



# PRES SERVICES

- > **PRES Energy Division** • 95 Stark Street • Tonawanda, New York 14150
- > Office • 716 633.1370 • [www.pres-services.com](http://www.pres-services.com)

FILE

November 29, 2018

PUCO Docketing Division  
180 East Broad Street  
Columbus, OH 43215-3793

RE: Case # 12-2813-EL-AGG

Attached are the amendments missing from our application.

Please let me know if you require any additional information

Thank you,

Patti Styn  
Accounting Manager

RECEIVED-DOCKETING DIV  
2018 DEC -3 PM 2:21  
PUCO

This is to certify that the images appearing are an  
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Technician As Date Processed 12/3/18



**From:** O'Daniel, Christopher  
**Sent:** Tuesday, November 13, 2018 11:21 AM  
**To:** 'ken.camera@pres-services.com' <ken.camera@pres-services.com>  
**Subject:** Application Not Complete - Case No.12-2813-EL-AGG

Mr. Camera:

I am the PUCO Staff member assigned to review the C-Exhibits associated with your renewal application docketed under Case Number 12-2813-EL-AGG. This application was filed recently.

There is no credit rating associated with Exhibit C-6. Given your organization, your response is acceptable for this item. However, since there is no credit rating associated with Exhibit C-6, you are required to provide a credit report in Exhibit C-7. Below is the applicable excerpt from the filing instructions explaining what you may do to bring your Exhibit C-7 into compliance with the filing requirements:

- In regards to Exhibit C-7, 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.

One approach may be to have your organization engage a credit reporting service (PUCO accepts D&B, Experian, and similar services). You will then wish to append your filing with us through Docketing, in the manner outlined below. If you choose not to secure a credit report for your organization, we will require a personal credit report from a principal named in Exhibit A-10. The Federal Trade Commission publishes information on how to obtain a personal credit report.

Further, the application's Exhibit C-10 differs from the Exhibit C-10 filed as a renewal in November 2016. It now appears (in 2018) that Stark Technologies, in conjunction with PRES Holdings, controls PRES Services LLC.

I observe that in your current application, in Exhibit C-9, you disclose no changes regarding dissolution, merger or acquisition. However, this cannot be the case given the changes made in Exhibit C-10 from 2016 to the present. Therefore, to bring your application into compliance, it will be necessary to amend your Exhibit C-9 in the manner outlined below.

- In regards to Exhibit C-9, provide a statement describing any dissolution or merger or acquisition within the two most recent years preceding the application.

Please send the above referenced Exhibits to the PUCO Docketing Division with a note to include them as amendments to your application for Case Number 12-2813-EL-AGG. The required amendments should be received by Docketing by November 23, 2018 and comply with filing content requirements in order for Staff to have sufficient time to review the information in your applications. Please direct questions concerning filing your Exhibits C-7 and C-9 to Docketing at 614-466-4095.

Please call or e-mail me with any questions.

**Christopher M. O'Daniel, CFA**  
Public Utilities Commission of Ohio  
Rates and Analysis Department  
Securities Analyst, Financial Analysis Section  
614-466-8057

# Pres Services, Llc

DUNS: 14-677-2988



## Business Information Report

### Company Information

95 Stark St

Tonawanda, NY 14150

This is a **single location** location.

Telephone (716) 633-1370

Stock Symbol: NA

Year Started 2001

Employees 10

### Financial Statement

Sales NA

Net Worth NA

History: NA

Financial Condition: NA

Financing: NA

SIC: 8748

Line of Business: Business consulting services

### Corporate Family:

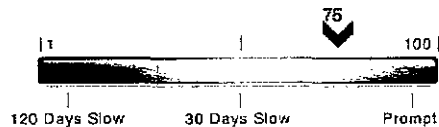
This business is a single location of the corporate family.

## Scores

### PAYDEX®

**75** ▼

8 days beyond terms



Based on up to 24 months of trade.

#### D&B PAYDEX® Key

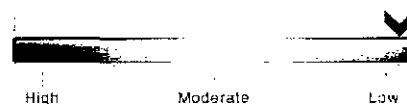
- High risk of late payment  
(average 30 to 120 days beyond terms)
- Medium risk of late payment  
(average 30 days or less beyond terms)
- Low risk of late payment  
(average prompt to 30+ days sooner)

## Credit Limit Recommendation

Risk Category  
**Low**

Conservative Credit Limit  
**\$15k**

Aggressive Credit Limit  
**\$30k**



## D&B Rating ®

Rating  
**1R3**

Number of employees: **1R indicates 10 or more employees**  
Composite Credit Appraisal: **3 is fair**

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 03/07/2006

D&B Rating	Date Applied
1R3	2013-09-16
1R2	2012-10-18
1R3	2012-01-19
1R2	2009-06-23
--	2007-04-05
ERN	2006-03-07

The Summary Analysis section reflects information in D&B's file as of November 28, 2018

## D&B Viability Rating

**3**

Viability Score

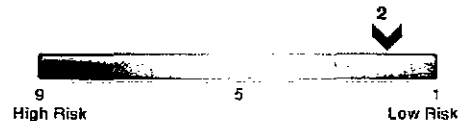


Compared to ALL US Businesses within the D&B Database:

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

**2**

Portfolio Comparison

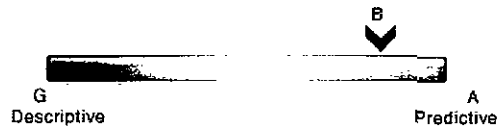


Compared to ALL US Businesses within the D&B Database:

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

Data Depth Indicator

**B**



#### Data Depth Indicator:

Rich Firmographics  
 Extensive Commercial Trading Activity  
 Basic Financial Attributes

#### Company Profile

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

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

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

## History & Operations

### History

The following information was reported: 02/22/2018

**Officer(s):**  
 ROBERT MOYER SR, MBR

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

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

Business started 2001.

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

Business address has changed from 2430 N Forest Rd Ste 106, Getzville, NY, 14068 to 95 Stark St, Tonawanda, NY, 14150.

### Operations

02/22/2018

#### Description:

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

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

**Employees:** 10 which includes partners.

**Facilities:** Rents premises in a two story brick building.

## 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 to 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.

8748 9904 Energy conservation consultant

**NAICS:**

541690 Other Scientific and Technical Consulting Services

## Payments

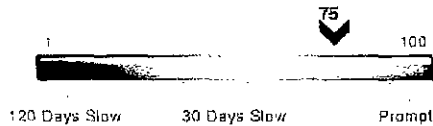
### PAYDEX®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 21 payment experiences as reported to D&B by trade references.

#### 3 Month PAYDEX®

**75 ▲**

When weighted by dollar amount, payments to suppliers average 8 days beyond terms terms.

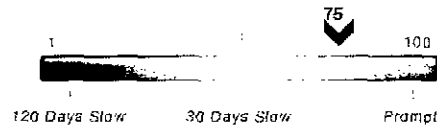


Based on payments collected over the last 3 months

#### 24 Month PAYDEX®

**75 ▼**

When weighted by dollar amount, payments to suppliers average 8 days beyond terms terms.



Based on payments collected over the last 24 months

When dollar amounts are not considered, then approximately 94 of the company's payments are within terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

## Payments Summary

Total (Last 24 Months): 21

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	31	Days Slow		
						30-80	81-90	90
<b>Top Industries</b>								
Mfg refriger/heat equip	2	\$505,000.00	\$500,000.00	100%	0	0	0	0
Misc business service	2	\$100.00	\$50.00	100%	0	0	0	0
Whol heating/ac equip	1	\$400,000.00	\$400,000.00	50%	50	0	0	0
Mfg relays/controls	1	\$200,000.00	\$200,000.00	100%	0	0	0	0
Short-term busn credit	1	\$35,000.00	\$35,000.00	100%	0	0	0	0
Nonclassified	1	\$10,000.00	\$10,000.00	100%	0	0	0	0
<b>Other Categories</b>								
Cash experiences	13	\$950	\$100	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--

Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
Total in D&B's file	21	\$1,151,050	\$500,000	--	--	--	--	--

The highest Now Owes on file is \$400,000

The highest Past Due on file is \$400,000

There are 21 payment experience(s) in D&Bs file for the most recent 24 months, with 9 experience(s) reported during the last three month period.

## Payments Details

Total (Last 24 Months): 21

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo)
10/2018	Ppt	\$500,000	\$400,000	\$0	--	1 mo
10/2018	Ppt	\$35,000	\$35,000	\$0	--	1 mo
10/2018	Ppt	\$5,000	\$0	\$0	--	6-12 mos
10/2018	(004)	\$100	\$0	\$0	Cash account	6-12 mos
10/2018	(005)	\$100	\$0	\$0	Cash account	6-12 mos
09/2018	Pot	\$50	\$50	\$0	--	1 mo
09/2018	Ppt	\$50	\$0	\$0	--	6-12 mos
09/2018	Ppt-Slow 30	\$400,000	\$400,000	\$400,000	--	1 mo
08/2018	Ppt	\$200,000	\$200,000	\$0	--	1 mo
07/2018	(010)	\$100	--	--	Cash account	1 mo
06/2018	(011)	\$50	--	--	Cash account	2-3 mos
06/2018	(012)	\$50	--	--	Cash account	1 mo
05/2018	(013)	\$50	--	--	Cash account	1 mo
05/2018	(014)	\$50	--	--	Cash account	4-5 mos
04/2018	(015)	\$100	--	--	Cash account	1 mo
04/2018	(016)	\$50	--	--	Cash account	6-12 mos
04/2018	(017)	\$50	--	--	Cash account	1 mo
12/2017	(018)	\$50	--	--	Cash account	1 mo
08/2017	(019)	\$100	--	--	Cash account	1 mo
03/2017	(020)	\$100	--	--	Cash account	1 mo
11/2016	Ppt	\$10,000	\$0	\$0	--	6-12 mos

Payments Detail Key: ■ 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met 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.

## Banking and Finance

### Statement Update

#### Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

#### • This Company

#### Key Financial Comparisons

	(\$)	(\$)	(\$)
<b>This Company's Operating Results Year Over Year</b>			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
<b>This Company's Assets Year Over Year</b>			
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	Industry Quartile
<b>Solvency</b>			
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
<b>Efficiency</b>			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
<b>Profitability</b>			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

**Public Filings****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	09/18/17

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.

## Judgments

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

## Liens

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

**Collateral:** All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS

**Type:** Original

**Sec.Party:** EVANS BANK, N.A., HAMBURG, NY

**Debtor:** PRES SERVICES, LLCand OTHERS

**Filing No.:** 1709188400349

**Filed With:** SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

**Date Filed:** 09/18/17

**Latest Info Received:** 10/10/17

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

## Government Activity

### Summary

**Borrower (Dir/Guar):** 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.

## Special Events

**02/22/2018**

Business address has changed from 2430 N Forest Rd Ste 106, Getzville, NY, 14068 to 95 Stark St, Tonawanda, NY, 14150.

## Corporate Linkage

### Parent

Company Name	DUNS #	City, State
PRES SERVICES, LLC	14-677-2988	TONAWANDA, NEW YORK



# PRES SERVICES

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Provide a summary of any history of bankruptcy, dissolution, merger, or acquisition of the entity in the last two calendar years immediately preceding the application.

**There is no history of any bankruptcy. In September 2017, PRES Holdings sold it's interest in PRES Services LLC to Stark Technologies**

