

Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		12 - 1973 - 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 The Utilities Group, Inc.
Address 11260 Chester Rd., Ste. 540, Cincinnati, OH 45246
Telephone No. 513-481-7954 Web site Address theutilitiesgroup.com
Current PUCO Certificate No. 12-264G(3) Effective Dates 8-4-16 through 8-4-18

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

Name The Utilities Group, Inc.
Address 11260 Chester Rd., Ste. 540, Cincinnati, OH 45246
Web site Address theutilitiesgroup.com Telephone No. 513-481-7954

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

The Utilities Group, Inc.

A-5 Contact person for regulatory or emergency matters:

Name Jennifer M. Kist Title CEO
Business Address 11260 Chester Rd., Ste. 540, Cincinnati, OH 45246
Telephone No. 513-481-7954 Fax No. 513-481-8964 Email Address jkist@tugmgt.com

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 (CRNGS Broker/Aggregator Renewal-Revised May 2016)

Technician UCC

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2018 JUL -2 AM 11:36
PUCO

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

Name Jennifer M. Kist Title CEO
Business address 11260 Chester Rd., Ste. 540, Cincinnati, OH 45246
Telephone No. 513-481-7954 Fax No. 513-481-8964 Email Address jkist@tugmgt.com

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

Customer service address 11260 Chester Rd., Ste. 540, Cincinnati, OH 45246
~~Toll-Free~~ Telephone No. 513-481-7954 Fax No. 513-481-8964 Email Address energyinfo@tugmgt.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 Jennifer M. Kist Title CEO
Business address 11260 Chester Rd., Ste. 540, Cincinnati, OH 45246
Telephone No. 513-481-7954 Fax No. 513-481-8964 Email Address jkist@tugmgt.com

A-9 Applicant's federal employer identification number 31-1698673

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 checked="" type="checkbox"/> Corporation | <input type="checkbox"/> Other |

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 type="checkbox"/> Residential	<input type="checkbox"/> Small Commercial	<input type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input type="checkbox"/> Small Commercial	<input type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input type="checkbox"/> Residential	<input type="checkbox"/> Small Commercial	<input type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input type="checkbox"/> Residential	<input type="checkbox"/> Small Commercial	<input 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 checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	12/1999	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	12/1999	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 checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	7/2006	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	7/2006	End Date	
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date	

☒ Duke Energy Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	2/2010	End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	12/1999	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	12/1999	End Date	
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	12/1999	End Date	

☒ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	6/2006	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	6/2006	End Date	
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	4/2004	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 type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start 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 Experion, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

- C-8 Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

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

Guillermo M. Kust, CEO

Sworn and subscribed before me this 29th

day of June

Month 2018

Year

Theresa A. Calme

Signature of official administering oath

Theresa A. Calme

Print Name and Title

My commission expires on

5/09/2019



Theresa A. Calme
Notary Public, State of Ohio
My Commission Expires 05-09-2019



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

The Utilities Group, Inc.)

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

Case No. 12 - 1973 -GA-AGG

County of Hamilton

State of Ohio

Jennifer M. Kist

[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

Jennifer M. Kist, CEO

Sworn and subscribed before me this 29th day of June 2018 Year

Theresa A. Calme

Signature of Official Administering Oath

Theresa A. Calme

Print Name and Title



Theresa A. Calme
Notary Public, State of Ohio
My Commission Expires 05-09-2019

My commission expires on

05/09/2019

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

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SECTION A:

APPLICANT INFORMATION EXHIBITS

Exhibit A-14 "Principal Officers, Directors & Partners"

Name: **Jennifer M. Kist**
Title: Chief Executive Officer, Vice President Operations and Treasurer
Address: 11260 Chester Road, Suite 540
Cincinnati, Ohio 45246
Telephone: (513) 481-7954, Ext 103

Name: **Michael C. Catanzaro**
Title: President, Secretary
Address: 11260 Chester Road, Suite 540
Cincinnati, Ohio 45246
Telephone: (513) 481-7954, Ext 101

Name: **Rockland Deitsch**
Title: Vice President Sales
Address: 11260 Chester Road, Suite 540
Cincinnati, Ohio 45246
Telephone: (513) 481-7954, Ext 109

Name: **Maryanne McGowan**
Title: Vice President Strategic Development
Address: 11260 Chester Road, Suite 540
Cincinnati, Ohio 45246
Telephone: (513) 481-7954, Ext 110

Exhibit A-15 "Company History"

The Utilities Group, Inc was incorporated in the state of Ohio in October, 1999.

Since 1999, The Utilities Group, Inc. has been providing end-use customers with aggregation, brokering and consulting services in the field of energy consumption, conservation and procurement. The company has provided end-use customers with the opportunity to make informed selections regarding electric and natural gas supply based on reliability of service, pricing and services offered.

From 2000 until 2007, under a Joint Venture Agreement with The Procter & Gamble Distributing Company, The Utilities Group, Inc. was charged with the duties of marketing and executing the P&G Supply Chain Energy Program. Under this program, small to medium sized commercial and industrial entities in the Duke Ohio territory were aggregated for procurement of natural gas and electric and leveraged along with the P&G requirements.

Since 2007, The Utilities Group, Inc. has continued to serve and grow its customer base under its own subsequently issued PUCO certifications as an Aggregator/Broker of Electricity and Natural Gas.

Over the years, The Utilities Group has solidified its client and supplier base and formed strategic relationships with third party vendors and subcontractors. Today the company's offerings include strategic commodity procurement, energy auditing, as well as consulting services covering the areas of energy efficiencies, demand management, real-time metering, sustainability initiatives and market and regulatory intelligence.

The Utilities Group, Inc. was certified in 2012 as a Competitive Retail Natural Gas Broker/Aggregator and now seeks its third recertification. The service area will continue to be primarily Ohio within the distribution networks of Duke Energy of Ohio, Columbia Gas of Ohio, Vectren Energy and Dominion East Ohio.

Exhibit A-16 "Articles of Incorporation"

Exhibit A-17 "Secretary of State"

SECTION B:

APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

Exhibit B-1 “Jurisdictions of Operation”

The Utilities Group, Inc. is currently not certified or registered to provide retail natural gas service in any other jurisdiction.

Exhibit B-2 "Experience and Plans"

Contract Services: The Utilities Group, Inc. has developed a standard professional services agreement to be used with clients. The Utilities Group, Inc. uses the respective commodity suppliers' Purchase of Supply Agreements when brokering deals between suppliers and end-user customers.

Billing Statements: The Utilities Group, Inc. does not take title to natural gas and is not a party to any agreements between end-use customers and suppliers. The Utilities Group, Inc. does not provide any energy-purchase billing statements to clients. The company issues invoices to its clients for consulting services as rendered using a commercially available accounting program.

Customer Service Experience: Mr. Catanzaro and Ms. Kist have worked with a wide array of clients over the past 19 years. During that time, they have helped facilitate the resolution of customer issues, virtually all of which concern mediating matters involving the local utility and/or the supplier of choice. The Utilities Group has a Customer Service team in place to handle issues that arise on a daily basis. Inquiries directed to The Utilities Group, Inc. regarding its services usually pertain to customers seeking advice on purchasing strategy, helping to understand utility or supplier invoices, deciding whether or not to accept a supplier's offer, etc. Frequent communication with and detailed quarterly and/or annual cost and savings reports to clients is a customer service technique used to head off problems before they arise.

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

- Calling the direct number: 513-481-7954
- Sending a fax: 513-481-8964
- Sending an e-mail: michael@tugmgt.com, jkist@tugmgt.com, rdeutsch@tugmgt.com,
dphillips@tugmgt.com or ldrzewiecki@tugmgt.com

Exhibit B-3 "Summary of Experience"

The Utilities Group, Inc. is an independent consulting firm founded in 1999 to provide energy related information, guidance and solutions for clients. Led by Michael Catanzaro and Jennifer Kist, The Utilities Group, Inc.'s existing staff represents over 110 years of experience in the retail energy business.

Mr. Catanzaro has been involved in the energy retail industry since 1997 beginning his career as a sales representative with Volunteer Energy where his efforts were focused on small commercial natural gas users in the Southwest Ohio territory. In 1999, Mr. Catanzaro founded The Utilities Group which he designed to be focused on representing the end user rather than the supplier in energy procurement negotiations. In 2000, Ms. Kist joined The Utilities Group as Director of Operations bringing with her more than fourteen years of experience in contract management, governmental compliance, intellectual property law and business process improvement.

The Utilities Group has been providing natural gas procurement services based on thorough and unbiased information for its clients. In addition to helping clients obtain the best available price and terms for their supply needs through a competitive bidding scenario, The Utilities Group provides consulting services in relation to cost forecasting, energy and invoice auditing, efficiency efforts, demand management, real-time metering and sustainability.

From 2000-2007, The Utilities Group worked closely in a joint venture relationship with the corporate energy department of Procter & Gamble gaining valuable experience, knowledge and exposure to many purchasing strategies and industry operators.

In 2014, Rockland Deitsch joined The Utilities Group as Vice President Sales. Rock brought with him over 23 years of experience in the retail energy business working with Exelon Energy. Most recently, in 2017, Maryanne McGowan has joined the team as Vice President Strategic Development. Maryanne, formerly an executive with Duke Energy, served as CFO of one of the major generating stations in Ohio, and most recently, as a Manager, Strategy & Implementation focused on institutional markets prior to assuming her role with The Utilities Group.

Today, The Utilities Group maintains a client base comprised of small to medium size commercial businesses as well as large public institutions, school systems, churches, small industrials and governmental aggregations. Our clients are located predominantly in the Duke Ohio territory; however, we represent natural gas clients in Vectren Energy, Columbia Gas of Ohio and the FirstEnergy territories as well. The Utilities Group's approach is to partner with and represent the end user in all energy related matters. We believe strongly that the competitive bidding process works to produce the best value for our clients in terms of pricing and contract conditions. We routinely issue bids to PUCO-certified and internally vetted Competitive Retail Natural Gas Suppliers. We couple our procurement services with our energy consulting capabilities to become trusted partners with our clients. Since inception, most of The Utilities Group's business comes from referrals.

The Utilities Group maintains relationships with several engineering, energy efficiency and software firms. These relationships enable us to help clients bid and obtain reliable, trustworthy design, installation and monitor of efficiency and sustainability projects.

The Utilities Group has maintained many of its inaugural clients. This coupled with the fact that The Utilities Group has never had a complaint registered with PUCO or the Better Business Bureau attests to the company's knowledge, expertise and the trust placed in it by satisfied clients.

Exhibit B-4 "Disclosure of Liabilities and Investigations"

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

SECTION C:
APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

Exhibit C-1 "Annual Reports"

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

Exhibit C-2 “SEC Filings”

The Utilities Group, Inc. is a privately held corporation, and as such, is not required to nor does it produce or file 10-K/8-K, 10-Q, etc., reports with the Securities and Exchange Commission.

Exhibit C-3 "Financial Statements"

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

Exhibit C-4 “Financial Arrangements”

N/A

Exhibit C-5 "Forecasted Financial Statements"

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

Exhibit C-6 "Credit Rating"

N/A

Exhibit C-7 "Credit Report"

See attached Dun & Bradstreet Report

UTILITIES GROUP INC, THE

DUNS: 73-982-1335



Dashboard

Company info

Address: 11260 Chester Rd Ste 540 Cincinnati, OH 45245	Phone: (513) 481-7064	URL:
DBA's:	Fax:	Location Type: Single location

Risk Interpretation

Risk of Debt Write-Off



Based on the D&B Financial Stress Score, the probability of failure for this company in the next 12 months is 0.06%, which creates a low debt write-off risk for you to incur a write-off. You can adjust your credit limits and collections strategies to reduce your exposure or increase your bad debt reserves to counter the risk.

Cash Flow Risk



Based on the D&B Delinquency Predictor reporting a payment behavior of Consistent/Timely payments, this company is predicted to have a LOW risk of a negative impact on your cash flow. You can adjust your payment terms, credit limits and collections strategies to mitigate the risk.

Payment Behavior



According to the D&B PAYDEX Score, this company paid its vendors on time.

Scores

PAYDEX®	Delinquency Predictor	Financial Stress	Delinquency Predictor	Credit Limit	Overall Rating
Score	Score	Score	Rating	Recommendation	Rating
80 ▲	602 ▲	1559 ▲	2 ▲	\$2.5K	--
Class	Class	Class			
1	1	2			

Recent Alerts

There are currently no alerts issued for this company. If you only recently began monitoring this company, you will not receive your first alerts until score changes or events occur. To configure your alerts notification settings, please

Payments Summary

Current PAYDEX®:	80	Equal to generally within terms
Industry Median:	80	Equal to GENERALLY WITHIN terms
Payment Trends:	▲▲	Unchanged, concerned to payments three months ago

Total payment Experiences in D&B's File (HQ):	5
Payments Within Terms (not dollar weighted):	100%
Average Highest Credit:	900

6/28/2018

Dun and Bradstreet

Largest High Credit

3,500

Scores

PAYDEX

80 ▲

3 Month PAYDEX

80

ON TERMS

120 Days

90 Days

Prompt

Understanding My Score

Payment History

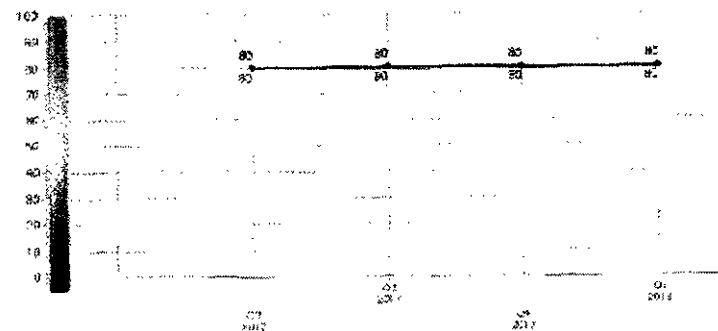
Total (Last 24 Months): 6

Date	Payment Type	Amount	Days	Score	Days	Score
05/2018	Pmt	\$100	50	50	1-50	
04/2018	Pmt	\$100	50	50	2-100	
03/2018	DDI	\$500	50	50	Credit account	6-100
02/2018	DDI	\$500	50	50	Credit account	2-100
01/2017	Pmt	\$5,500	50	50	6-100	

Key

Days	Days	Days	Days
100	Anticipate	40	60 Days Beyond Terms
80	Dispute	30	80 Days Beyond Terms
60	Forward	20	120 Days Beyond Terms
40	15 Days Beyond	1-10	Over 120 Days Beyond Terms
20	22 Days Beyond Terms	UN	Unpayable
00	30 Days Beyond Terms		

Trending & Industry Comparison


<https://www.dandb.com/products/zoomin/preview/print>

2/13

• This Company (80) • Industry Median: (80)

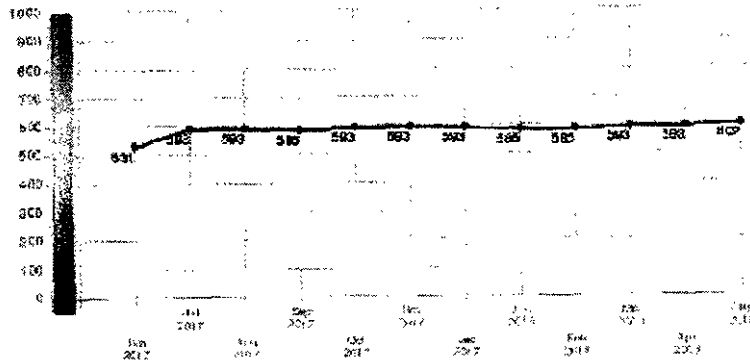
	12M	24M	36M	48M	60M	72M	84M	96M	108M	120M	132M	144M	156M	168M	180M	192M	204M	216M	228M	240M	252M	264M	276M	288M	300M	312M	324M	336M	348M	360M	372M	384M	396M	408M	420M	432M	444M	456M	468M	480M	492M	504M	516M	528M	540M	552M	564M	576M	588M	600M	612M	624M	636M	648M	660M	672M	684M	696M	708M	720M	732M	744M	756M	768M	780M	792M	804M	816M	828M	840M	852M	864M	876M	888M	900M	912M	924M	936M	948M	960M	972M	984M	996M	1008M	1020M	1032M	1044M	1056M	1068M	1080M	1092M	1104M	1116M	1128M	1140M	1152M	1164M	1176M	1188M	1200M	1212M	1224M	1236M	1248M	1260M	1272M	1284M	1296M	1308M	1320M	1332M	1344M	1356M	1368M	1380M	1392M	1404M	1416M	1428M	1440M	1452M	1464M	1476M	1488M	1500M	1512M	1524M	1536M	1548M	1560M	1572M	1584M	1596M	1608M	1620M	1632M	1644M	1656M	1668M	1680M	1692M	1704M	1716M	1728M	1740M	1752M	1764M	1776M	1788M	1800M	1812M	1824M	1836M	1848M	1860M	1872M	1884M	1896M	1908M	1920M	1932M	1944M	1956M	1968M	1980M	1992M	2004M	2016M	2028M	2040M	2052M	2064M	2076M	2088M	2100M	2112M	2124M	2136M	2148M	2160M	2172M	2184M	2196M	2208M	2220M	2232M	2244M	2256M	2268M	2280M	2292M	2304M	2316M	2328M	2340M	2352M	2364M	2376M	2388M	2400M	2412M	2424M	2436M	2448M	2460M	2472M	2484M	2496M	2508M	2520M	2532M	2544M	2556M	2568M	2580M	2592M	2604M	2616M	2628M	2640M	2652M	2664M	2676M	2688M	2700M	2712M	2724M	2736M	2748M	2760M	2772M	2784M	2796M	2808M	2820M	2832M	2844M	2856M	2868M	2880M	2892M	2904M	2916M	2928M	2940M	2952M	2964M	2976M	2988M	3000M	3012M	3024M	3036M	3048M	3060M	3072M	3084M	3096M	3108M	3120M	3132M	3144M	3156M	3168M	3180M	3192M	3204M	3216M	3228M	3240M	3252M	3264M	3276M	3288M	3300M	3312M	3324M	3336M	3348M	3360M	3372M	3384M	3396M	3408M	3420M	3432M	3444M	3456M	3468M	3480M	3492M	3504M	3516M	3528M	3540M	3552M	3564M	3576M	3588M	3600M	3612M	3624M	3636M	3648M	3660M	3672M	3684M	3696M	3708M	3720M	3732M	3744M	3756M	3768M	3780M	3792M	3804M	3816M	3828M	3840M	3852M	3864M	3876M	3888M	3900M	3912M	3924M	3936M	3948M	3960M	3972M	3984M	3996M	4008M	4020M	4032M	4044M	4056M	4068M	4080M	4092M	4104M	4116M	4128M	4140M	4152M	4164M	4176M	4188M	4200M	4212M	4224M	4236M	4248M	4260M	4272M	4284M	4296M	4308M	4320M	4332M	4344M	4356M	4368M	4380M	4392M	4404M	4416M	4428M	4440M	4452M	4464M	4476M	4488M	4500M	4512M	4524M	4536M	4548M	4560M	4572M	4584M	4596M	4608M	4620M	4632M	4644M	4656M	4668M	4680M	4692M	4704M	4716M	4728M	4740M	4752M	4764M	4776M	4788M	4800M	4812M	4824M	4836M	4848M	4860M	4872M	4884M	4896M	4908M	4920M	4932M	4944M	4956M	4968M	4980M	4992M	5004M	5016M	5028M	5040M	5052M	5064M	5076M	5088M	5100M	5112M	5124M	5136M	5148M	5160M	5172M	5184M	5196M	5208M	5220M	5232M	5244M	5256M	5268M	5280M	5292M	5304M	5316M	5328M	5340M	5352M	5364M	5376M	5388M	5400M	5412M	5424M	5436M	5448M	5460M	5472M	5484M	5496M	5508M	5520M	5532M	5544M	5556M	5568M	5580M	5592M	5604M	5616M	5628M	5640M	5652M	5664M	5676M	5688M	5700M	5712M	5724M	5736M	5748M	5760M	5772M	5784M	5796M	5808M	5820M	5832M	5844M	5856M	5868M	5880M	5892M	5904M	5916M	5928M	5940M	5952M	5964M	5976M	5988M	6000M	6012M	6024M	6036M	6048M	6060M	6072M	6084M	6096M	6108M	6120M	6132M	6144M	6156M	6168M	6180M	6192M	6204M	6216M	6228M	6240M	6252M	6264M	6276M	6288M	6300M	6312M	6324M	6336M	6348M	6360M	6372M	6384M	6396M	6408M	6420M	6432M	6444M	6456M	6468M	6480M	6492M	6504M	6516M	6528M	6540M	6552M	6564M	6576M	6588M	6600M	6612M	6624M	6636M	6648M	6660M	6672M	6684M	6696M	6708M	6720M	6732M	6744M	6756M	6768M	6780M	6792M	6804M	6816M	6828M	6840M	6852M	6864M	6876M	6888M	6900M	6912M	6924M	6936M	6948M	6960M	6972M	6984M	6996M	7008M	7020M	7032M	7044M	7056M	7068M	7080M	7092M	7104M	7116M	7128M	7140M	7152M	7164M	7176M	7188M	7200M	7212M	7224M	7236M	7248M	7260M	7272M	7284M	7296M	7308M	7320M	7332M	7344M	7356M	7368M	7380M	7392M	7404M	7416M	7428M	7440M	7452M	7464M	7476M	7488M	7500M	7512M	7524M	7536M	7548M	7560M	7572M	7584M	7596M	7608M	7620M	7632M	7644M	7656M	7668M	7680M	7692M	7704M	7716M	7728M	7740M	7752M	7764M	7776M	7788M	7800M	7812M	7824M	7836M	7848M	7860M	7872M	7884M	7896M	7908M	7920M	7932M	7944M	7956M	7968M	7980M	7992M	8004M	8016M	8028M	8040M	8052M	8064M	8076M	8088M	8100M	8112M	8124M	8136M	8148M	8160M	8172M	8184M	8196M	8208M	8220M	8232M	8244M	8256M	8268M	8280M	8292M	8304M	8316M	8328M	8340M	8352M	8364M	8376M	8388M	8400M	8412M	8424M	8436M	8448M	8460M	8472M	8484M	8496M	8508M	8520M	8532M	8544M	8556M	8568M	8580M	8592M	8604M	8616M	8628M	8640M	8652M	8664M	8676M	8688M	8700M	8712M	8724M	8736M	8748M	8760M	8772M	8784M	8796M	8808M	8820M	8832M	8844M	8856M	8868M	8880M	8892M	8904M	8916M	8928M	8940M	8952M	8964M	8976M	8988M	9000M	9012M	9024M	9036M	9048M	9060M	9072M	9084M	9096M	9108M	9120M	9132M	9144M	9156M	9168M	9180M	9192M	9204M	9216M	9228M	9240M	9252M	9264M	9276M	9288M	9300M	9312M	9324M	9336M	9348M	9360M	9372M	9384M	9396M	9408M	9420M	9432M	9444M	9456M	9468M	9480M	9492M	9504M	9516M	9528M	9540M	9552M	9564M	9576M	9588M	9600M	9612M	9624M	9636M	9648M	9660M	9672M	9684M	9696M	9708M	9720M	9732M	9744M	9756M	9768M	9780M	9792M	9804M	9816M	9828M	9840M	9852M	9864M	9876M	9888M	9900M	9912M	9924M	9936M	9948M	9960M	9972M	9984M	9996M	10008M	10020M	10032M	10044M	10056M	10068M	10080M	10092M	10104M	10116M	10128M	10140M	10152M	1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8/29/2018

Dun and Bradstreet

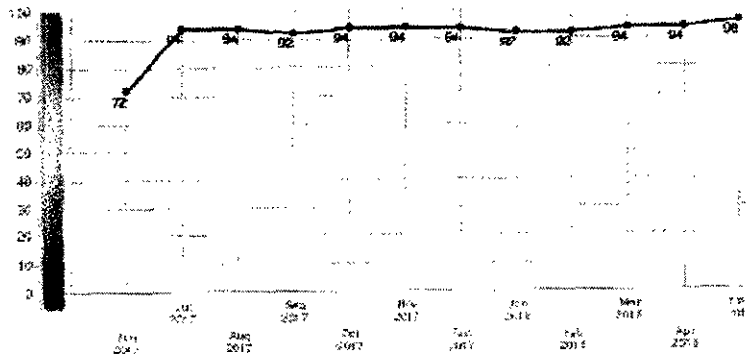
6	2014	11.30	453-440
6	13%	1-10	101-422

Trends - Scores, 12 Month



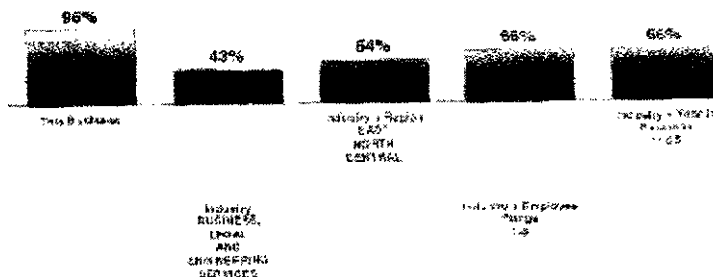
My Company (902)

Trends - Percentile, 12 Month



My Company (96%)

Industry Comparison



<https://www.dandb.com/products/economyview/print>

4/13

- This business has a Credit Score Percentage 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.

Financial Stress Score

Score Class Nat'l %
1559 ▲ 2 93%



Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months

Understanding My Score

Incidence of Financial Stress:

Among Companies with this Classification: 0.09%
 Average compared to business in D&B's database: 0.48%

Factors Affecting This Company's Score:

Higher risk industry based on failure rates by industry.

Higher risk state based on failure rates by state.

- The Financial Stress Class Summary Model predicts the likelihood of a firm ceasing business without paying all creditors in full, or organization 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&B's extensive data files.

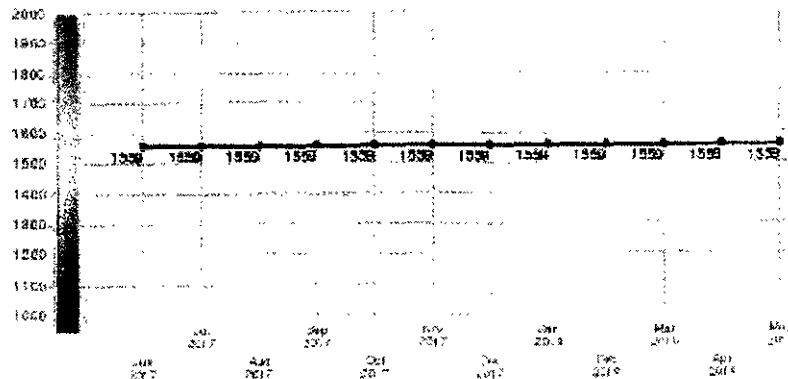
Notes:

- 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 Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentage reflects the relative ranking of a company among all scoreable 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.
- All Financial Stress Class, Percentile, Score and Incidence statistics are based on sample data from

Key

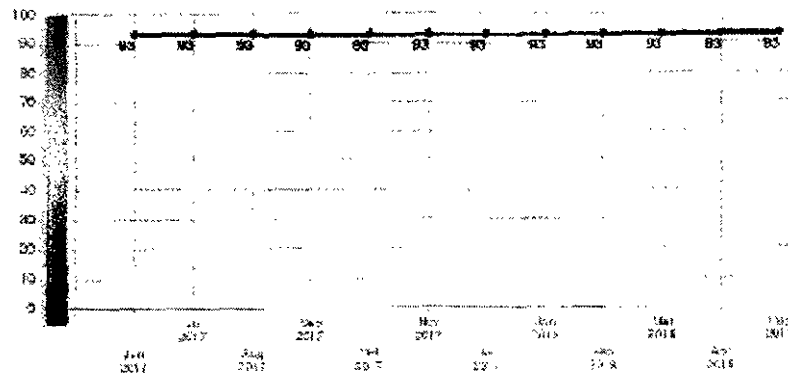
Score	Class	Percentage of companies in this class	Incidence of Financial Stress
1570-1675	1	95-100	0.03%
1310-1569	2	89-94	0.08%
1450-1505	3	84-88	0.24%
1340-1449	4	79-83	0.54%
1000-1330	5	74-78	4.70%

Trends - Scores: 12 Month



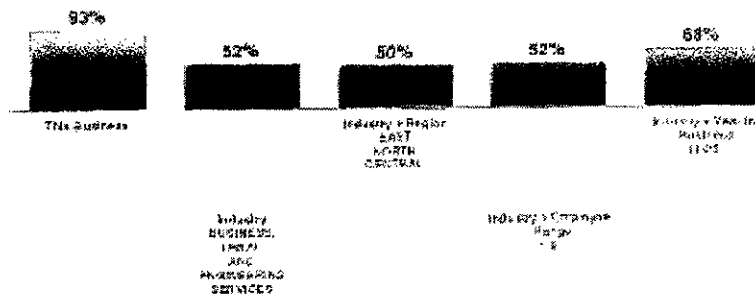
• My Company (1,550)

Trends - Percentile, 12 Months



• My Company (93%)

Industry - Comparison



This Business has a Financial Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.

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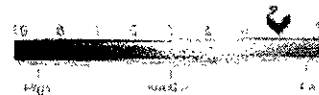
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- Lower risk than other companies in the same company size range.
- Lower risk than other companies with a comparable number of years in business.

Supplier Evaluation Risk Rating

2 ▲

Moderate risk of supplier experiencing severe financial stress over the next 12 months.



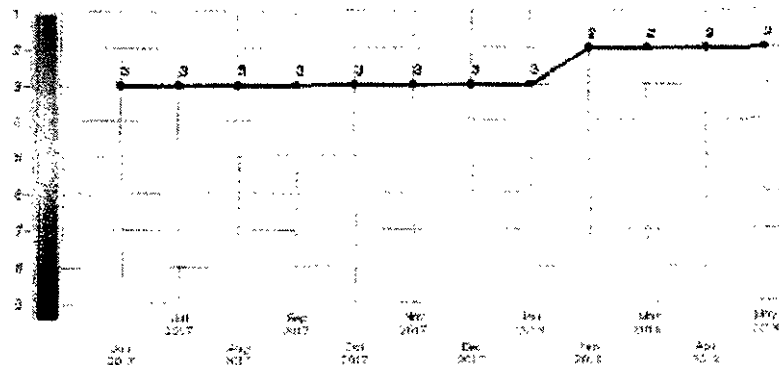
Understanding My Score

Factors Affecting This Company's Score:

Unstable Paydex over last 12 months.

Financial Statements not reported

Trends



• This Company (2)

Credit Limit Recommendation

Risk Category

1

Conservative Credit Limit

\$2.0k

Aggressive Credit Limit

\$10k

Low



Understanding My Score

D&B's Credit Limit Recommendation is intended to help you more easily manage your credit decisions. It provides two recommended dollar guidelines:

A conservative limit, which suggests a dollar benchmark if your policy is to extend less credit to minimize risk.

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An aggressive limit, which suggests a dollar benchmark if your policy is to extend more credit with potentially more risk.

The dollar guideline amounts are based on a historical analysis of credit demand of customers in D&B's U.S. payments database which have a similar profile to your business.

D&B Rating *

Rating

D&B Rating

Rating Update

2007-01-24

Understanding My Score

Factors Affecting Your Score

of Employees Total: 0

Payment Activity (based on 6 experiences)

Average High Credit: \$900

Highest Credit: \$2,500

Total Highest Credit: \$3,800

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

Payments

Timeliness of Historical Payments

Current PAYDEX: 80 Equal to ON TERMS
 Industry Median: 69 Equal to GENERALLY WITHIN terms
 Payment Trend: ++ Uncharged, compared to payments from months ago

Total payment Experiences in D&B File (HQ): 0
 Total payment Experiences during the last 2 months: 4
 Payments Within Terms (not dollar weighted): 100
 Total Placed For Collection: NA
 Average Highest Credit: 900
 Largest High Credit: 2,500
 Highest Now Owing: NA
 Highest Past Due: NA

Payment Summary

Total (Last 24 Months): 8

	Trade	Total (Last 24 Months)	Current Payment	Payment Trend	Payment Within Terms	Payment Within 30 Days	Payment Within 60 Days	Payment Within 90 Days
Top Industries								
Nonclassified	1	\$2,500	\$2,500	100%	0	0	0	0
Data processing serv	1	\$100	\$100	100%	0	0	0	0
Mac business serv	1	\$100	\$100	100%	0	0	0	0
Other Categories								

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Cash expenditures	5	\$1,100	\$0.00	--	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--	--
Placed for collections with D&B	0	\$0	\$0	--	--	--	--	--	--
Other	0	\$0	\$0	--	--	--	--	--	--
Total in D&B's file	5	\$0,000	\$2,000	--	--	--	--	--	--

Payments Beyond Terms

You have no payments beyond terms in the last 24 months.

All Payments

Total (Last 24 Months): \$

Date	Payment Received	Amount	Days Due	Days Paid	Days Overdue	Comments
06/20/18	Pay	\$100	50	\$0	0	1 mo
05/20/18	Pay	\$100	50	\$0	0	2-3 mos
05/20/18	PO	\$500	\$0	\$0	0	Cash account 5-12 mos
05/20/18	PO	\$500	\$0	\$0	0	Cash account 2-3 mos
05/20/18	Pay	\$2,500	\$0	\$0	0	8-12 mos
02/20/17	PO	\$100	--	--	--	Cash account 1 mo

Indications of payment can be the result of disputes over merchandise, shipped invoices, etc. Accounts are sometimes placed in collection even though the balance or amount of debt is disputed.

The public record items contained in this report may have been paid, corrected, vacated or removed prior to the date this report was printed.

History & Operations

Currency: Shown in USD unless otherwise indicated

Company Overview

Company Name:	UTILITIES GROUP	URL:	NA
Doing Business As:	IND. T. G.	Stock Symbol:	NA
Street Address:	UTILITIES GROUP	History:	NA
	INC. THE	Operations:	NA
	11200 CLEVELAND AVE SW	Present Management Control:	NA
	440	Annual Sales:	NA
	CLEVELAND, OH 44124	Year Started:	NA
Mail Address:	NA	Manager:	NA
Phone:	(216) 461-7854	Gross Revenue:	NA
Line of Business:	Management	Financial Condition:	NA
	consulting services		

History

The following information was reported 06/25/2018

OFFICER(S):
MICHAEL CATANZARO, PRESIDENT

DIRECTOR(S):
THE OFFICER(S):
The Ohio Secretary of State business registration file showed that THE UTILITIES GROUP, INC. was registered as a corporation on October 5, 1999.

Business moved XXXX.
MICHAEL CATANZARO, Work History Unknown.
Business address has changed from 3300 Buford St. Cincinnati, OH 45211 to 10400 Cleveland Ave SW, Cleveland, OH, 44124.

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Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF JUNE 22 2018

Registered Name: THE UTILITIES GROUP, INC.
Business Type: CORPORATION
Corporation Type: PROFIT
Date Incorporated: Oct 26 1995
State of Incorporation: OHIO
Filing Date: Oct 05 1999
Registration ID: H058330
Status: ACTIVE
Where Filed: SECRETARY OF STATE/CORPORATIONS DIVISION, COLUMBUS, OH
Registered Agent: MICHAEL CATANZARO, 2203 BUELL ST, CINCINNATI, OH 45210000
Agent Appointed: Oct 05 1999
Agent Status: ACTIVE
Principals: MICHAEL CATANZARO, INCORPORATOR

Operations

06/28/2018

Description:
 Provides management consulting services, specializing in utility specialists.
Territory: Local.

Employees: 5 which includes officers/1.

Facilities: Leases 1,000 sq. ft. in building.

Location: Central business section on well-traveled street.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended SIC code. The SIC code of 8-digit code enables us to be more specific to a company's operations than if we use the standard 4-digit code. To 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

8742 (800) Industry specialist consultants

NAICS:

54161 Administrative Management and General Management Consulting Services

Public Filings

Currency: Shown in USD unless otherwise indicated

Summary

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

Filing Type	Filing Count	Open/Closed Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	0	-

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The following Public Filing data is for information purposes only and is not to be relied upon.
Certified copies can only be obtained from the official source.

Judgments

We currently don't have enough data to display this section.

LEDS

We currently don't have enough data to display this section.

Suits

We currently don't have enough data to display this section.

UCC Filings

We currently don't have enough data to display this section.

Government Activity

Summary

Borrower (DinGuard):	NO
Administrative Debt:	NO
Contractor:	NO
Grantee:	NO
Party excluded from federal program(s):	NO
Possible Candidate:	
Labor Surplus Area:	N/A
Small Business:	YES (2018)
8(A) Firm:	N/A

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

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

Financials

Key Business Ratios from D&B


We currently do not have enough information to generate the graph or table of selected Key Business Ratios.

• This Company

Key Financial Comparisons

8/29/2018

Dun and Bradstreet

This Company's Operating Results Year Over Year			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Distributions	NA	NA	NA
Working Capital	NA	NA	NA
This Company's Assets Year Over Year			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non-Current	NA	NA	NA
Total Assets	NA	NA	NA
This Company's Liabilities Year Over Year			
Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long-term and Short-term Liabilities	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA
 We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.			
Key Business Ratios			
	This Company	Industry Median	Score
Solvency			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA

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Efficiency			
Collection Period	NA	NA	NA
Inventory Turn Days	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
Profitability			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on Net Worth	NA	NA	NA

Special Events

We currently do not have any related information to be displayed.

Corporate Linkage

Corporate Linkage Not Available

We currently don't have enough data to build the linkage.

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Exhibit C-8 “Bankruptcy Information”

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

Exhibit C-9 "Merger Information"

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

Exhibit C-10 “Corporate Structure”

The Utilities Group, Inc. is a stand-alone entity with no affiliate or subsidiary companies.

SECTION D:
APPLICANT TECHNICAL CAPABILITY

Exhibit D-1 "Operations"

The Utilities Group, Inc. ("TUG") works on behalf of its clients, end-users in the retail energy business. We audit energy usage patterns, rates and invoices. We identify clients' energy needs and opportunities, conduct competitive bids to determine the best supplier, terms & conditions and price, and provide guidance and recommendations accordingly. Following a successful RFP award, TUG ensures the chosen supplier executes the switch as contracted, and monitors the account to ensure the terms and conditions are met ongoing. In accordance with the terms of the Energy Management Agreement (EMA) between TUG and the client, savings are tracked and reported to the client. The client is encouraged to contact TUG any time there are questions regarding their retail supply and/or regulated delivery bills. TUG customer service will follow up and help resolve issues with the utility or the CRES.

Our Energy Analyst team monitors news and events in the energy markets and industry, including regulatory and legislative matters. Clients are advised of significant changes, and when appropriate TUG will proactively contact clients to explain the changes and anticipated impact on energy bills.

TUG senior personnel consult with clients on an "as needed" basis to discuss and advise on projects including energy efficiencies, demand management and sustainability.

Clients are invoiced according to the terms of the EMA, and routine contacts are made with the client according to client needs and requests.

The Utilities Group, Inc. works only with suppliers which have been certified by PUCO. At no time does TUG take title to natural gas.

Exhibit D-2 "Operations Expertise"

Michael Catanzaro, the founder and President of The Utilities Group, Inc., has been involved in the energy retail industry since 1997 with a focus on sales and client interaction. Prior to founding The Utilities Group, Mr. Catanzaro was a sales agent for Volunteer Energy for two years where he gained knowledge and experience in operations, pricing, marketing and servicing clients. Prior to that, Mr. Catanzaro worked in the wholesale food business for twenty years in both operations and sales.

Jennifer Kist, the operations leader of the company, began her energy career in 2000 upon joining The Utilities Group. Prior, Ms. Kist worked for over ten years as an intellectual property paralegal with Frost & Jacobs where she gained a vast knowledge in contract management and compliance to government regulation. Ms. Kist worked for two years as Marketing Director for Midwest Manufacturing Solutions, a provider of manufacturing improvement consulting services.

The first seven years after formation, The Utilities Group operated under a joint venture agreement with the corporate energy department of Procter & Gamble. During this time, The Utilities Group provided sound energy market information and gained valuable experience executing Procter & Gamble's Supply Chain Energy Program. For a period of time, Ms. Kist was embedded at P&G, working side-by-side with its energy department personnel. Under the Supply Chain Energy Program, over 70 client commercial/industrial companies participated in energy aggregation agreements, representing up to 2.5 Bcf requirement. The Utilities Group eventually assumed the predominant lead role in the marketing, aggregation activities and program operations.

For the past nineteen years, Mr. Catanzaro and Ms. Kist have led The Utilities Group, maintaining and growing a strong customer, supplier and third-party base. They have extensive knowledge of the commodity market, utility rate structures, operations, structuring deals, marketing and customer service activities. They have accumulated knowledge and experience in a wide array of deregulated as well as regulated energy-related areas. With the addition of Rock Deitsch, VP Sales, TUG gained insight from a supplier's vantage and Maryanne McGowan, VP Strategic Development, rounds out the management team with the regulated utility background. Over the year, The Utilities Group has grown to include administrative personnel specializing in the areas of IT, process and organizational design and customer service and support. The Utilities Group, Inc. is currently certified by PUCO as an Electric Energy Aggregator/Power Broker, Certificate 09-152E(5) as well as a Competitive Retail Natural Gas Broker/Aggregator, Certificate 12-264G(3). The Utilities Group works only with PUCO-certified, company-vetted suppliers.

Exhibit D-3 "Key Technical Personnel"

Name: Michael Catanzaro
Title: President, Vice President of Sales, Secretary
Email: michael@tugmgt.com
Telephone: (513) 481-7954 Ext 101
Background: 21 years in energy industry- sales and operations; 20 years in food wholesale

Name: Rockland Deitsch
Title: Vice President Sales
Email: rdeitsch@tugmgt.com
Telephone: (513) 481 7954, Ext 109
Background: 24 years in energy industry with Exelon Energy, sales and sales management, regulated, deregulated natural gas and electric

Name: Drew Phillips
Title: Energy Analyst
Email: dphillips@tugmgt.com
Telephone: (513) 481-7954 Ext 111
Background: Over 2 years dedicated to tariff and meter data analysis

Name: Ricky Apuzzo
Title: Software Engineer
Email: rapuzzo@tugmgt.com
Telephone: (513) 481-7954 Ext 108
Background: More than 10 years of database design and management; developer of energy data management solutions