

Kegler Brown Hill + Ritter Co. LPA  
65 East State Street, Suite 1800  
Columbus, OH 43215  
(614) 462-5400  
[www.keglerbrown.com](http://www.keglerbrown.com)

May 18, 2017

Barcy F. McNeal  
Public Utilities Commission of Ohio  
180 East Broad Street  
11th Floor  
Columbus, Ohio 43215

Re: Revised Renewal Application PUCO Case No. 11-1209-GA-AGG  
for Electric Aggregator/Power Broker

Dear Ms. McNeal:

Attached please find a revised renewal application for T.E.S. Energy Services, L.P., to continue serving Ohioans as an Aggregator and Power Broker. The revised sections of the application are as follows:

- Revised C-3 "Financial Statements" (filed separately under seal)
- Revised C-5 "Forecasted Financial Statements"
- Revised C-6 "Credit Rating" (which is not applicable to T.E.S. Energy Services)

In addition, Exhibit C-7 ("Credit Report") has been relabeled for clarity. We appreciate the PUCO Staff's review of this renewal application.

Please feel free to contact me with any additional questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "C. J. Allwein", written over a horizontal line.

Christopher J. Allwein  
Counsel for T.E.S. Energy Services, LP

CJA/pie

Enclosure



# Public Utilities Commission

PUCO USE ONLY - Version 1.08			11-1209-GA-AGG
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number	
		11-1209 - GA-AGG	

## RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - Company History*). 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 directly input information onto the form. You may also download the form by saving it to your local disk.

### SECTION A - APPLICANT INFORMATION AND SERVICES

#### A-1 Applicant intends to renew its certificate as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

#### A-2 Applicant information:

Legal Name T.E.S. Energy Services, L.P.  
Address 17480 Dallas Parkway, Suite 200, Dallas, TX 75287  
Telephone No. 972-447-0447 Web site Address www.tesenergyservices.com  
Current PUCO Certificate No. 11-214G (3) Effective Dates 5/8/2015 through 5/8/2017

#### A-3 Applicant information under which applicant will do business in Ohio:

Name T.E.S. Energy Services, L.P.  
Address 17480 Dallas Parkway, Suite 200, Dallas, TX 75287  
Web site Address www.tesenergyservices.com Telephone No. 972-447-0447

#### 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 No. 972-447-0447 Fax No. 972-447-0400 Email Address linda@tesenergyservices.c

(CRNGS Broker/Aggregator Renewal-Revised May 2016) Page

**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, TX 75287  
Telephone No. 972-447-0447 Fax No. 972-447-0400 Email 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 No. 866-948-5720 Fax No. 972-447-0400 Email Address linda@tesenergyservices.com

**A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee**

Name CT Corporation System Title Ryan Nelson  
Business address 4400 Easton Commons Way, Suite 125, Columbus, OH 43219  
Telephone No. 614-621-1919 Fax No. 800-914-4250 Email Address ryan.nelson@wolterskluwer.com

**A-9 Applicant's federal employer identification number 20-0598068**

**A-10 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 Limited Partnership |

**A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: residential, small commercial, and/or large commercial/industrial (mercantile) customers.** (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

**A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.**

☐ Columbia Gas of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

**A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:**

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	N/A do not have date
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	N/A do not have date
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	N/A do not have date
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	N/A do not have date

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

## **SECTION 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 current 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 natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations 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 for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

### **SECTION C - APPLICANT 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, labeled as 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 applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- 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 satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, 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 **NATURAL GAS 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 current 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 current 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.

## **SECTION D -- APPLICANT TECHNICAL CAPABILITY**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title

*Brian Markham* PRESIDENT

Sworn and subscribed before me this

27 day of April

Month

2017

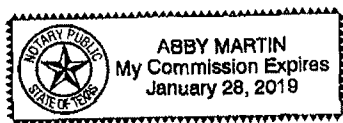
Year

*Abby Martin*

Brian Markham, President

Signature of official administering oath

Print Name and Title



My commission expires on

1-28-19





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

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

for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No. 11 - 1209 -GA-AGG

County of Collin

State of Texas

Brian Markham

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

*Brian Markham* PRESIDENT

Sworn and subscribed before me this

27

day of

April

Month

2017

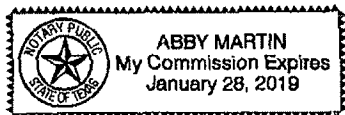
Year

*Abby Martin*

Signature of Official Administering Oath

Brian Markham, President

Print Name and Title



My commission expires on

1-28-17

(CRNGS Broker/Aggregator Renewal - Version 1.08, Revised May 2016)

Page 7 of 7

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

**Officers**

**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 A-14  
Principal Officers, Directors,  
& Partners  
Exhibit A-15  
Company Structure

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

Address:  
17480 Dallas Parkway  
Suite 200  
Dallas, TX 75287

Telephone:  
972-447-0447

Exhibit A-14  
Principal Officers, Directors,  
& Partners  
Exhibit A-15  
Company Structure

Illuminated Partners, Inc.



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

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

Exhibit A-14

Principal Officers, Directors,  
& Partners

Exhibit A-15

Company Structure

Address:  
17480 Dallas Parkway  
Suite 200  
Dallas, TX 75287

Telephone: 972-447-0447

Exhibit A-15  
Company History

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

Current Services:

Applicant is an energy consulting company of retail electric and natural gas 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.

Form 207

Secretary of State  
P.O. Box 13697  
Austin, TX 78711-3697  
FAX: 512/463-5709

Filing Fee: \$750



**Certificate of  
Limited Partnership  
Pursuant to  
Article 6132a-1**

Filed in the Office of the  
Secretary of State of Texas  
Filing #: 800253124 10/02/2003  
Document #: 43410020003  
Image Generated Electronically  
for Web Filing

**1. Name of Limited Partnership**The name of the limited partnership is: **T. E. S. Energy Services, L.P.**

The name must contain the words "Limited Partnership," or "Limited," or the abbreviation "L.P.," "LP," or "Ltd." as the last words or letters of its name. The name must not be the same as, deceptively similar to or similar to that of an existing corporate, limited liability company, or limited partnership name on file with the secretary of state. A preliminary check for "name availability" is recommended.

**2. Principal Office**

The address of the principal office in the United States where records of the partnership are to be kept or made available is set forth below:

**1504 Westlake Drive, Suite 101, Plano, TX, USA 75075****Article 3 - Registered Agent and Registered Office (Select and complete either A or B and complete C)**☐ **A. The initial registered agent is an organization (cannot be limited partnership named above) by the name of:****OR**☒ **B. The initial registered agent is an individual resident of the state whose name is set forth below:**

First Name <b>M.</b>	M.I. <b>Bruce</b>	Last Name <b>Peele</b>	Suffix
-------------------------	----------------------	---------------------------	--------

**C. The business address of the registered agent and the registered office address is:**

Street Address <b>1504 Westlake Drive, Suite 101</b>	City <b>Plano</b>	State <b>TX</b>	Zip Code <b>75075</b>
---------------------------------------------------------	----------------------	--------------------	--------------------------

**4. General Partner Information**

The name, street address, and the mailing address of the business or residence of each general partner is as follows:

Legal Entity: The general partner is a legal entity named:

**Illuminated Partners, L.L.C.**

INDIVIDUAL: First Name	M.I.	Last Name	Suffix
------------------------	------	-----------	--------

Street Address <b>1504 Westlake Drive, Suite 101</b>	City <b>Plano</b>	State <b>TX, USA</b>	Zip Code <b>75075</b>
---------------------------------------------------------	----------------------	-------------------------	--------------------------

Mailing Address	City	State	Zip Code
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**Supplemental Provisions / Information**

[The attached addendum, if any, is incorporated herein by reference.]

**Effective Date of Filing**☒ **A. This document will become effective when the document is filed by the secretary of state.**

OR

B. This document will become effective at a later date, which is not more than ninety (90) days from the date of its filing by the Secretary of state. The delayed effective date is:

Name Reservation Document Number

**EXECUTION**

The undersigned sign this document subject to the penalties imposed by law for the submission of a false or fraudulent document.

Signature of General Partner 1: Illuminated Partners, L.L.C., a Texas Limited Liability Company, By. M.  
Bruce Peele, Member

FILING OFFICE COPY

**FILED**  
In the Office of the  
Secretary of State of Texas  
FEB 15 2005

**CERTIFICATE OF AMENDMENT**  
**TO THE CERTIFICATE OF LIMITED PARTNERSHIP**

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

Corporations Section

The undersigned limited partnership (the "Partnership"), having filed an original certificate of limited partnership hereby duly executes this Certificate of Amendment to the Certificate of Limited Partnership, which is being filed with the Secretary of State in accordance with Section 2.02 of the Texas Revised Limited Partnership Act.

- I. The name of the Partnership is T.E.S. ENERGY SERVICES, L.P.
- II. Sections 2, 3 and 4 of the Certificate of Limited Partnership are hereby amended to read as follows:

2. Principal Office: The address of the principal office of the Partnership where records of the Partnership are to be kept or made available is 17480 Dallas Parkway, Suite 125, Dallas, Texas 75287.

3. Registered Agent and Registered Office. The registered agent of the Partnership for service of process is an individual resident of the State of Texas whose name and business address are Mike Teague, 17480 Dallas Parkway, Suite 125, Dallas, Texas 75287.

4. General Partner: The name and address of the General Partner is as follows:


Name:	Illuminated Partners, Inc.
Mailing Address	17480 Dallas Parkway, Suite 125 Dallas, Texas 75287

SIGNED the 14<sup>th</sup> day of February, 2005.

**GENERAL PARTNER:**

ILLUMINATED PARTNERS, INC.

By:

  
Brian Markham, President



UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF THE SECRETARY OF STATE

*I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show T.E.S. ENERGY SERVICES, L.P., a Texas Limited Partnership, Registration Number 1996446, filed on February 11, 2011, is currently in FULL FORCE AND EFFECT upon the records of this office.*



*Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio  
this 27th day of April, A.D. 2017.*

*Jon Husted*

Ohio Secretary of State

Validation Number: 201711702170

## Exhibit B-1

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

Natural Gas License Required - License #  
State License #

Maryland	MD	IR-2563
Ohio	OH	11-214G(3)

License Not Required

Arizona  
California  
Colorado  
District of Columbia (Washington  
DC)  
Illinois  
Indiana  
Iowa  
Kansas  
Kentucky  
Michigan  
Minnesota  
Mississippi  
Missouri  
Montana  
Nevada  
New Hampshire  
New Jersey  
New Mexico  
North Carolina  
Oklahoma  
Oregon  
Pennsylvania  
South Carolina  
Tennessee  
Wisconsin  
Virginia

## **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 Summary of Experience

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

### MIKE TEAGUE

17680 Dallas Pkwy #200 • Dallas, Tx 75287 • Phone: 972.043-0877 • Fax: 972-147-0406 • E-Mail: [mike@tesenergyservices.com](mailto:mike@tesenergyservices.com)

#### Objective

To provide quality consulting services through education and practical experiences.

#### Experience

Overhead and Underground Electrical Construction 1973-2004

- Co-owner and President of Teague Industries, Inc./ dba Utility Construction Co., Inc.

- Teague Industries, Inc. was a major contractor for Texas Utilities, Inc. for 34 years. We excelled in pioneering the development of underground electrical distribution systems throughout the State of Texas. As a complement to the business we installed thousands of miles of fiber-optic cable throughout the region as well as Overhead distribution power lines.

Power and Demand Side Consulting 2002-present

- I was co-founder of TES Energy Service, L.P i.e., Teague Energy Services. TES Energy Services was founded to bring my energy background to the market place assisting customers with pricing options as well as demand side management of their facilities. My knowledge of the grid systems as well the production of electricity is of benefit to the customer who does not have the background to make difficult decisions on their electricity needs.

#### • Family

- I have been married for 36 years and have 3 children and three grandchildren.

#### Education

Graduated from Sherman High School 1968

Associate Degree- Business Grayson County College 1968-1970

Studied Business and Accounting University of Texas at Austin 1968-1973

#### Community Involvement

Chairman of the local American Diabetes Association 1975

Plano Symphony Orchestra Board 1983-1985

Plano Parks and Recreation Board 1985-1986

Plano City Council Member 1989-1991

Collin County Sheriff's Reserve (Certified Texas Peace Officer) 1991-2004

# Exhibit B-3 Summary of Experience

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

Frisco, Texas {Postal Code}

Phone: 972-447-0447 ext. 107 Fax: 972-447-0400 E-Mail: linda@tesenergyservices.com

### Pat Teague

#### Experience

**Teague Industries, Inc.** 1975-2002

- 1975-77 Worked on Electrical Service Crew installing electrical services to residential
- 1977-79 Services Crew Foreman
- 1979-85 Superintendent of Services-in charge of as many as 30 services crews-90 people
- 1985 Vice-President of Construction for Electrical Underground and Overhead Distribution
- -2002 Executive Vice-President for Teague Industries head of Construction in charge of up to 350 employees

**TES Energy Services** 2002-2010

- Co-Founder and Co-CEO of TES Energy Services

#### Education

**Sherman High School** 1970

**University of Texas @ Austin** 1970-74

Degree-Bachelor of Science Business Administration

## Exhibit B-3 Summary of Experience

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

#### **Jim H. Bono**

17480 Dallas Parkway, Suite #200 Dallas, TX 75287

Phone 972-447-0447 Fax 972-447-0400 email: jim@tesenergyservices.com

#### **Objective**

To assist customers with all of their energy needs. These needs would include electricity procurement, natural gas procurement, energy efficiency improvement projects, contract review, and billing audits. Building an overall relationship with customers where trust and honesty are vitally important and partnering with customers to make them as profitable as possible.

#### **Experience**

##### **VP of Sales - TES Energy Services**

**3/2003 - Present**

- Provide energy procurement and consultant services to customers throughout Texas.
- Assist clients with energy efficiency improvement projects
- Assist customers with billing issues as well as all service related problems.

##### **Account Manager - TXU Energy**

**1/2000 - 3/2003**

- Provide electricity and natural gas procurement services to commercial and industrial customers in Texas
- Build relationships with all customers to maintain and increase revenue.
- Assist all customers with service related problems

#### **Education**

##### **Texas A&M University**

**May 1986**

##### **Bachelor of Science Degree in Electrical Engineering**

##### **Tyler Jr. College**

**May 1983**

##### **Associate of Art Degree**

#### **Skills**

24 years of experience in the electric utility industry.

Motivated and enthusiastic about developing relationships with all clients

Successfully built and renewed energy agreements with over 100 commercial and industrial customers

Organized effective marketing tools to communicate with accounts.

## Exhibit B-3 Summary of Experience

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



### Brian Markham, President

Brian Markham is the President of TES Energy Services, LP. Drawing a career that has cut across multiple industries inkling energy, distribution logistics, manufacturing representation and electrical supply distribution. Brian was also the past President of the Texas Electricity Professionals Association.

Prior to joining TES Energy Services, LP, Brian served as Vice President and General Manager of PhD. Southwest, Inc. PhD Southwest, Inc. is a leader in the distribution and logistics business throughout the United States.

Prior to joining PhD. Southwest, Inc., Brian worked within the house ware industry as the President and owner of D.U. Parker and Associates. D.U. Parker and Associates was a manufacturer representative in leading house ware manufactures.

Before joining D.U. Parker and Associates, Brian was the Director of Consumer Goods for Graybar Electric Co., located at the New York headquarters. Also, he served as the National Account Manager, Regional Manager and Branch Manager.

Brian earned his Bachelor of Business Administration at SMU and studied management courses at Harvard University. Brian served in the USMC.



## Exhibit B-3 Summary of Experience

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

#### Jerry Gatti

17480 Dallas Parkway, Suite 200 Dallas, TX. 75001  
Phone: 972-447-0447 Fax: 972-447-0400 E-Mail: jerry@tesenergyservices.com

#### Objective

To offer complete energy consulting services nationwide.

#### Experience

##### TES Energy Services, LP

Oct. 2001 to Present

- Started energy services company in late 2001 as a business development idea out of Teague Industries, a utility construction firm founded in Texas in the late 1940's. Became "Registered aggregator" with Public Utility Commission of Texas in January 2002, the beginning of Texas deregulation of Electricity.
- As partner in firm, have built electric and gas clientele in Texas, California, Ohio, Maryland, California, Illinois, Washington DC. Need license in Pennsylvania to complete our services to nationwide clients.

##### ROK and Associates

September 1989 to October 2000.

- Sales Manager of Manufactures Rep firm covering Texas, Oklahoma, Arkansas, and Louisiana. Responsible for 17 salesmen and key accounts within territory doing \$95 million in sales.
- Responsible for transitioning firm from predominantly traditional auto parts to more lucrative retail product lines. Business more than tripled during tenure.

#### Education

Texas Christian University

Bachelor of Arts Degree

1967 to 1972

#### Skills

Business Development, Account management, and business computer skills.

#### Community Involvement

Boys and Girls Clubs, Prestonwood Country Club, Prestonwood Business Networking Group, Texas Electric Professionals Association, numerous Chambers of Commerce in the Dallas area.



**Exhibit B-4 “ 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.

Exhibit C-3  
“Credit Rating”

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

The documentation submitted for this exhibit is confidential and will be filed under seal.

## Exhibit C-4 Financial Arrangements

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

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

Amended Exhibit C-5: Forecasted Financial Statements  
T.E.S. ENERGY SERVICES, L.P.  
Projection 2017 - Income Statement  
FOR THE STATE OF OHIO  
GAS

REVENUES	\$2,563.23
OPERATING EXPENSES	\$381.00
NET INCOME	<u>\$2,182.23</u>

Amended Exhibit C-5: Forecasted Financial Statements  
T.E.S. ENERGY SERVICES, L.P.  
Projection 2018 - Income Statement  
FOR THE STATE OF OHIO  
GAS

REVENUES	\$3,030.00
OPERATING EXPENSES	\$411.00
NET INCOME	<u>\$2,619.00</u>

Exhibit C-6  
“Credit Rating”

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

Not rated by rating agency.

## 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

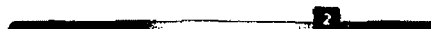
1R indicates 10 or more Employees, Credit appraisal of 2 is good

PAYDEX®



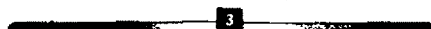
Paying 19 days past due

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

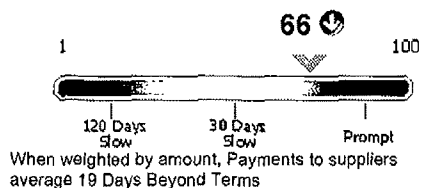
Based on profiles of other similar companies.

Credit Limit - D&B Aggressive

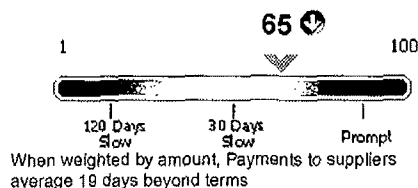
15,000.00

Based on profiles of other similar companies.

### D&B 3-month PAYDEX®



### D&B PAYDEX®



### D&B Company Overview

This is a single location

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



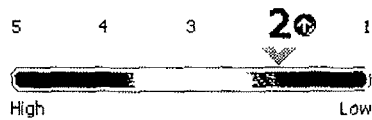
History Status

CLEAR

Exhibit C-7 "Credit Report-Dun &amp; Bradstreet

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

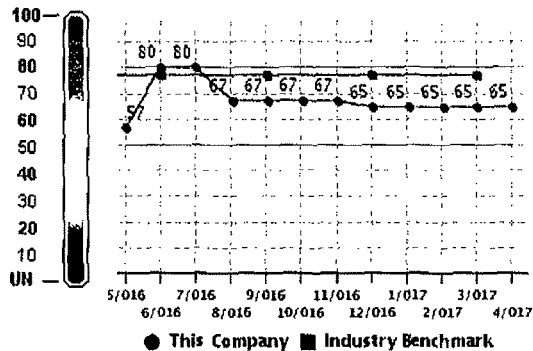
## Commercial Credit Score Class



## 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&amp;B Rating Key

D&amp;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

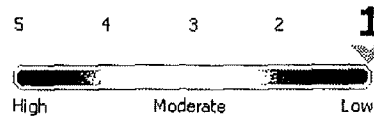
Number of Employees Total: 10

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&amp;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.

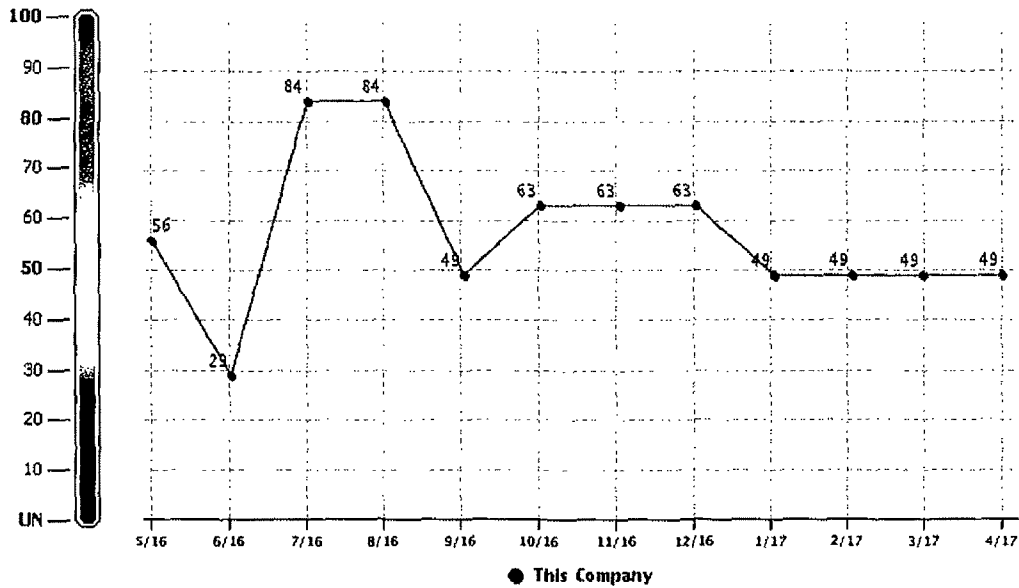
Probability of Failure:

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:



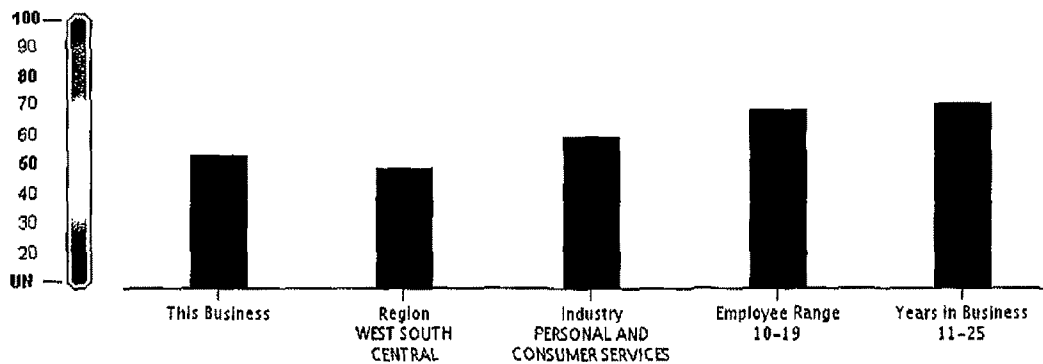
## Notes:

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&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.



## 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.

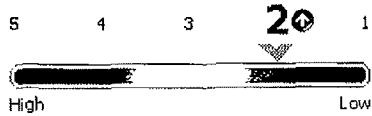
Exhibit C-7 "Credit Report-Dun & Bradstreet

### 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 :



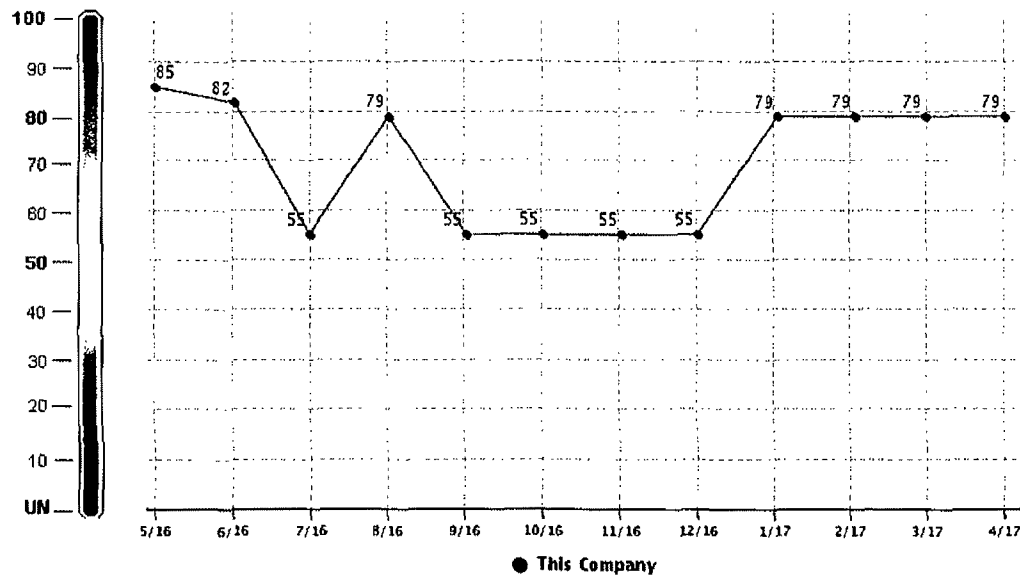
### Incidence of Delinquent Payment

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:

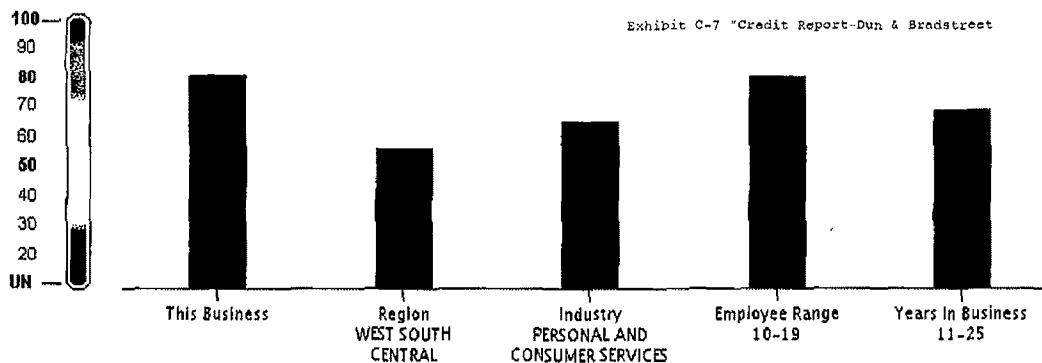
Higher risk industry based on delinquency rates for this industry  
 Recent high balance past due  
 Unstable Paydex over last 12 months

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	68

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®

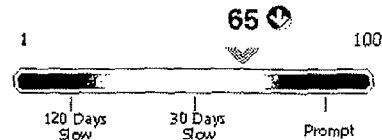
The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

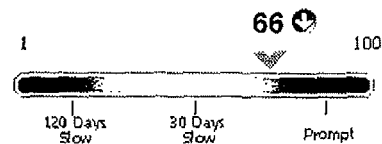
Current PAYDEX is	65	Equal to 19 days beyond terms ( Pays more slowly than the average for its industry of 5 days beyond terms )
Industry Median is	77	Equal to 5 days beyond terms
Payment Trend currently is	↔	Unchanged, compared to payments three months ago

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 companys currency-weighted payments, segmented by its suppliers primary industries:

Total Rev'd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90+ (%) (%) (%) (%)
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**Top Industries**

Exhibit C-1 Credit Report-Dun &amp; 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
Rat stationery	1	100	100	100	0	0	0	0
<b>Other payment categories</b>								
Cash experiences	0	0	0					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections	0	N/A	0					
<b>Total in D&amp;B's file</b>	<b>6</b>	<b>17,600</b>	<b>15,000</b>					

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**

## Exhibit C-7 Credit Report-Dun &amp; Bradstreet

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	2009-06-12
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 &amp; 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
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Business started 2003.

JIM BONO PARTNER. Antecedents are undetermined.



JERRY GATTI PARTNER. Antecedents are undetermined.

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

0  
Days

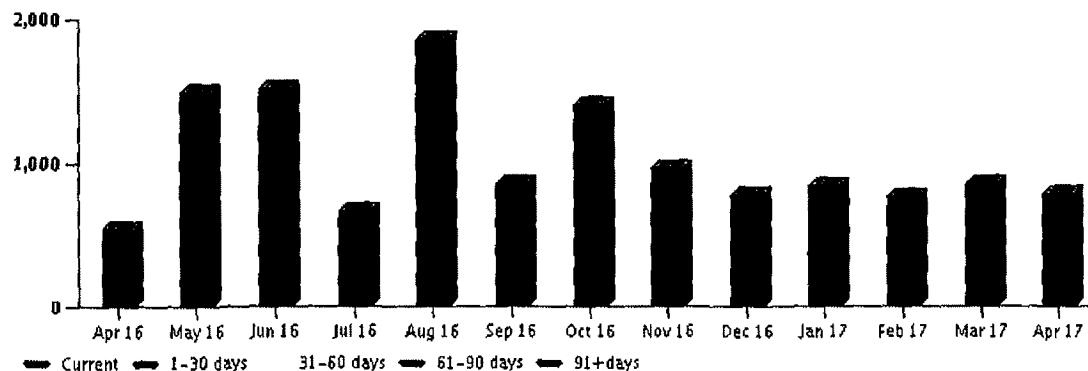
120+ Days Beyond Terms 0

Dollar-weighted average of 3 payment experiences  
reported from 3 companiesExhibit C-7 Credit Report-Dun & Bradstreet  
12 months from May 16 to Apr 176  
Days

120+ Days Beyond Terms 0

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-7 "Credit Report - Experian"



## Report

[Home](#) [My reports](#) [My account](#) [Products](#) [Help](#) [Business services](#) [Logout](#)

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

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

ProfilePlus<sup>SM</sup> 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

**Phone:** 972-447-0447

**Website:** tesenergyservices.com

**Experian BIN:** 851811870

**Agent:** C T Corporation System

**Agent Address:** 1999 Bryan ST Suite 900  
Dallas, TX

**Also is (or has been) operating as:**

Tes Energy Services LP

## Family Linkage:

**Ultimate Parent** T.E.S. Energy Services, L.P  
17480 Dallas Pkwy Ste 200  
Dallas, TX

**Branches / Alternative Locations** T.E.S. Energy Services, L.P  
17480 Dallas Pkwy Ste 200  
Dallas, TX United States

## Key Personnel:

**Managing Partner:** Terrel Mike

**Partner:** Mike Teague

**President:** Brian Markham

## SIC Code:

7539-Automotive Repair Shops, Nec  
1711-Plumbing, Heating & A/C Contractors  
8742-Management Consulting Services

## NAICS Code:

811198-All Other Automotive Repair And  
Maintenance  
238220-Plumbing, Heating, And  
Air-Conditioning Contractors  
541610-Management Consulting Services

## Business Type:

Partnership

## Experian File Established:

October 2003

## Experian Years on File:

14 Years

## Years in Business:

19 Years

## Total Employees:

125

## Sales:

\$20,000,000

## 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

## X Businesses Scoring Worse:

36%

## ✓ Bankruptcies:

0

## ✓ Liens:

0

## ✓ Judgments Filed:

0

## ✓ Collections:

0

## Credit Summary

[Back to top](#)

## Experian Business Credit Score: 39

High  
Risk



Low  
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.

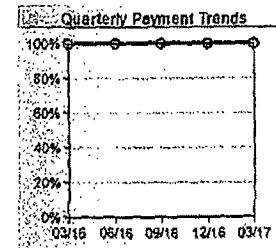
**Recommended Action:** Medium Risk

## \* Exhibit C-7 "Credit Report - Experian"

## Payment Summary

[Back to top](#)

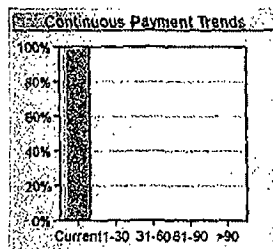
Insufficient information to produce  
Monthly Payment Trends  
chart.



\*Percentage of on-time payments by quarter.

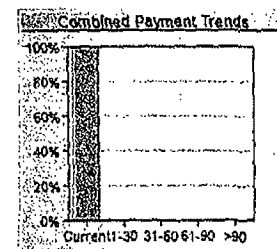
Insufficient information to produce  
Monthly Payment Trends  
table.

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.

## **Exhibit D-1 Operations**

### **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 D-2 Operations Expertise T.E.S. Energy Services, L.P.

## MIKE TEAGUE

17180 Dallas Pkwy #200 • Dallas, Tx 75287 • Phone: 972.032-0877 • Fax: 972.117-0100 • E-Mail: mteague@tesenergyservices.com

### Objective

To provide quality consulting services through education and practical experiences.

### Experience

Over-head and Underground Electrical Construction 1973-2004

- Co-owner and President of Teague Industries, Inc./ dba Utility Construction Co., Inc.

- Teague Industries, Inc. was a major contractor for Texas Utilities, Inc. for 34 years. We excelled in pioneering the development of underground electrical distribution systems throughout the State of Texas. As a complement to this business we installed thousands of miles of fiber-optic cable throughout the region as well as Overhead distribution power lines.

Power and Demand Side Consulting 2002-present

- I was co-founder of TES Energy Service, LP i.e., Teague Energy Services. TES Energy Services was founded to bring my energy background to the market place assisting customers with pricing options as well as demand side management of their facilities. My knowledge of the grid systems as well the production of electricity is of benefit to the customer who does not have the background to make difficult decisions on their electricity needs.

### • Family

- I have been married for 36 years and have 3 children and three grandchildren.

### Education

Graduated from Sherman High School 1968

Associate Degree- Business Grayson County College 1968-1970

Studied Business and Accounting University of Texas at Austin 1968-1973

### Community Involvement

Chairman of the local American Diabetes Association 1975

Plano Symphony Orchestra Board 1983-1985

Plano Parks and Recreation Board 1985-1986

Plano City Council Member 1989-1991

Collin County Sheriff's Reserve (Certified Texas Peace Officer) 1991-2004



# Exhibit D-2 Operations Expertise

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

Frisco, Texas [Postal Code]

Phone: 972-447-0447 ext. 107 Fax: 972-447-0400 E-Mail: linda@tesenergyservices.com

### Pat Teague

#### Experience

##### Teague Industries, Inc.

1975-2002

- 1975-77 Worked on Electrical Service Crew installing electrical services to residential
- 1977-79 Services Crew Foreman
- 1979-85 Superintendent of Services-in charge of as many as 30 services crews-90 people
- 1985 Vice-President of Construction for Electrical Underground and Overhead Distribution
- -2002 Executive Vice-President for Teague Industries head of Construction in charge of up to 350 employees

##### TES Energy Services

2002-2010

- Co-Founder and Co-CEO of TES Energy Services

#### Education

##### Sherman High School

1970

##### University of Texas @ Austin

1970-74

Degree-Bachelor of Science Business Administration

# Exhibit D-2 Operations Expertise

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

### Jim H. Bono

17480 Dallas Parkway, Suite #200 Dallas, TX 75287

Phone 972-447-0447 Fax 972-447-0400 email: jim@tesenergyservices.com

### Objective

To assist customers with all of their energy needs. These needs would include electricity procurement, natural gas procurement, energy efficiency improvement projects, contract review, and billing audits. Building an overall relationship with customers where trust and honesty are vitally important and partnering with customers to make them as profitable as possible.

### Experience

#### VP of Sales - TES Energy Services

3/2003 - Present

- Provide energy procurement and consultant services to customers throughout Texas.
- Assist clients with energy efficiency improvement projects
- Assist customers with billing issues as well as all service related problems.

#### Account Manager - TXU Energy

1/2000 - 3/2003

- Provide electricity and natural gas procurement services to commercial and industrial customers in Texas
- Build relationships with all customers to maintain and increase revenue.
- Assist all customers with service related problems

### Education

#### Texas A&M University

May 1986

#### Bachelor of Science Degree in Electrical Engineering

#### Tyler Jr. College

May 1983

#### Associate of Art Degree

### Skills

24 years of experience in the electric utility industry.

Motivated and enthusiastic about developing relationships with all clients

Successfully built and renewed energy agreements with over 100 commercial and industrial customers

Organized effective marketing tools to communicate with accounts.

## Exhibit D-2 Operations Expertise

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



### Brian Markham, President

Brian Markham is the President of TES Energy Services, LP. Drawing a career that has cut across multiple industries inkling energy, distribution logistics, manufacturing representation and electrical supply distribution. Brian was also the past President of the Texas Electricity Professionals Association.

Prior to joining TES Energy Services, LP, Brian served as Vice President and General Manager of PhD. Southwest, Inc. PhD Southwest, Inc. is a leader in the distribution and logistics business throughout the United States.

Prior to joining PhD. Southwest, Inc., Brian worked within the house ware industry as the President and owner of D.U. Parker and Associates. D.U. Parker and Associates was a manufacturer representative in leading house ware manufactures.

Before joining D.U. Parker and Associates, Brian was the Director of Consumer Goods for Graybar Electric Co., located at the New York headquarters. Also, he served as the National Account Manager, Regional Manager and Branch Manager.

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# Exhibit D-2 Operations Expertise

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

### Jerry Gatti

17480 Dallas Parkway, Suite 200 Dallas, TX. 75001  
Phone: 972-447-0447 Fax: 972-447-0400 E-Mail: jerry@tesenergyservices.com

### Objective

To offer complete energy consulting services nationwide.

### Experience

#### TES Energy Services, LP

Oct. 2001 to Present

- Started energy services company in late 2001 as a business development idea out of Teague Industries, a utility construction firm founded in Texas in the late 1940's. Became "Registered aggregator" with Public Utility Commission of Texas in January 2002, the beginning of Texas deregulation of Electricity.
- As partner in firm, have built electric and gas clientele in Texas, California, Ohio, Maryland, California, Illinois, Washington DC. Need license in Pennsylvania to complete our services to nationwide clients.

#### ROK and Associates

September 1989 to October 2000.

- Sales Manager of Manufactures Rep firm covering Texas, Oklahoma, Arkansas, and Louisiana. Responsible for 17 salesmen and key accounts within territory doing \$95 million in sales.
- Responsible for transitioning firm from predominantly traditional auto parts to more lucrative retail product lines. Business more than tripled during tenure.

### Education

Texas Christian University

Bachelor of Arts Degree

1967 to 1972

### Skills

Business Development, Account management, and business computer skills.

### Community Involvement

Boys and Girls Clubs, Prestonwood Country Club, Prestonwood Business Networking Group, Texas Electric Professionals Association, numerous Chambers of Commerce in the Dallas area.

Exhibit D-3 part 2 Key Technical Personnel  
T.E.S. Energy Services, L.P.

## MIKE TEAGUE

17180 Dallas Pkwy #200 • Dallas, TX 75287 • Phone: 972-108-0877 • Fax: 972-117-0109 • E-Mail: mike@tesenergyservices.com

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

**Jerry Gatti**

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Phone: 972-447-0447 Fax: 972-447-0400 E-Mail: jerry@tesenergyservices.com

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

**Commission of Ohio Docketing Information System on**

**5/18/2017 3:54:24 PM**

**in**

**Case No(s). 11-1209-GA-AGG**

Summary: Application Revised Renewal Application for Certification as a Competitive Retail Natural Gas Aggregator/Broker electronically filed by Mr. Christopher J. Allwein on behalf of T.E.S. Energy Services, L.P.