement Consulting

Robert K Camera – GM  
PO Box 976  
32 Castle St., Suites 3&4  
Geneva, NY 14456  
315-789-2458  
315-663-3037 – fax  
[Ken.camera@pres-services.com](mailto:Ken.camera@pres-services.com)

## Managerial Capability and Experience

### Exhibit B-1 – Jurisdictions and Operation

At the time of this filing we are registered or licensed to provide retail or wholesale electric services in Ohio, Massachusetts, New Jersey and Illinois.

### Exhibit B-2 – Experience and Plans

PRES Services has been in continuous operation since 2001. During this period we have launched several divisions to provide consulting expertise and services in the retail energy market including energy procurement. Our product is objective advice, plans, procedures, management, and analysis. Section 4928.10 refers to rules that prohibit unfair, deceptive and unconscionable acts and practices. As an entity that provides objective information to its clients our survival depends on employing the highest standards of transparency and honest arrangements with our clients. We doubt that it is possible to find a past client who would not confirm that a past project done with PRES Services or any of our affiliates was nothing less than a win-win engagement. This is evidenced by numerous long-term engagements with clients of 5 years or longer. Our plan is to continue providing this high level of service to existing and future clients.

PRES Services LLC does not provide aggregation services for its clients. Our professional energy procurement consulting arm (Energy Finish Line) provides retail energy buying services to individual clients across the United States. Our services are customized for every assignment and client we have.

#### Procurement Practice Summary:

##### Current Clients:

- Large Bank (6 years) – over 100 million kWhs / year
- Large Hospital Group (6 years) – over 600,000 kWhs / year
- Medium human resources (4 years) - ~10 million kWhs / year
- Large property management (<4 years – 3 million kWhs / year
- Small local companies (~10)

The client base spans practically every unregulated electric and many gas markets in the United States.

### Exhibit B-3 – Disclosure of Liabilities and Investigations

No PRES Services officer or employee has ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws.

## Financial Capability and Experience

### Exhibit C-1

NA – We are not a publicly held company

### Exhibit C-2

NA – We are not a publicly held company

### Exhibit C-3

Financial Statements for PRES Services are provided on the next page.

### Exhibit C-4

NA

### Exhibit C-5

## Energy Finish Line, LLC (Div. of PRES Services, LLC )

### Forecasted Income for PRES Services, LLC

Ohio

Revised: 11/18/2016

	Customers	#1	#2	#3	#4
		McKesson Grove City	McKesson Wash. Crt Hse.		
		\$	\$	\$	\$
2016		\$2,100	\$4,900		
2017		\$525	\$4,900		
2018		\$0	\$1,225		

### Exhibit C-6

NA

### Exhibit C-7

See Attached

### Exhibit C-8

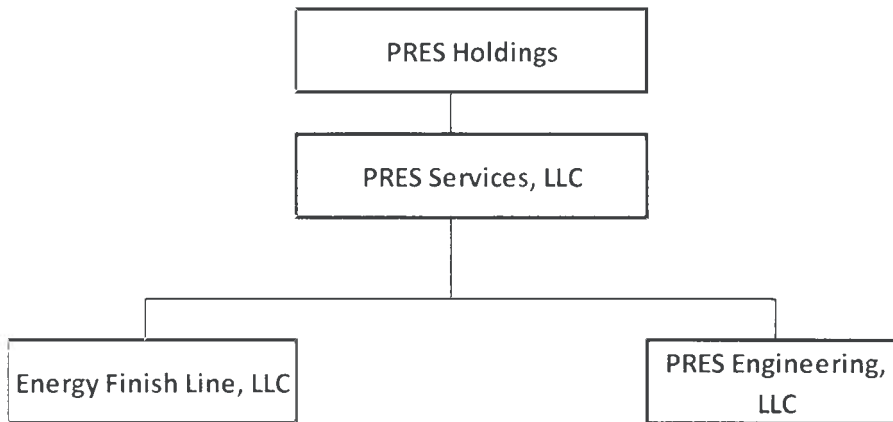
NA

### Exhibit C-9

NA



Exhibit C-10



# PRES Services, LLC

## BALANCE SHEET

As of December 31, 2015

	TOTAL	
	AS OF DEC 31, 2015	AS OF DEC 31, 2014 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts	\$897,494.69	\$623,029.62
Accounts Receivable	\$3,271,523.25	\$6,586,819.96
Other current assets		
Estimated Billings- WIP	562,903.54	
Other Receivables	0.00	3,590.00
Total Other current assets	\$562,903.54	\$3,590.00
Total Current Assets	\$4,731,921.48	\$7,213,439.58
Fixed Assets	\$20.66	\$963.38
Other Assets	\$55,258.19	\$73,677.47
<b>TOTAL ASSETS</b>	<b>\$4,787,200.33</b>	<b>\$7,288,080.43</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities	\$2,782,642.10	\$5,370,316.15
Total Liabilities	\$2,782,642.10	\$5,370,316.15
Equity		
Gerling Equity	4,405.50	2,275.50
PRES Holdings Equity	997,634.65	916,422.65
Retained Earnings	0.00	0.00
Rob Moyer Equity	15,724.13	8,950.00
Net Income	986,793.95	990,116.13
Total Equity	\$2,004,558.23	\$1,917,764.28
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$4,787,200.33</b>	<b>\$7,288,080.43</b>

# PRES Services, LLC

## PROFIT AND LOSS

January - December 2015

	TOTAL	
	JAN - DEC 2015	JAN - DEC 2014 (PY)
INCOME	<b>\$16,241,220.30</b>	<b>\$17,956,669.40</b>
COST OF GOODS SOLD		
Cost of Goods Sold		
Estimated Direct Costs	-171,774.50	-157,599.99
Materials	3,244,071.96	2,134,055.72
Outside Engineering	-3,182.74	49,246.45
PRES People Allocated	<b>1,563,819.03</b>	<b>1,665,315.27</b>
Subcontractors	9,517,599.23	12,368,856.25
Travel	<b>288,563.90</b>	<b>274,199.02</b>
<b>Total Cost of Goods Sold</b>	<b>14,439,096.88</b>	<b>16,334,072.72</b>
Intercompany Charge-Mapping		-528.74
Intercompany Chg - EFL	-3,020.96	-3,477.48
<b>Total Cost of Goods Sold</b>	<b>\$14,436,075.92</b>	<b>\$16,330,066.50</b>
GROSS PROFIT	<b>\$1,805,144.38</b>	<b>\$1,626,602.90</b>
EXPENSES		
Amortization Expense	18,419.28	18,419.28
Auto	-139.85	-145.08
Bad Debts		5,000.00
Bank Service Charges	212.25	277.41
Commissions	1,326.62	10,476.51
Computer Service	1,843.34	2,485.16
Computer Software	5,082.96	3,059.11
Conferences & Seminars	952.90	149.00
Contributions	400.00	200.00
Credit Card Annual Fee		450.00
Depreciation Expense	14,955.08	7,685.44
Dues and Subscriptions	5,768.96	4,194.31
Entertainment	13,147.46	24,932.55
Filing Fees	3,619.42	3,901.00
Insurance	<b>192,150.25</b>	<b>105,836.77</b>
Interest Expense	69.95	
Internet Service	13,961.16	14,085.24
Licenses and Permits	631.85	554.00
Management Fee	327,000.00	327,000.00
Meals	4,021.51	1,689.36
Miscellaneous	6,258.97	5,478.94
Office Supplies	21,082.61	19,362.60
Outside Services	<b>62,792.13</b>	<b>50,839.35</b>
Payroll Expenses	<b>3,194.68</b>	<b>-80,112.03</b>
Postage and Delivery	1,707.97	2,570.79
Printing and Reproduction	138.76	783.14
Professional Fees	<b>18,242.50</b>	<b>10,990.00</b>

	TOTAL	
	JAN - DEC 2015	JAN - DEC 2014 (PY)
Rent	24,028.15	20,868.36
Retirement	29,265.07	26,374.28
Sales & Marketing		500.00
Taxes	19.00	3,950.00
Telephone	33,357.71	35,104.01
Travel	14,839.74	9,527.27
<b>Total Expenses</b>	<b>\$818,350.43</b>	<b>\$636,486.77</b>
NET OPERATING INCOME	<b>\$986,793.95</b>	<b>\$990,116.13</b>
OTHER EXPENSES		
Reconciliation Discrepancies	0.00	
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>
NET OTHER INCOME	<b>\$0.00</b>	<b>\$0.00</b>
NET INCOME	<b>\$986,793.95</b>	<b>\$990,116.13</b>



Decide with Confidence

## PRES SERVICES, LLC

D-U-N-S® 14-677-2988

Single  
2430 N Forest Rd Ste 106,  
Getzville, NY 14068

Phone 716 633-1370

## Comprehensive Report

Purchase Date: 09/29/2014

Last Update Date: 09/20/2014

Attention: PM

### Executive Summary

#### Company Info

Year Started 2001

Control Year 2001

Employees 10

Trade Styles PRES ENERGY

#### D&B Rating

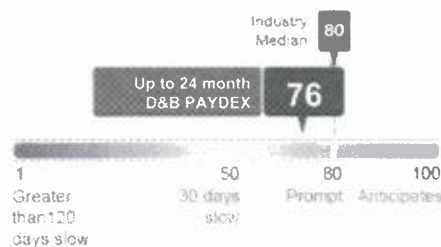
D&B Rating

1R3

#### D&B PAYDEX®

Up to 24 month D&B PAYDEX

Composite Credit Appraisal

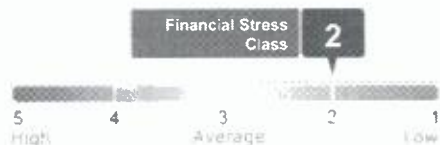


Up to 3 month D&B PAYDEX



### Predictive Analytics

Financial Stress Class



The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000).

Credit Score Class



The Credit Score class of 2 for this company shows that 2.50% of firms with this classification paid one or more bills severely delinquent.

Financial Stress Class	2
Financial Stress Score	1,536
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class	2
Credit Score	565
Highest Risk	101
Lowest Risk	670

### Credit Limit Recommendation

Risk Category

### D&B Viability Rating

D&B Viability Rating





Decide with Confidence

Risk Category

High

Moderate

Low

Conservative Credit Limit \$15,000

Aggressive Credit Limit \$30,000

D&B Viability Rating

3 2 C 1

Viability Score

3

3

9 High Risk

5

1 Low Risk

Portfolio Comparison

2

2

9 High Risk

5

1 Low Risk

Data Depth Indicator

C

C

G Descriptive

A Predictive

Company Profile

Financial Data

Trade Payments

Company Size

Years in Business

Not Available

Available (3+Trade)

Medium

Established

## Business Information

### Business Summary

SIC 8748  
Business consulting services

NAICS 541690  
Other Scientific and Technical Consulting Services

History Status CLEAR

### Credit Capacity Summary

D&B Rating

1R3

Composite Credit Appraisal

3

4 Limited

3 Fair

2 Good

1 High

Prior D&B Rating

1R3

Rating Date

09/16/2013

Payment Activity (based on 20 experiences)

USD

Average High Credit \$135,325

Highest Credit 500,000

Total Highest Credit 1,354,550

### D&B Viability Rating

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 no longer be in business within the next 12 months.



Decide with Confidence

3

## Viability Score



Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

2

## Portfolio Comparison



Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

C

## Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✗ No Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at

<https://iupdate.dnb.com/iUpdate/>

I

## Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Medium	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available (3+Trade)**
- Business Size: **Medium** (Employees: 10-49 or Sales: \$100K-\$499K)
- Years in Business: **Established (5+)**



Decide with Confidence

## Business History

Officers

ROBERT MOYER SR, MBR

As of 09/20/2014

The New York Secretary of State's business registrations file showed that Pres Services, LLC was registered as a limited liability company on July 20, 2001.

Ownership information provided verbally by Lora Lewandowski, Offc Mgr, on Jun 23 2009.

Business started 2001.

ROBERT MOYER SR born 1942. 2001-present active here.

## Government Activity Summary

Activity Summary	Possible candidate for socioeconomic program consideration		
Borrower	No	Labor Surplus Area	YES (2014)
Administrative Debt	No	Small Business	YES (2014)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

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

## Operations Data

As of 09/20/2014

Description: Operates as a provider of business consulting services, specializing in energy conservation (100%).

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

Employees: 10 which includes partners.

Facilities: Rents premises in a two story brick building.

Location: Suburban business section on main street.

## Industry Data

SIC		NAICS	
Code	Description	Code	Description
87489904	Energy conservation consultant	541690	Other Scientific and Technical Consulting Services

## Financial Statements

### Key Business Ratios (Based on 35 establishments)

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.

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





## Decide with Confidence

### Profitability

Return on Sales UN 4.4 UN

Return on Net Worth UN 38.7 UN

### Short Term Solvency

Current Ratio UN 2.6 UN

Quick Ratio UN 1.9 UN

### Efficiency

Assets Sales UN 26.8 UN

Sales / Net Working Capital UN 7.6 UN

### Utilization

Total Liabs / Net Worth UN 50.7 UN

## Most Recent Financial Statement

As of 09/20/2014

The name and address of this business have been confirmed by D&B using available sources.

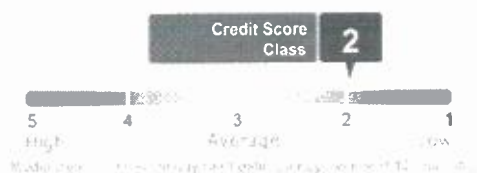
## Indicators

A check of D&B's public records database indicates that no filings were found for PRES SERVICES LLC, 2430 N Forest Rd Ste 106, Getzville, NY. 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.

## Commercial Credit Score

### Summary

Credit Score Class



### Incidence of Delinquent Payment

Among Companies with This Class	2.50%
Average Compared to All Businesses	10.20%
Credit Score Percentile	85
Credit Score	565
Number of Payment Experiences	20

### Key Factors

- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due

### Notes

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience 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 Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit 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.

### Credit Score Percentile Norms Comparison



Decide with Confidence

PRES SERVICES, LLC

Region  
(MIDDLE ATLANTIC)

Industry  
(BUSINESS, LEGAL AND  
ENGINEERING SERVICES)

Employee Range  
(10-19)

Years in Business  
(11-25)

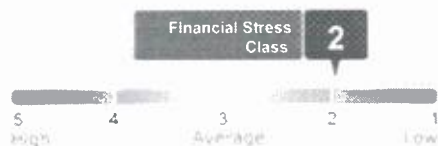


- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

## Financial Stress Score

### Summary

Financial Stress Class



### Financial Stress Score Percentile

Financial Stress National Percentile	81
Financial Stress Score	1536
Probability of Failure with This Score	0.09%
Failure per 10K	9/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	20

### Key Factors

- Low proportion of satisfactory payment experiences to total payment experiences.

### 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 percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- 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.

## Financial Stress Percentile Comparison

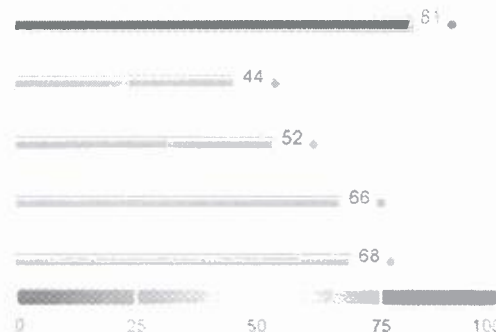
PRES SERVICES, LLC

Region  
(Middle Atlantic)

Industry  
(Business, Legal And  
Engineering Services)

Employee Range  
(10-19)

Years in Business  
(11-25)



- 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.

## Advanced Paydex + CLR



Decide with Confidence

## D&B PAYDEX®

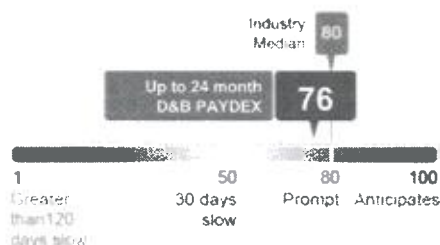
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

### Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 12 Days Beyond Terms. Based on payments collected over last 3 months.

### Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 6 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is GENERALLY WITHIN terms.

High risk of late payment (average 30 to 120 days beyond terms)

Medium risk of late payment (average 30 days or less beyond terms)

Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	up *	Total Payment Experiences for the HQ	20	Highest Now Owing	\$400,000
Payments Within Terms	92%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$135,325	Largest High Credit	\$500,000		

\* compared to payments three months ago

## Credit Limit Recommendation

Risk Category



Recommendation Date

09/29/2014

Conservative Credit Limit

\$15,000

Aggressive Credit Limit

\$30,000

Key Factor

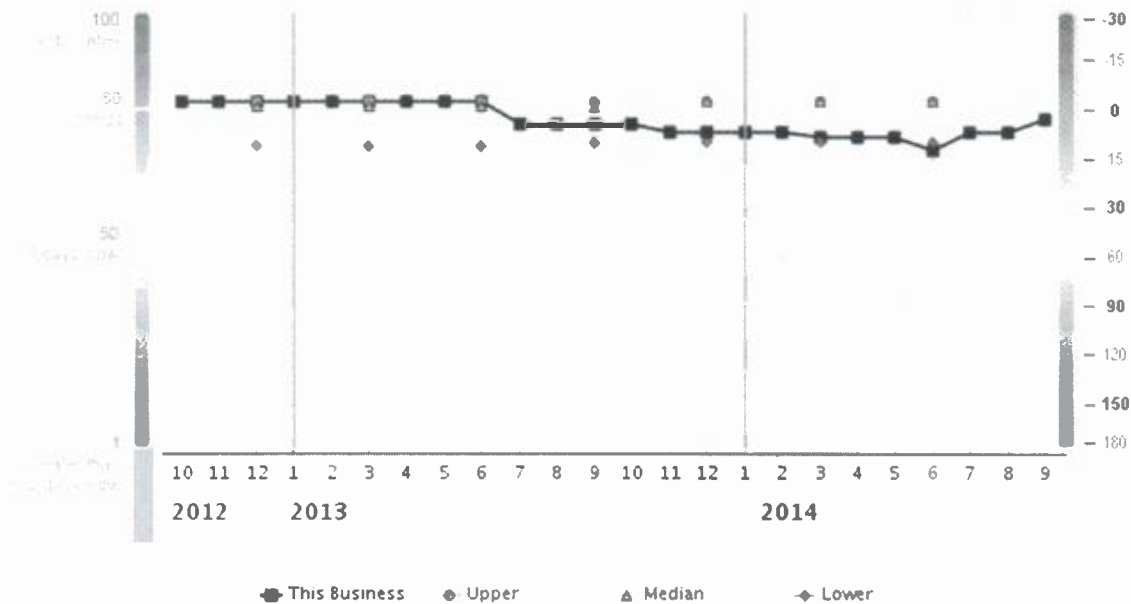
Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

## PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business consulting services, based on SIC code 8748.



Decide with Confidence



This Business	80	80	80	80	80	80	80	80	80	75	75	75	75	73	73	73	73	72	72	72	69	73	73	76
Industry Quartiles																								
Upper		80		80		80		80		80		80		80		80		80		80		80		
Median		79		79		79		79		79		80		80		80		80		80		80		
Lower		70		70		70		70		71		71		71		71		71		71		71		

Note

- Current PAYDEX® for this Business is 76, or equal to 6 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 69.0, or equal to 16 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

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	85%	3	\$1,300,000
50,000-100,000	0%	0	0
15,000-49,999	83%	2	45,000
5,000-14,999	0%	0	0
1,000-4,999	100%	3	7,500
Under 1,000	100%	2	750

Based on up to 24 months of payments

## Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 20 payment experiences in D&B's file, with 5 experiences reported during the last three month period. The highest Now Owes on file is \$400,000. The highest Past Due on file is \$0.

All Industries



Decide with Confidence

12

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Mfg refriger/heat equip	6	\$552,500	\$500,000	99	1	0	0	0
Whol electrical equip	2	0	0	0	0	0	0	0
Whol heating/ac equip	1	400,000	400,000	100	0	0	0	0
Mfg construction mach	1	400,000	400,000	50	50	0	0	0
Whol durable goods	1	500	500	100	0	0	0	0
Reg misc coml sector	1	250	250	100	0	0	0	0

#### Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	8	\$1,300	\$750
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

#### Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
August 2014	Ppt	\$400,000	\$400,000	\$0	N/A	1
	Ppt	500	0	0	N/A	6-12
	Ppt-Slow 30	400,000	0	0	N/A	4-5
	Ppt-Slow 30	15,000	0	0	N/A	2-3
July 2014	(005)Cash own option	100	0	0	Cash account	1
May 2014	(006)	750	0	0	Cash account	1
April 2014	(007)	100	0	0	Cash account	1
	(008)	50	0	0	Cash account	1
February 2014	(009)	100	0	0	Cash account	1
December 2013	Ppt	250	0	0	N/A	1
	Ppt	0	0	0	N30	6-12
	Ppt	0	0	0	N30	6-12
September 2013	Ppt	2,500	0	0	N30	6-12
July 2013	Ppt	500,000	0	0	N30	2-3
	Ppt	30,000	0	0	N30	6-12
	Ppt	2,500	0	0	N30	6-12
	Ppt	2,500	0	0	N30	6-12
	(018)	100	0	0	Cash account	1
	(019)	50	0	0	Cash account	1
May 2013	(020)	50	0	0	Cash account	2-3

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

# **AFFIDAVIT**

State of New York :

Getzville ss.  
(Town)

County of Erie :

Robert C Moyer II, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of PRES Services LLC (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.

  
\_\_\_\_\_  
President  
Signature of Affiant & Title

Sworn and subscribed before me this 18th November, 2016  
Month \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ Year

  
\_\_\_\_\_  
Signature of official administering oath

Patricia L. Styn, Notary  
\_\_\_\_\_  
Print Name and Title

My commission expires on 4/26/18

**Patricia L. Styn**  
**Notary Public - State of New York**  
**Registration No. 01ST5052612**  
**Qualified in Erie County**  
**Commission Expires April 26, 2018**

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**11/21/2016 4:17:39 PM**

**in**

**Case No(s). 12-2813-EL-AGG**

Summary: Application renewal application for PRES Energy electronically filed by Mrs. Patricia Styn on behalf of PRES Energy and Mrs. Patricia Styn