

FILE

Original

(36)

11-2541-EL-AGG

Ohio

Public Utilities
Commission

Original AGG Case Number	Version
11-2541-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 T.E.S. Energy Services, L.P.

Address 17480 Dallas Parkway, Suite 200, Dallas, TX 75287

PUCO Certificate # and Date Certified 11-361E(3); 5/118/2015 through 5/18/2017

Telephone # (972) 447-0447 Web site address (if any) www.tesenergyservices.com

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

Legal Name T.E.S. Energy Services, L.P.

Address 17480 Dallas Parkway, Suite 200, Dallas, TX 75287

Telephone # (972) 447-0447 Web site address (if any) www.tesenergyservices.com

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

T.E.S. Energy Services, L.P.

TES Energy Services, LP

A-5 Contact person for regulatory or emergency matters

Name Linda D. Graham

Title Office Manager

Business address 17480 Dallas Parkway, Suite 200, Dallas, TX 75287

Telephone # (972) 447-0447 Fax # (972) 447-0400

E-mail address linda@tesenergyservices.com

2017 APR 28 PM 2:54
PUCO
RECEIVED DOCKETING DIVISION

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 [Signature] Date Processed APR 28 2017

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

Name Linda D. Graham
Title Office Manager
Business address 17480 Dallas Parkway, Suite 200, Dallas, 75287
Telephone # (972) 447-0447 Fax # (972) 447-0400
E-mail address linda@tesenergyservices.com

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

Customer Service address 17480 Dallas Parkway, Suite 200, Dallas, TX 75287
Toll-free Telephone # (866) 948-5720 Fax # (972) 447-0400
E-mail address linda@tesenergyservices.com

A-8 Applicant's federal employer identification number # 200598068

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

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

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 **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.

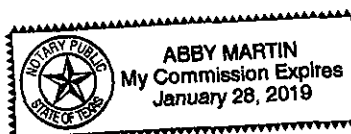
Devin Markham PRESIDENT
Signature of Applicant & Title

Sworn and subscribed before me this 27 day of April, 2017
Month Year

Abby Martin
Signature of official administering oath

Abby Martin
Print Name and Title

My commission expires on 1-28-19



AFFIDAVIT

State of Texas :

Dallas ss.
(Town)

County of Collin :

Brian Markham, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of T.E.S. Energy Services, L.P. (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.

Duan Markham PRESIDENT
Signature of Affiant & Title

Sworn and subscribed before me this 27 day of April, 2017
Month Year

Abby Martin
Signature of official administering oath

Abby Martin
Print Name and Title

My commission expires on 1-28-19

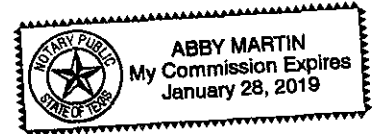




Exhibit A-10
"Corporate Structure"

Kathi Teague,
Board Member /
Partner

Deborah Teague,
Board Member /
Partner

Pat Teague, Co-
CEO

Mike Teague, Co-
CEO

Brian Markham,
President /
Partner

Jerry Gatti, VP /
Partner

Jim Bono, VP
Sales / Partner

T.E.S. Energy Services, L.P.
"Limited Partnership"
Address:
17480 Dallas Parkway
Suite 200
Dallas, TX 75287
Telephone: 972-447-0447

Illuminated Partners, Inc., General Partner to T.E.S. Energy Services, L.P.

Exhibit A-10
Company Structure

Address:
17480 Dallas Parkway
Suite 200
Dallas, TX 75287

Telephone:
972-447-0447

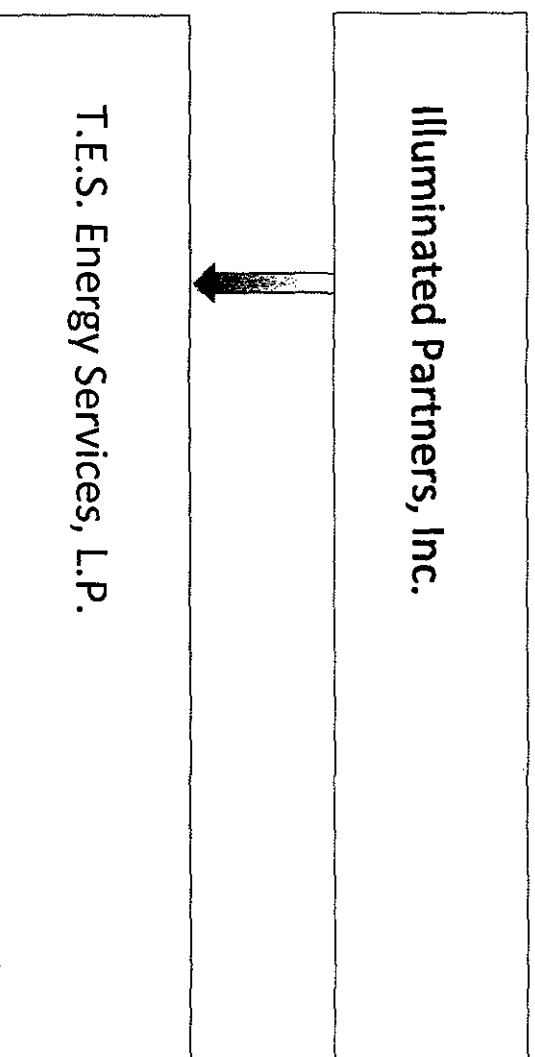


Exhibit A-10
"Corporate Structure"

Illuminated Partners, Inc., General Partner to T.E.S. Energy Services, L.P.
Officers

Illuminated Partners, Inc.
"Corporation"

Address:
17480 Dallas Parkway
Suite 200
Dallas, TX 75287

Telephone:
972-447-0447

Brian Markham,
President

Jerry Gatti, Vice-
President

Pat Teague,
Secretary

Directors: Brian
Markham, Jerry
Gatti, Pat Teague

Exhibit B-1

"JURISDICTIONS OF OPERATION" T.E.S. ENERGY SERVICES, L.P.

Electric		License Required - License #
Delaware	DE	Docket No. 11-146; Order No. 7937
District of Columbia (Washington DC)	DC	Case No. EA-11-3-5
Illinois	IL	Docket No. 11-0288
Maine	ME	Docket No. 2011-90
Maryland	MD	IR-2169
Massachusetts	MA	EB-187
New Jersey	NJ	EA-0132; EC-0037
Ohio	OH	11-361E(3)
Pennsylvania	PA	A-2010-2207746
Texas	TX	80081
Electric		License Not Required
Arizona	AZ	
California	CA	
Connecticut	CT	
Florida	FL	
Georgia	GA	
Michigan	MI	
New Hampshire	NH	
New York	NY	
Rhode Island	RI	

Exhibit B-2 Experience & Plans

T.E.S. ENERGY SERVICES, L.P.

Other:

Products and services include:

Current Services: Applicant is an energy consulting company of retail electric supply to end user commercial, industrial and residential customers. We work with businesses in the commercial, industrial and government entities to help them make informed decisions on their energy procurement throughout the deregulated territories.

Power Factor Correction

- Service Entrance Capacitor Banks eliminate low power factor utility penalties
- Motor Capacitors also eliminate distribution losses and save kilowatt hours (energy)

Energy / Operational Savings

- Lighting retrofits, on/off controls, daylight harvesting, skylights
- Identify incorrectly sized motors, overloaded equipment, loads that can be turned off
- Electrical capacity increases
- Adjustable speed drives
- High efficiency motors
- Identify compressed air leaks
- Air conditioning system desiccants
- Infrared inspection / scanning
- Predominant use studies to obtain sales tax exemption on gas and electric utility bills

Power Quality

- Measurements/studies to identify the root cause(s) of problems
- Provide power conditioning and various equipment solutions
- UPS
- Voltage regulation
- Surge protection
- Harmonic filters and line reactors
- Dip Proofing inverters
- Programming AC/DC adjustable speed drives to eliminate nuisance tripping
- Single phasing protection
- Flicker, motor soft starters
- Protective device coordination
- "Ride thru" techniques to eliminate nuisance equipment/process shutdowns

Engineering / Projects

- Studies
- Specialized design such as power measurement systems
- Specification preparation
- Turn key projects

Exhibit B-3 “ Disclosure of Liabilities and Investigations”
T.E.S. ENERGY SERVICES, L.P.

T.E.S. ENERGY SERVICES, L.P. does not have any 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.

Exhibit C-1 Annual Report

T.E.S. ENERGY SERVICES, L.P.

Exhibit C-1 is not applicable. There are no annual reports to shareholders.

Exhibit C-2 SEC Filings

T.E.S. ENERGY SERVICES, L.P.

Exhibit C-2 is not applicable. As an energy consultant, we are not required to report to the SEC.

4TH
QUARTER
2015

SHORT & ASSOCIATES, P.C.

CERTIFIED PUBLIC ACCOUNTANTS

18383 PRESTON ROAD, SUITE 410

DALLAS, TEXAS 75252

TELEPHONE (972) 733-3393 FACSIMILE (972) 733-3174

ACCOUNTANT'S COMPILATION REPORT

To the Partners
T.E.S. Energy Services, L.P.
Dallas, Texas

Management is responsible for the accompanying financial statements of T.E.S. Services, L.P. (a partnership), which comprise the statement of assets and capital – tax basis as of December 31, 2015, and the related statement of revenues and expenses – tax basis for the three months and twelve months then ended, and for determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The financial statements are prepared in accordance with the tax basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared in accordance with the tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, capital, revenues, and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

Short & Associates, P.C.

April 13, 2016

T.E.S. ENERGY SERVICES, L.P.
STATEMENT OF ASSETS AND CAPITAL-INCOME TAX BASIS
December 31, 2015

ASSETS

CURRENT ASSETS

Cash-Checking Capital One	\$ 290,941.71	
Cash-Savings Capital One	401,400.04	
Cash-Deer Lease	6,999.04	
Accounts Receivable-Other	<u>408.43</u>	
TOTAL CURRENT ASSETS		\$ 699,749.22

PROPERTY AND EQUIPMENT

Furniture and Fixtures	76,655.67	
Office and Computer Equipment	<u>73,679.83</u>	
Total Property and Equipment	150,335.50	
Less Accumulated Depreciation	<u>(150,335.50)</u>	
NET PROPERTY AND EQUIPMENT		0.00

OTHER ASSETS

Investment-Skyline Drive LLC	62,869.00	
Deer Lease	<u>19,599.72</u>	
TOTAL OTHER ASSETS		<u>82,468.72</u>
TOTAL ASSETS		\$ <u><u>782,217.94</u></u>

CAPITAL

CAPITAL

Partners' Capital	\$ 461,715.08	
Distributions	(646,016.06)	
Current Earnings	<u>966,518.92</u>	
TOTAL CAPITAL		\$ <u><u>782,217.94</u></u>

See accountant's compilation report.

T.E.S. ENERGY SERVICES, L.P.
STATEMENT OF REVENUES AND EXPENSES-INCOME TAX BASIS
For the Three Months and Twelve Months Ended December 31, 2015

	Current	%	Year-To-Date	%
REVENUES				
Consulting Income	\$ 1,099,224.37	100.0	\$ 3,393,903.98	100.0
Investment Income (Loss)	(4,207.00)	(0.4)	(4,207.00)	(0.1)
Other Income	3,641.34	0.3	3,641.34	0.1
Interest Income	229.29	0.0	898.21	0.0
TOTAL REVENUES	1,098,888.00	100.0	3,394,236.53	100.0
OPERATING EXPENSES				
Salaries	285,355.05	26.0	1,026,779.50	30.3
Taxes-Other	200.00	0.0	9,201.43	0.3
Commissions Expense	191,203.70	17.4	587,466.03	17.3
Contract Labor	5,800.00	0.5	10,526.31	0.3
Outside Services	1,700.00	0.2	40,723.07	1.2
HR Administrative Fees	57,871.88	5.3	225,817.64	6.7
Retirement Contributions	7,049.19	0.6	27,440.99	0.8
Automobile Expense	17,794.02	1.6	63,908.06	1.9
Rent	18,453.00	1.7	73,812.00	2.2
Insurance	3,238.99	0.3	14,047.07	0.4
Office Supplies	25,954.08	2.4	56,693.82	1.7
Trade Shows	704.10	0.1	17,668.73	0.5
Postage and Delivery	359.16	0.0	966.63	0.0
Printing and Reproduction	384.61	0.0	944.79	0.0
Equipment Rental	1,632.29	0.1	5,535.73	0.2
Telephone	14,978.83	1.4	37,666.76	1.1
Dues and Subscriptions	1,556.00	0.1	8,119.13	0.2
Professional Fees	4,503.59	0.4	10,034.04	0.3
Travel Expenses	14,004.34	1.3	40,937.49	1.2
Bank Fees	328.11	0.0	644.68	0.0
Entertainment	48,640.40	4.4	98,029.78	2.9
Licenses and Permits	650.00	0.1	1,175.00	0.0
Advertising and Promotion	15,750.15	1.4	56,217.44	1.7
Web Hosting Expense	0.00	0.0	100.00	0.0
Deer Lease Expenses	(13,327.74)	(1.2)	0.00	0.0
Other Operating Expenses	1,748.58	0.2	3,297.02	0.1
TOTAL OPERATING EXPENSES	706,532.33	64.3	2,417,753.14	71.2
OPERATING INCOME	392,355.67	35.7	976,483.39	28.8
OTHER EXPENSES				
Contributions	290.00	0.0	1,910.00	0.1
Depreciation Expense	2,684.69	0.2	8,054.47	0.2
TOTAL OTHER EXPENSES	2,974.69	0.3	9,964.47	0.3
NET INCOME	\$ 389,380.98	35.4	\$ 966,518.92	28.5

See accountant's compilation report.

T.E.S. ENERGY SERVICES, L.P.
STATEMENT OF ASSETS AND CAPITAL-TAX BASIS
December 31, 2016

ASSETS

DRAFT

CURRENT ASSETS

Cash-Checking Capital One	\$ 298,435.42	
Cash-Savings Capital One	254,900.35	
Cash-Deer Lease	<u>2,287.07</u>	
TOTAL CURRENT ASSETS		\$ 555,622.84

PROPERTY AND EQUIPMENT

Furniture and Fixtures	79,902.09	
Office and Computer Equipment	<u>87,366.13</u>	
Total Property and Equipment	167,268.22	
Less Accumulated Depreciation	(167,268.22)	

OTHER ASSETS

Investment-Skyline Drive LLC	60,084.32	
Deer Lease	<u>19,599.72</u>	
TOTAL OTHER ASSETS		<u>79,684.04</u>
TOTAL ASSETS		<u>\$ 635,306.88</u>

CAPITAL

CAPITAL

Partners' Capital	\$ 782,217.94	
Distributions	(749,907.89)	
Current Earnings	<u>609,996.83</u>	
TOTAL CAPITAL		<u>\$ 642,306.88</u>

See accountant's compilation report.

T.E.S. ENERGY SERVICES, L.P.
STATEMENT OF REVENUES AND EXPENSES-TAX BASIS
For the Twelve Months Ended December 31, 2016

DRAFT

	Year-To-Date	%
REVENUES		
Consulting Income	\$ 3,116,606.67	100.1
Investment Income (Loss)	(3,845.96)	(0.1)
Interest Income	525.75	0.0
TOTAL REVENUES	<u>3,113,286.46</u>	<u>100.0</u>
OPERATING EXPENSES		
Salaries	1,034,509.56	33.2
Payroll Taxes	88,404.09	2.8
Insurance-Health	76,941.41	2.5
Insurance-Workers Compensation	8,244.57	0.3
Commissions Expense	607,705.01	19.5
Contract Labor	21,807.72	0.7
Outside Services	12,845.00	0.4
HR Administrative Fees	50,290.35	1.6
Retirement Contributions	34,092.85	1.1
Automobile Expense	78,454.58	2.5
Rent	73,924.03	2.4
Insurance	29,980.12	1.0
Office Supplies	74,164.74	2.4
Trade Shows	17,514.03	0.6
Postage and Delivery	593.32	0.0
Printing and Reproduction	1,422.36	0.0
Equipment Rental	6,826.71	0.2
Telephone	43,606.15	1.4
Taxes-Other	10,351.46	0.3
Dues and Subscriptions	6,060.36	0.2
Professional Fees	13,899.17	0.4
Travel Expenses	37,472.05	1.2
Bank Fees	690.11	0.0
Entertainment	68,160.75	2.2
Licenses and Permits	825.00	0.0
Advertising and Promotion	45,223.54	1.5
Lease Expenses	33,319.30	1.1
Other Operating Expenses	3,293.57	0.1
TOTAL OPERATING EXPENSES	<u>2,480,621.91</u>	<u>79.7</u>
OPERATING INCOME	632,664.55	20.3
OTHER EXPENSES		
Contributions	5,735.00	0.2
Depreciation Expense	16,932.72	0.5
TOTAL OTHER EXPENSES	<u>22,667.72</u>	<u>0.7</u>
NET INCOME	<u>\$ 609,996.83</u>	<u>19.6</u>

See accountant's compilation report.

Exhibit C-4 Financial Arrangements

T.E.S. ENERGY SERVICES, L.P.

Exhibit C-4 is not applicable. Applicant is applying for electric broker license, only.

Live Report : TES ENERGY SERVICES, LP

D-U-N-S® Number: 36-112-1366

Endorsement/Billing Reference: gimborr@dnb.com

D&B Address

Address 17480 Dallas Pkwy Ste
200
Dallas, TX, US - 75287

Phone 972 447-0447

Fax

Location Type Single Location

Web

Endorsement : gimborr@dnb.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

D&B Rating

1R2

1R indicates 10 or more Employees, Credit appraisal of 2 is good

PAYDEX®



Paying 19 days past due

Commercial Credit Score Class



Low to Moderate Risk of severe payment delinquency.

Financial Stress Score Class



Moderate Risk of severe financial stress.

Credit Limit - D&B Conservative

5,000.00

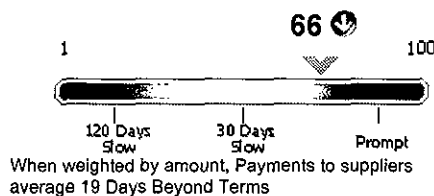
Based on profiles of other similar companies.

Credit Limit - D&B Aggressive

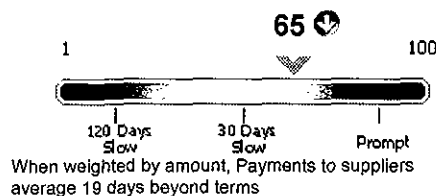
15,000.00

Based on profiles of other similar companies.

D&B 3-month PAYDEX®



D&B PAYDEX®



D&B Company Overview

This is a single location

Manager BRIAN MARKHAM, MEMBER
Year Started 2003
Employees 10
SIC 7539, 8711
Line of business Electrical consulting services
NAICS 811118

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	1	06/12/09

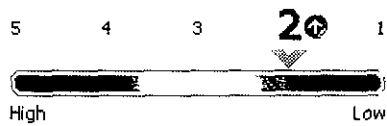
History Status

CLEAR

Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report-Dun & Bradstreet

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

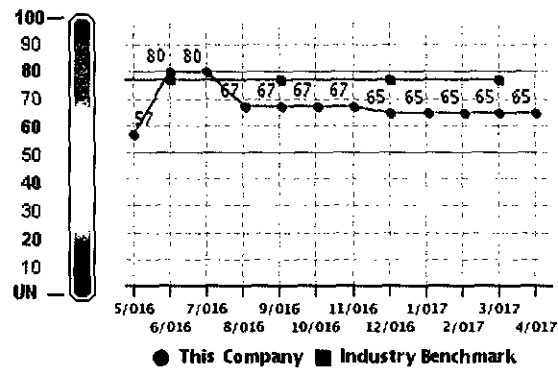
Commercial Credit Score Class



Financial Stress Score Class



PAYDEX® Trend Chart



Predictive Scores

Currency: Shown in USD unless otherwise indicated

Credit Capacity Summary

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

D&B Rating : 1R2

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

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

Below is an overview of the company's rating history since 05-20-2005

Number of Employees Total: 10

D&B Rating	Date Applied
1R2	02-08-2013
1R3	09-24-2009
--	05-20-2005

Payment Activity:	(based on 6 experiences)
Average High Credit:	2,933
Highest Credit:	15,000
Total Highest Credit:	17,600

D&B Credit Limit Recommendation

Conservative credit Limit	5,000
Aggressive credit Limit:	15,000



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 :



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:

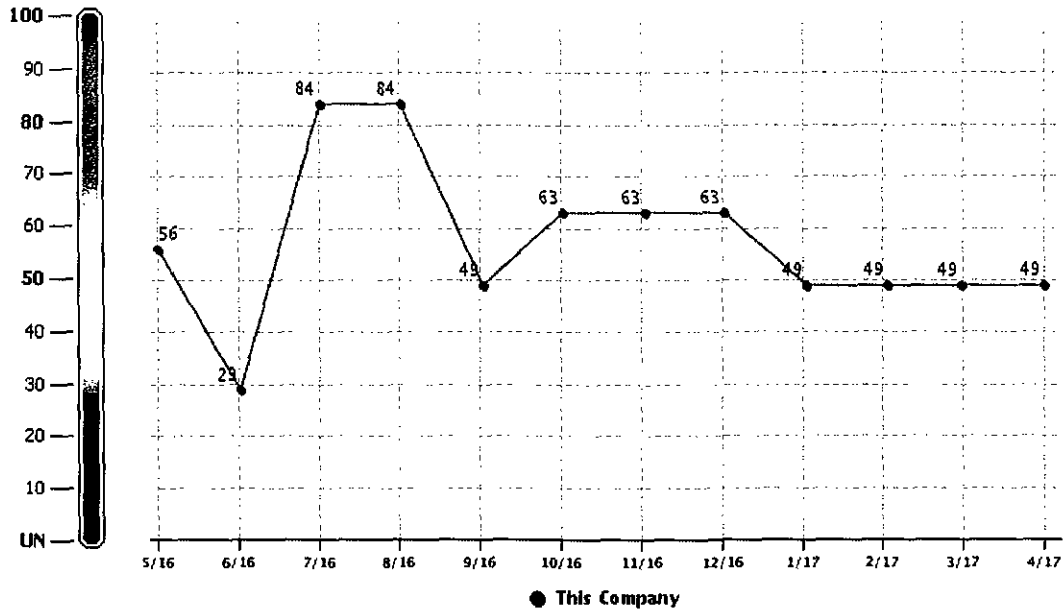
Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)
 Financial Stress National Percentile : **49** (Highest Risk: 1; Lowest Risk: 100)
 Financial Stress Score : **1474** (Highest Risk: 1,001; Lowest Risk: 1,875)
 Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

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

Low Paydex Score.
 Low proportion of satisfactory payment experiences to total payment experiences.
 Unstable Paydex over last 12 months.

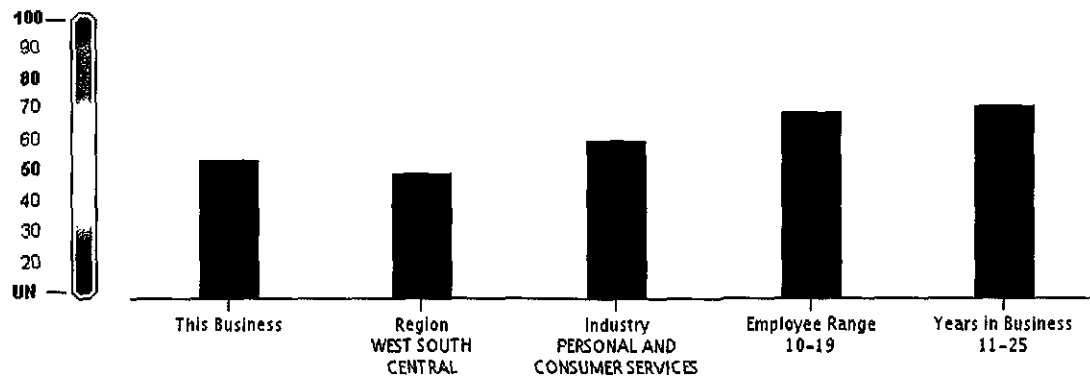
Financial Stress Percentile Trend:

Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report-Dun & Bradstreet



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

This Business
 Region: WEST SOUTH CENTRAL
 Industry: PERSONAL AND CONSUMER SERVICES
 Employee range: 10-19
 Years in Business: 11-25

National %

49
 44
 56
 66
 68

This Business has a Financial Stress Percentile that shows:

Lower risk than other companies in the same region.

Higher 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.

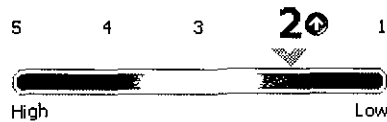
Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report-Dun & Bradstreet

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 2 for this company shows that 2.5% 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 :



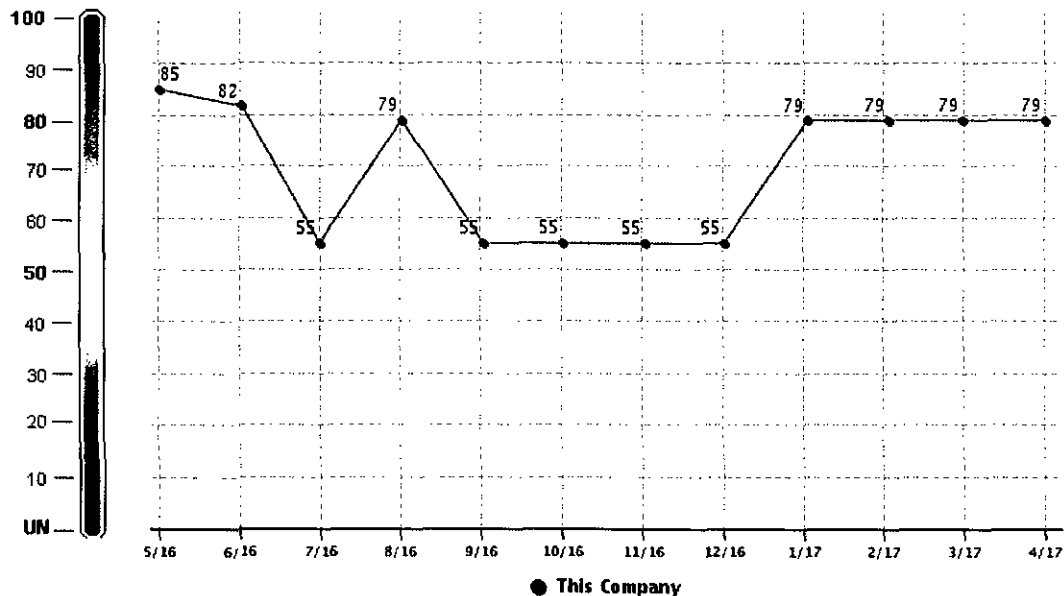
Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**
Average compared to businesses in D&B's database: **10.20 %**
Credit Score Percentile : **79** (Highest Risk: 1; Lowest Risk: 100)
Credit Score : **548** (Highest Risk: 101; Lowest Risk: 670)

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

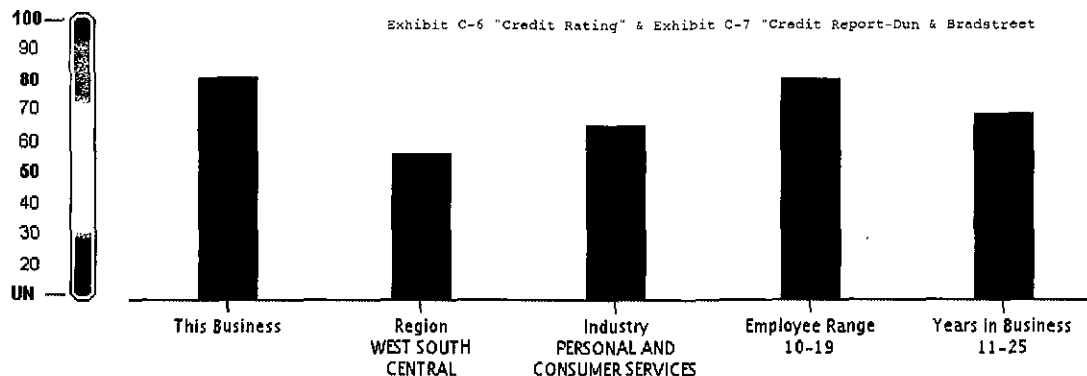
Higher risk industry based on delinquency rates for this industry
Recent high balance past due
Unstable Paydex over last 12 months

Credit Score Class Percentile Trend:



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	79
Region: WEST SOUTH CENTRAL	52
Industry: PERSONAL AND CONSUMER SERVICES	62
Employee range: 10-19	78
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®

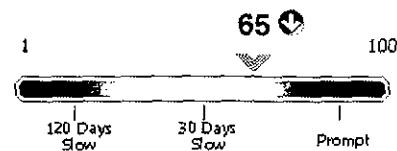
The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

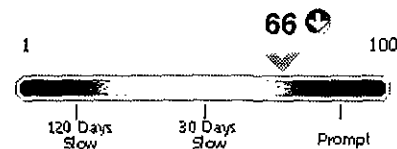
Current PAYDEX is 65 Equal to 19 days beyond terms (Pays more slowly than the average for its industry of 5 days beyond terms)
Industry Median is 77 Equal to 5 days beyond terms
Payment Trend currently is ↔ Unchanged, compared to payments three months ago

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)	6
Payments Within Terms (not weighted)	88 %
Trade Experiences with Slow or Negative Payments(%)	33.33%
Total Placed For Collection	0
High Credit Average	2,933
Largest High Credit	15,000
Highest Now Owing	15,000

D&B PAYDEX

- ☒ 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)
- When weighted by amount, payments to suppliers average 19 days beyond terms

3-Month D&B PAYDEX

- ☒ 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)
- Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average 19 days beyond terms

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	0	0	0%
50,000-100,000	0	0	0%
15,000-49,999	1	15,000	50%
5,000-14,999	0	0	0%
1,000-4,999	1	1,000	0%
Under 1,000	4	1,600	100%

0% 50% 100%

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 6 payment experience(s) in D&Bs file for the most recent 24 months, with 4 experience(s) reported during the last three month period.

The highest Now Owes on file is 15,000. The highest Past Due on file is 0

Below is an overview of the company's 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		Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report-Dun & Bradstreet"						
Public finance	2	1,750	1,000	43	57	0	0	0
Short-term busn credit	1	15,000	15,000	50	50	0	0	0
Security broker/deal	1	500	500	100	0	0	0	0
Whol office supplies	1	250	250	100	0	0	0	0
Ret stationery	1	100	100	100	0	0	0	0
Other payment categories								
Cash experiences	0	0	0					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
Total in D&B's file	6	17,600	15,000					

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)
03/17	Ppt	500	500	0	N30	1 mo
	Ppt	250	100	0	N30	1 mo
	Ppt	100	0	0	N30	2-3 mos
	Ppt-Slow 30	15,000	15,000	0		1 mo
10/16	Slow	1,000				1 mo
01/16	Ppt	750				1 mo

Payments Detail Key: ■ 30 or more days beyond terms

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

Public Filings

Currency: Shown in USD unless otherwise indicated 

Summary

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

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	1	06/12/09

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	Leased Equipment
Type	Original
Sec. Party	CHASE BANK, OKLAHOMA CITY, OK
Debtor	TES ENERGY SERVICES
Filing No.	090016709769
Filed With	SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX
Date Filed	2008-06-12
Latest Info Received	06/22/09

Government Activity

Activity summary


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

Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	YES (2017)
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:	TES ENERGY SERVICES, LP
Street Address:	17480 Dallas Pkwy Ste 200 Dallas, TX 75287
Phone:	972 447-0447
History	Is clear
Present management control	14 years

History

The following information was reported: 04/08/2017

Officer(s):	JIM BONO, MEMBER JERRY GATTI, MEMBER MIKE TEAGUE, MEMBER PAT TEAGUE, MEMBER
--------------------	--

Business started 2003.

JIM BONO PARTNER. Antecedents are undetermined.

JERRY GATTI PARTNER. Antecedents are undetermined.

Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report-Dun & Bradstreet

MIKE TEAGUE, PARTNER. Antecedents are undetermined.

PAT TEAGUE, PARTNER. Antecedents are undetermined.

Business Registration

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

Apr 23 2017

Registered Name: T. E. S. ENERGY SERVICES, L.P.
Business type: DOMESTIC LIMITED PARTNERSHIP
State of incorporation: TEXAS
Filing date: Oct 02 2003
Registration ID: 0800253124
Duration: PERPETUAL
Status: IN EXISTENCE
Where filed: SECRETARY OF STATE , AUSTIN , TX
Registered agent: C T CORPORATION SYSTEM , 1999 BRYAN ST. SUITE 900 , DALLAS , TX , 752010000
Principals: ILLUMINATED PARTNERS, INC. , GENERAL PARTNER , 17480 DALLAS PARKWAY;#200 , DALLAS , TX , 752870000

Operations

04/08/2017

Description: Provides business consulting services (100%).
Nonseasonal.
Employees: 10 which includes partners.
Facilities: Rents 2,500 sq. ft. in building.
Location: Suburban business section on main street.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

7539 0300 Electrical services

8711 9905 Electrical or electronic engineering

NAICS:

811118 Other Automotive Mechanical and Electrical Repair and Maintenance

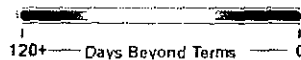
541330 Engineering Services

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.

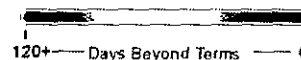
Days Beyond Terms - Past 3 & 12 Months

3 months from Feb 17 to Apr 17



Dollar-weighted average of 3 payment experiences reported from 3 companies

12 months from May 16 to Apr 17

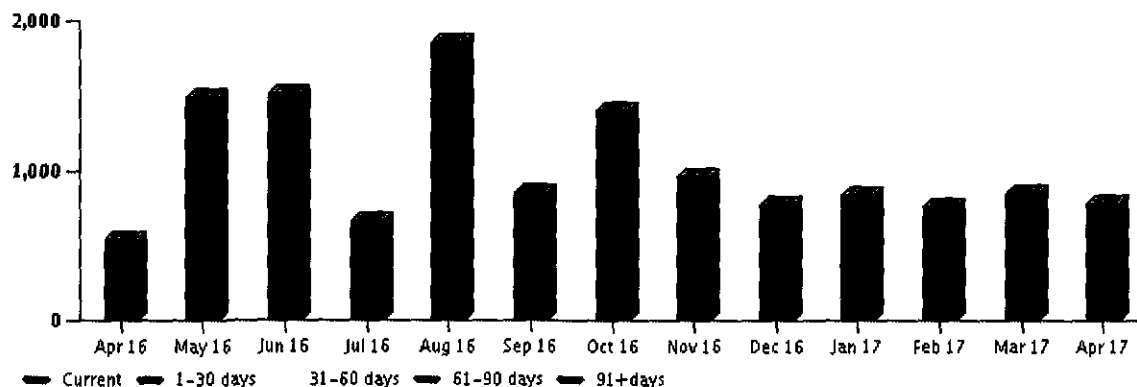


Dollar-weighted average of 5 payment experiences reported from 5 companies

Derogatory Events Last 13 Months from Apr 16 to Apr 17

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 Apr 16 to Apr 17



Status	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17
Total	536	1,490	1,513	658	1,861	856	1,407	965	769	837	761	851	781
Current	513	1,490	1,513	380	1,861	533	1,407	965	769	837	761	851	781
1-30 Days Past Due	23	-	-	278	-	323	-	-	-	-	-	-	-
31-60 Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-
61-90 Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-
90+ Days Past Due	-	-	-	-	-	-	-	-	-	-	-	-	-

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Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report - Experian"



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For help reading this report, please review our sample report.

Search Inquiry: Tes Energy Services, Lp / Dallas / TX / 75287 / (My company)

ProfilePlusSM Report

as of: 04/27/17 09:53 ET

T.E.S. Energy Services, L.P

Address:	17480 Dallas Pkwy Ste 200 Dallas, TX 75287-7304 United States	Key Personnel:	Managing Partner: Terrell Mike Partner: Mike Teague President: Brian Markham
Phone:	972-447-0447	SIC Code:	7539-Automotive Repair Shops, Nec 1711-Plumbing, Heating & A/C Contractors 8742-Management Consulting Services
Website:	tesenergyservices.com	NAICS Code:	811198-All Other Automotive Repair And Maintenance 238220-Plumbing, Heating, And Air-Conditioning Contractors 541610-Management Consulting Services
Experian BIN:	851811870	Business Type:	Partnership
Agent:	C T Corporation System	Experian File Established:	October 2003
Agent Address:	1999 Bryan ST Suite 900 Dallas, TX	Experian Years on File:	14 Years
Also is (or has been) operating as:	Tes Energy Services LP	Years in Business:	19 Years
Family Linkage:		Total Employees:	125
Ultimate Parent	T.E.S. Energy Services, L.P 17480 Dallas Pkwy Ste 200 Dallas, TX	Sales:	\$20,000,000
Branches / Alternative Locations	T.E.S. Energy Services, L.P 17480 Dallas Pkwy Ste 200 Dallas, TX United States	Filing Data Provided by:	Texas
		Date of Incorporation:	10/02/2003

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

Lowest 6 Month Balance: \$5,320
Highest 6 Month Balance: \$13,915
Current Total Account Balance: \$0
Highest Credit Amount Extended: \$0

Payment Tradelines (see charts, detail): 2
UCC Filings: 0
*** Businesses Scoring Worse:** 38%
✓ Bankruptcies: 0
✓ Liens: 0
✓ Judgments Filed: 0
✓ Collections: 0

Credit Summary

[Back to top](#)

Experian Business Credit Score: 39

High
RiskLow
Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Number of active commercial accounts.
- Balance of all commercial accounts.
- Number of commercial accounts with high utilization.
- Ratio of balance to high credit for commercial accounts.

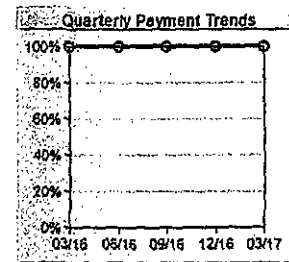
Recommended Action: Medium Risk

Exhibit C-6 "Credit Rating" & Exhibit C-7 "Credit Report - Experian"

Payment Summary

[Back to top](#)

Insufficient information to produce
Monthly Payment Trends
chart.

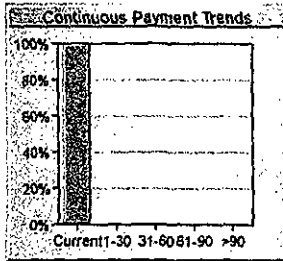


*Percentage of on-time payments by quarter.

Insufficient information to produce
Monthly Payment Trends
table.

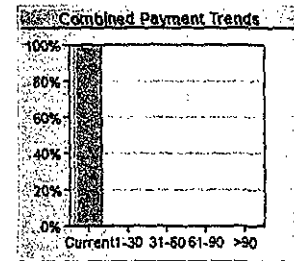
Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
03/16	100%	0%	0%	0%	0%
06/16	100%	0%	0%	0%	0%
09/16	100%	0%	0%	0%	0%
12/16	100%	0%	0%	0%	0%
03/17	100%	0%	0%	0%	0%



*Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.



*Combined distribution with DBT.

Trade Payment Information

[Back to top](#)

Payment Experiences (Financial Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Cred Card	3/28/17		Rev	\$15,313	\$13,314						
Fincl Svcs	4/01/17		61	\$9,880	\$5,320						

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Exhibit C-8
"Bankruptcy Information"

T.E.S. ENERGY SERVICES, L.P.

Exhibit C-8 is not applicable. No bankruptcy.

Exhibit C-9
“Merger Information”

T.E.S. ENERGY SERVICES, L.P.

Exhibit C-9 is not applicable. No mergers.