



# Public Utilities Commission

Original AGG Case Number	Version
11 - 2541-EL-AGG	May 2016

## RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

### A. RENEWAL INFORMATION

#### A-1 Applicant intends to be certified as: (check all that apply)

☒ Power Broker ☒ Aggregator

#### A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

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

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

PUCO Certificate # and Date Certified 11-361E(4); 5/29/2017 through 5/29/2019

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

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

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

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

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

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

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

TES Energy Services, LP

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

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

Name Linda D. Graham

Title VP - Administration

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

Telephone # (972) 447-0447

Fax # (972) 447-0400

E-mail address

linda@tesenergyservices.com

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

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

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

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

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

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

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

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

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

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.



**B-3** **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

## **C. FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

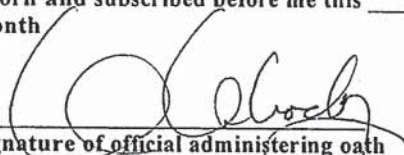
If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.



- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

  
Signature of Applicant & Title

Sworn and subscribed before me this 9th day of April, 2019  
Month Year

  
Signature of official administering oath

LORI INBODY  
Print Name and Title

My commission expires on \_\_\_\_\_



# AFFIDAVIT

State of Texas :

Dallas ss.  
(Town)

County of Collin :

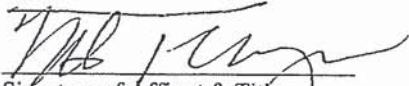
Mike Teague, Affiant, being duly sworn/affirmed according to law, deposes and says that: She is the CO-CEO (Office of Affiant) of T.E.S Energy Services, L.P (Name of Applicant); That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

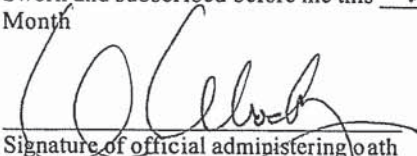


11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

  
Signature of Affiant & Title

Sworn and subscribed before me this 9<sup>th</sup> day of April, 2019  
Month Year

  
Signature of official administering oath

LORI INBODY  
Print Name and Title

My commission expires on Lori Inbody  
  
Notary Public,  
State of Texas  
Expires: 10/04/2019

“Exhibit A-10 ‘Principal Officers, Directors & Partners’”

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

Name	Address & Telephone	Titles
Kathi Teague	5801 Greenwyck, Plano, TX 75093 972-403-0877	Partner
Deborah Teague	5175 Longvue, Frisco, TX 75034 972-668-5165	Partner
Jerry Gatti	4474 Saint Andrews Blvd., Irving, TX 75038 972-447-0447	Partner / Sr. VP
Jim Bono	136 Golden Rd., Sherman, TX 75090 972-447-0447	Partner / VP Sales
Illuminated Partners, Inc., General Partner	17480 Dallas Parkway, Suite 200, Dallas, TX 75287	General Partner

Addition Officers	No Ownership	
Mike Teague	5801 Greenwyck, Plano, TX 75093 214-316-8259	Co-CEO
Pat Teague	5175 Longvue, Frisco, TX 75034 972-841-0271	Co-CEO



# "Exhibit B-1 'Jurisdictions of Operation"

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

Jurisdiction of Territories

License Required - Applied For License

## Electric - Current Territories Served

State		SOS Renewal Required	Surety Bond Required	License Required	License Required - License #
California	CA	NO	NO	NO	
Connecticut	CT	NO	NO	NO	
Delaware	DE	YES	NO	YES	Docket No. 11-146; Order No. 7937
District of Columbia (Washington DC)	DC	YES	YES	YES	Case No. EA-11-3-5
Illinois	IL		YES	YES	Docket No. 11-0288
Maine	ME			YES	Docket No. 2011-90
Maryland	MD		YES	YES	IR-2169
Massachusetts	MA			YES	EB-187
New Hampshire	NH			YES	In process
New Jersey	NJ		YES	YES	EA-0132; EC-0037
New York	NY			NO	
Ohio	OH			YES	11-361E(3)
Pennsylvania	PA		YES	YES	A-2010-2207746
Texas	TX			YES	80081
CANADA - Ontario				NO	
CANADA - Alberta				NO	

**“Exhibit B-3 ‘Disclosure of Liabilities and Investigations”**

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

**T.E.S. ENERGY SERVICES, L.P. does not have any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant’s financial or operational status or ability to provide the services it is seeking to be certified to provide.**

## “Exhibit C-1 ‘Annual Report’”

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

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



## “Exhibit C-2 ‘SEC Filings”

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

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

"Exhibit C-3 'Financial Statements'"

**T.E.S. ENERGY SERVICES, L.P.**  
**FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2018**  
**AND**  
**ACCOUNTANTS' COMPILATION REPORT**

ACCOUNTANTS' COMPILATION REPORT

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

Management is responsible for the accompanying financial statements of T.E.S. Services, L.P. (a partnership), which comprise the statement of assets and capital – tax basis as of September 30, 2018, and the related statement of revenues and expenses – tax basis for the three months and nine months then ended, and for determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

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

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

We are not independent with respect to T.E.S. Energy Services, L.P.

*McCarthy, Rose & Mills, L.L.P.*

December 12, 2018  
Frisco, Texas



# "Exhibit C-3 'Financial Statements'"

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

### STATEMENT OF ASSETS AND CAPITAL-TAX BASIS

September 30, 2018

#### ASSETS

##### CURRENT ASSETS

Cash-Checking Capital One	\$ 417,433.89
Cash-Savings Capital One	105,113.70
Cash-Deer Lease	3,802.53
Account Receivable-Other	<u>8,039.64</u>

##### TOTAL CURRENT ASSETS

\$ 534,389.76

##### PROPERTY AND EQUIPMENT

Furniture and Fixtures	92,114.80
Office and Computer Equipment	<u>138,565.12</u>
Total Property and Equipment	230,679.92
Less Accumulated Depreciation	<u>(224,017.93)</u>

##### NET PROPERTY AND EQUIPMENT

6,661.99

##### OTHER ASSETS

Goodwill	445,000.00
Investment-Skyline Drive LLC	70,241.18
Deer Lease	<u>19,599.72</u>

##### TOTAL OTHER ASSETS

534,840.90

##### TOTAL ASSETS

\$ 1,075,892.65

#### CAPITAL

##### CAPITAL

Partners' Capital	\$ 1,182,278.86
Distributions	(540,185.58)
Current Earnings	<u>433,799.37</u>

##### TOTAL CAPITAL

\$ 1,075,892.65

See accountants' compilation report.

# "Exhibit C-3 'Financial Statements'"

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

STATEMENT OF REVENUES AND EXPENSES-TAX BASIS  
For the Three Months and Nine Months Ended September 30, 2018

	Current	%	Year-To-Date	%
REVENUES				
Consulting Income	\$ 1,063,956.83	100.0	\$ 2,514,195.68	100.0
Other Income	0.00	0.0	20.45	0.0
TOTAL REVENUES	1,063,956.83	100.0	2,514,216.13	100.0
OPERATING EXPENSES				
Salaries	277,612.17	26.1	799,528.95	31.8
Guaranteed Payments to Partners	2,377.50	0.2	10,460.50	0.4
Commissions Expense	169,562.23	15.9	492,853.40	19.6
Contract Labor	23,209.74	2.2	26,284.41	1.0
Payroll Taxes	2,026.04	0.2	2,026.04	0.1
Outside Services	1,750.00	0.2	16,623.20	0.7
HR Administrative Fees	52,372.79	4.9	169,613.82	6.7
Retirement Contributions	8,945.09	0.8	28,796.31	1.1
Automobile Expense	18,909.79	1.8	60,915.60	2.4
Rent	18,453.00	1.7	58,745.26	2.3
Insurance	8,571.25	0.8	25,362.32	1.0
Office Supplies	18,799.07	1.8	59,739.43	2.4
Trade Shows	6,942.55	0.7	15,033.11	0.6
Postage and Delivery	8.25	0.0	484.00	0.0
Printing and Reproduction	1,247.60	0.1	1,299.67	0.1
Telephone	13,177.34	1.2	35,071.39	1.4
Taxes-Other	0.00	0.0	8,100.93	0.3
Dues and Subscriptions	1,047.74	0.1	6,075.13	0.2
Professional Fees	883.50	0.1	14,401.00	0.6
Travel Expenses	25,794.93	2.4	56,805.22	2.3
Bank Fees	301.00	0.0	1,176.42	0.0
Entertainment	51,288.26	4.8	96,525.62	3.8
Licenses and Permits	0.00	0.0	200.00	0.0
Advertising and Promotion	10,766.35	1.0	42,441.11	1.7
Deer Lease Expenses	15,448.94	1.5	26,448.68	1.1
Other Operating Expenses	948.06	0.1	1,819.22	0.1
TOTAL OPERATING EXPENSES	730,443.19	68.7	2,056,830.74	81.8
OPERATING INCOME	333,513.64	31.3	457,385.39	18.2
OTHER EXPENSES				
Contributions	1,115.80	0.1	7,235.80	0.3
Depreciation Expense	6,662.00	0.6	11,350.22	0.5
Amortization Expense	5,000.00	0.5	5,000.00	0.2
TOTAL OTHER EXPENSES	12,777.80	1.2	23,586.02	0.9
NET INCOME	\$ 320,735.84	30.1	\$ 433,799.37	17.3

See accountants' compilation report.

# "Exhibit C-3 'Financial Statements'"

4th qtr.  
2017

## SHORT & ASSOCIATES, P.C.

CERTIFIED PUBLIC ACCOUNTANTS

18383 PRESTON ROAD, SUITE 410

DALLAS, TEXAS 75252

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

### ACCOUNTANT'S COMPILATION REPORT

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

Management is responsible for the accompanying financial statements of T.E.S. Services, L.P. (a partnership), which comprise the statement of assets and capital – tax basis as of December 31, 2017, and the related statement of revenues and expenses – tax basis for the twelve months then ended, and for determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

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

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

We are not independent with respect to T.E.S. Energy Services, L.P.

*Short & Associates, P.C.*

March 27, 2018



# "Exhibit C-3 'Financial Statements'"

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

### STATEMENT OF ASSETS AND CAPITAL-TAX BASIS

December 31, 2017

#### ASSETS

##### CURRENT ASSETS

Cash-Checking Capital One	\$ 194,200.41	
Cash-Savings Capital One	455,113.70	
Cash-Deer Lease	4,056.03	
Account Receivable-Other	<u>250.00</u>	
TOTAL CURRENT ASSETS		\$ 653,620.14

##### PROPERTY AND EQUIPMENT

Furniture and Fixtures	87,735.00	
Office and Computer Equipment	<u>124,932.71</u>	
Total Property and Equipment	212,667.71	
Less Accumulated Depreciation	<u>(212,667.71)</u>	
NET PROPERTY AND EQUIPMENT		0.00

##### OTHER ASSETS

Investment-Skyline Drive LLC	59,059.00	
Deer Lease	<u>19,599.72</u>	
TOTAL OTHER ASSETS		<u>78,658.72</u>
TOTAL ASSETS		\$ <u><u>732,278.86</u></u>

#### CAPITAL

##### CAPITAL

Partners' Capital	\$ 642,306.88	
Distributions	(723,024.89)	
Current Earnings	<u>812,996.87</u>	
TOTAL CAPITAL		\$ <u><u>732,278.86</u></u>

See accountant's compilation report.

**"Exhibit C-3 'Financial Statements'"**

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

**STATEMENT OF REVENUES AND EXPENSES-TAX BASIS**

For the Twelve Months Ended December 31, 2017

	Year-To-Date	%
REVENUES		
Consulting Income	\$ 3,425,760.44	100.1
Investment Income (Loss)	(2,208.69)	(0.1)
Interest Income	213.35	0.0
TOTAL REVENUES	3,423,765.10	100.0
OPERATING EXPENSES		
Salaries	1,036,685.94	30.3
Guaranteed Payments to Partners	8,132.48	0.2
Commissions Expense	642,127.14	18.8
Contract Labor	21,370.49	0.6
Outside Services	34,531.52	1.0
HR Administrative Fees	232,210.43	6.8
Retirement Contributions	23,785.76	0.7
Automobile Expense	85,250.92	2.5
Rent	75,714.91	2.2
Insurance	32,184.08	0.9
Office Supplies	64,549.38	1.9
Trade Shows	5,070.20	0.1
Postage and Delivery	1,252.65	0.0
Printing and Reproduction	404.10	0.0
Equipment Rental	4,734.82	0.1
Telephone	47,889.06	1.4
Taxes-Other	8,623.71	0.3
Dues and Subscriptions	5,376.25	0.2
Professional Fees	19,189.16	0.6
Travel Expenses	50,473.85	1.5
Bank Fees	1,203.85	0.0
Entertainment	74,283.81	2.2
Licenses and Permits	600.00	0.0
Advertising and Promotion	35,479.41	1.0
Deer Lease Expenses	36,310.64	1.1
Other Operating Expenses	8,340.31	0.2
TOTAL OPERATING EXPENSES	2,555,774.87	74.6
OPERATING INCOME	867,990.23	25.4
OTHER EXPENSES		
Contributions	12,959.86	0.4
Depreciation Expense	42,033.50	1.2
TOTAL OTHER EXPENSES	54,993.36	1.6
NET INCOME	\$ 812,996.87	23.7

See accountant's compilation report.

## “Exhibit C-4 ‘Financial Arrangements”

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

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



"Exhibit C-5 'Forecasted Financial Statements'"  
T.E.S. ENERGY SERVICES, L.P.

For the State of Ohio  
Electric

Projection 2019 - Income Statement

REVENUES	\$ 48,000.00
OPERATING EXPENSES	\$ 6,500.00
NET INCOME	<u>\$ 54,500.00</u>

Projection 2020 - Income Statement

REVENUES	\$ 48,500.00
OPERATING EXPENSES	\$ 6,600.00
NET INCOME	<u>\$ 55,100.00</u>

## “Exhibit C-6 ‘Credit Rating’”

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

Not rated by rating agency.

Summary

Order Reference: kauthp@dnb.com | Report as of: 04-08-2019 1:32 PM | using Currency as USD

TES ENERGY SERVICES, LP

Tradestyle(s): -

ACTIVE SINGLE LOCATION

Address: 17480 Dallas Pkwy Ste 200, Dallas, TX, 75287,  
UNITED STATES  
Phone: (972) 447-0447  
D-U-N-S: 36-112-1366  
In Portfolio: No

Risk of Bad Debt Write-off

69  
(No change since last month)

Cash Flow Risk

94  
(No change since last month)

Age of Business

16 years  
2003 Year Started

Employees

10

Company Profile

D-U-N-S  
36-112-1366

Legal Form  
Partnership

History Record  
Clear

Date Incorporated  
10-01-2003

State of Incorporation  
Texas

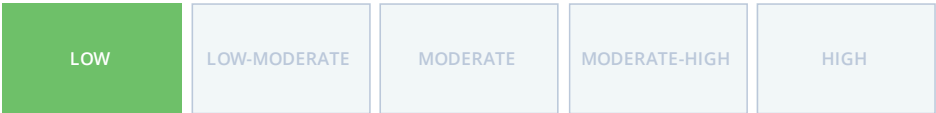
Ownership  
Not publicly traded

Mailing Address  
United States  
Telephone  
(972) 447-0447  
Present Control Succeeded  
2003

Employees  
10  
Age (Year Started)  
16 years (2003)  
Named Principal  
Brian Markham, MEMBER  
Line of Business  
Automotive repair

Risk Assessment

Overall Business Risk



Maximum Credit Recommendation

US\$ 15,000

The recommended limit is based on a low probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: VERY STABLE CONDITION

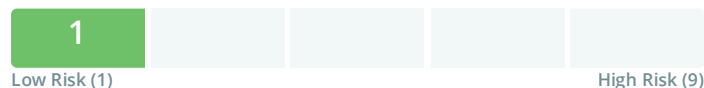


- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

"Exhibit C-7 'Credit Report'"

## D&B Viability Rating

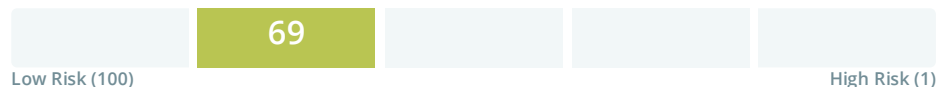
### Portfolio Comparison Score



Company's risk level is: **LOW**

Probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months: **2.00 %**

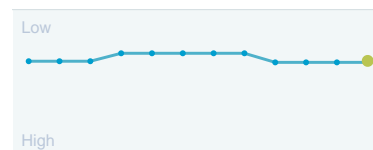
## Risk of Bad Debt Write-off (also known as the Failure Score)



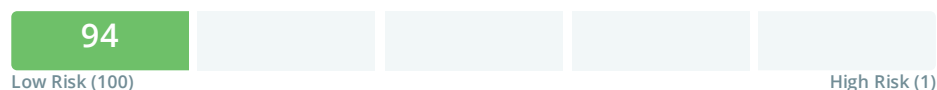
Company's risk level is: **LOW-MODERATE**

Based on the D&B Failure Score, the probability of failure for this company in the next 12 months is **0.14 %**, which makes it a **Low-Moderate** risk for you to incur a write-off.

### Past 12 Months



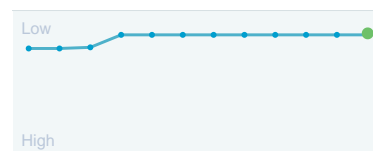
## Cash Flow Risk (also known as the Delinquency Score)



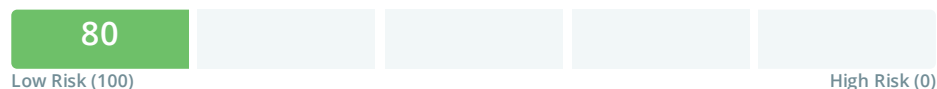
Company's risk level is: **LOW**

Based on the D&B Delinquency Score reporting a payment behavior of **CONSISTENT, TIMELY PAYMENTS**, this company is predicted to have a **Low** risk of a negative impact to your cash flow.

### Past 12 Months



## Payment Behavior



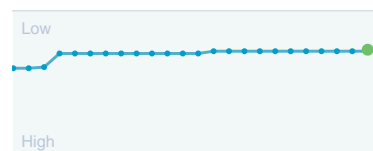
Company's risk level is: **LOW**

### Pays On Time

Based on a D&B PAYDEX® of **80**

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

### Past 24 Months



## D&B Rating

### Current Rating as of 02-08-2013

#### Employee Size

**1R**: 10 employees and over

#### Risk Indicator

**2**: Low Risk

### Previous Rating

#### Employee Size

**1R**: 10 employees and over

#### Risk Indicator

**3**: Moderate Risk

## INQUIRIES

The number of individual product(s) purchased by a customer(s) on this Dun & Bradstreet D-U-N-S® Number in each time frame.

view-by-summary



View by Industry 12 month



Legal Events

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	1	06-12-2009

Trade Payments

Highest Past Due

US\$ 0

Highest Now Owing  
US\$ 10,000

Total Trade Experiences  
9

Largest High Credit  
US\$ 15,000

Average High Credit  
US\$ 2,841

Ownership

This company is a Single Location

Financial Overview

This company does not have a Financial Summary.

Country/Regional Insight

United States

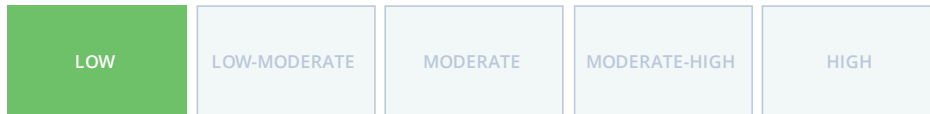


Risk Category



A project to improve rail infrastructure suffers a major setback.

## Overall Business Risk



## Maximum Credit Recommendation

**US\$ 15,000**

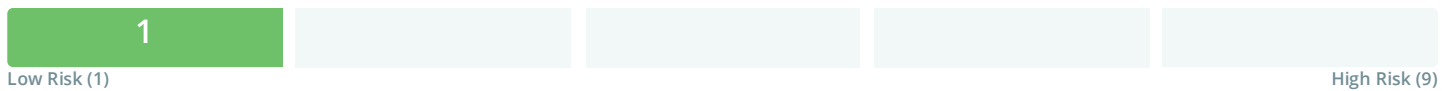
The recommended limit is based on a low probability of severe delinquency.

## Dun &amp; Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

## D&amp;B Viability Rating

## Portfolio Comparison Score



## Rating Confidence Level



## Data Depth

- Rich Firmographics
- Extensive Commercial Trading Activity
- Basic Financial Attributes

## Level of Risk

**Low**

## Probability of becoming no longer viable

**2.00%**

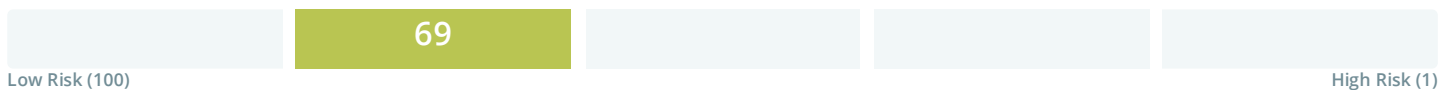
## Percentage of businesses ranked with this score

**11.00%**

## Average probability of becoming no longer viable

**5.00%**

## Risk Of Bad Debt Write-Off (Also Known As The Failure Score)



Based on a D&B Failure Score of **69**

- Low proportion of satisfactory payment experiences to total payment experiences

## Level of Risk

**Low-Moderate**

## Raw Score

**1511**

## Probability of Failure

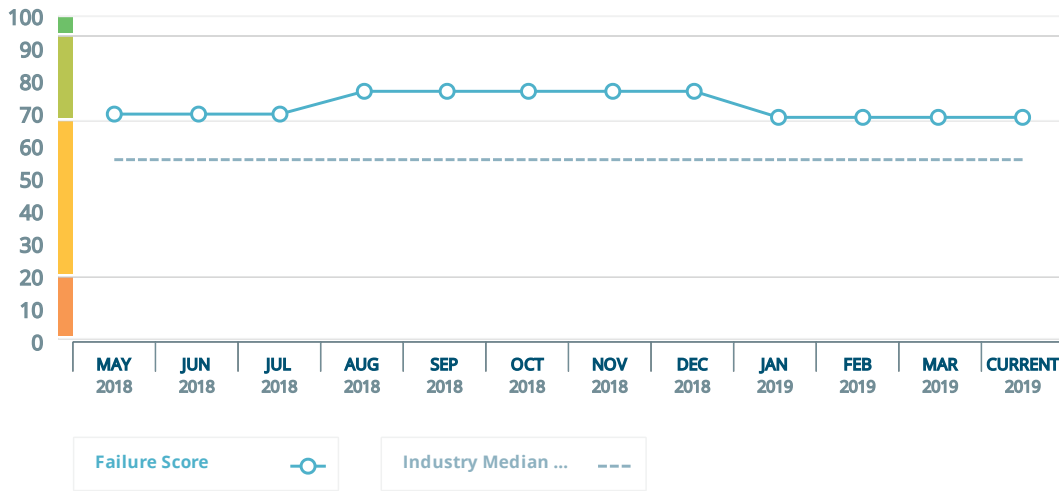
**0.14%**

## Average Probability of Failure for Businesses in D&amp;B Database

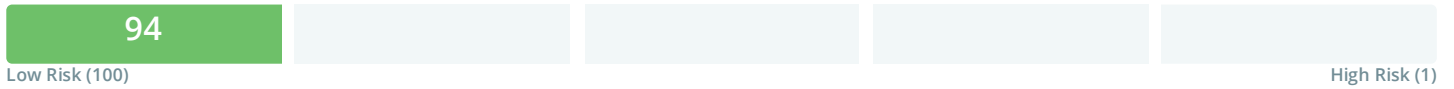
**0.48%**

## Business and Industry Trends

# "Exhibit C-7 'Credit Report"



## Cash Flow Risk (Also Known As The Delinquency Score)

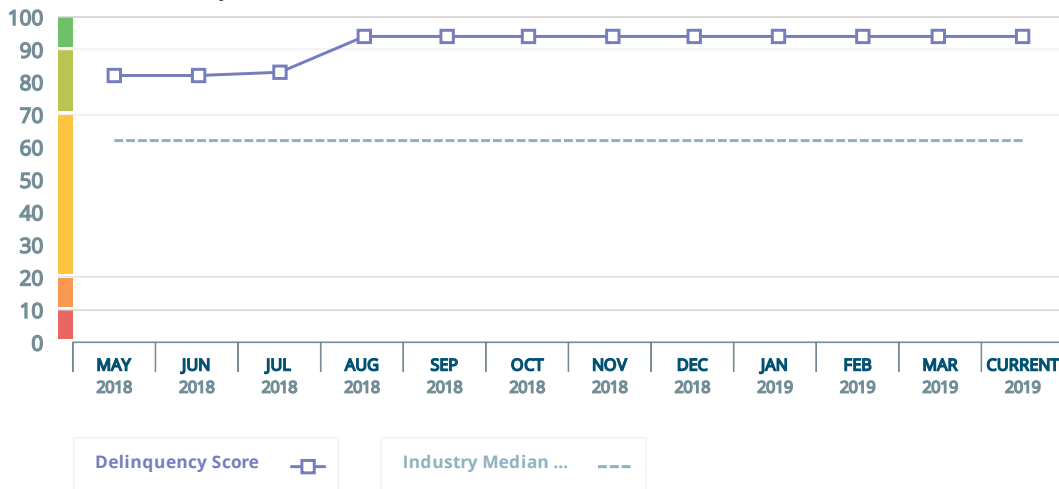


Based on a D&B Delinquency Score of 94

- Higher risk industry based on delinquency rates for this industry

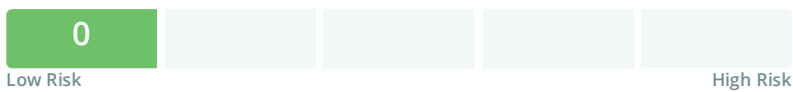
Level of Risk <b>Low</b>	Raw Score <b>591</b>	Probability of Delinquency <b>1.25%</b>	Compared to Businesses in D&B Database <b>10.20%</b>
-----------------------------	-------------------------	--------------------------------------------	---------------------------------------------------------

## Business and Industry Trends



## Payment Behavior

Based on 24 months of data



Based on a D&B PAYDEX® of 80

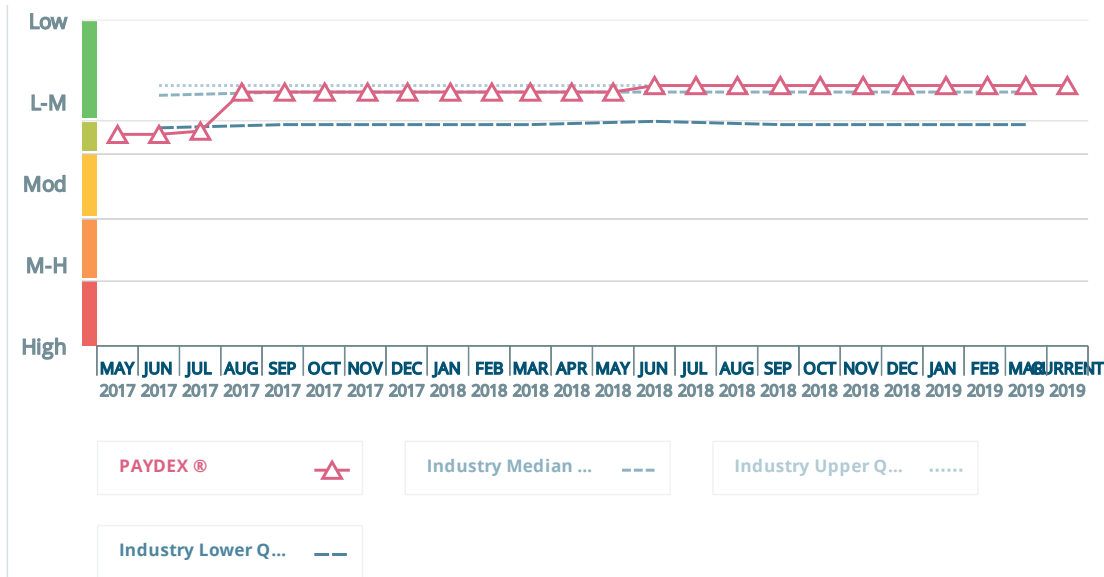
Risk of Slow Pay  
**Low**

Payment Behavior  
Pays on time

## Business and Industry Trends

7539 - Automotive repair

# "Exhibit C-7 'Credit Report"



D&B Rating			
Current Rating as of 02-08-2013		Previous Rating	
Employee Size	Risk Indicator	Employee Size	Risk Indicator
<b>1R</b> : 10 employees and over	<b>2</b> : Low Risk	<b>1R</b> : 10 employees and over	<b>3</b> : Moderate Risk

## Trade Payments

Trade Payments Summary (Based on 24 months of data)			
Overall Payment Behavior	% of Trade Within Terms	Highest Past Due	
<b>0</b>	<b>95%</b>	<b>US\$ 0</b>	
Days Beyond Terms			
Highest Now Owing:	Total Trade Experiences:	Total Unfavorable Comments:	
US\$ 10,000	9	0	
	Largest High Credit:	Largest High Credit:	
	US\$ 15,000	US\$ 0	
	Average High Credit:	Total Placed in Collections:	
	US\$ 2,841	0	
		Largest High Credit:	
		US\$ 0	

Trade Payments By Credit Extended (Based on 12 months of data)			
Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	0	US\$ 0	0
50,000 - 99,999	0	US\$ 0	0



Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value	% Within Terms
15,000 - 49,999	1	US\$ 15,000	100
5,000 - 14,999	0	US\$ 0	0
1,000 - 4,999	1	US\$ 1,000	100
Less than 1,000	4	US\$ 1,050	95

Trade Payments By Industry (Based on 24 months of data)							
Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
▼ 51 - Wholesale Trade - Nondurable Goods	1	250					
5112 - Whol office supplies	1	250	100	0	0	0	0
▼ 59 - Miscellaneous Retail	1	250					
5943 - Ret stationery	1	250	100	0	0	0	0
▼ 61 - Nondepository Credit Institutions	1	15,000					
6153 - Short-trm busn credit	1	15,000	100	0	0	0	0
▼ 62 - Security and Commodity Brokers Dealers Exchanges and Services	1	500					
6211 - Security broker/deal	1	500	100	0	0	0	0
▼ 93 - Public Finance Taxation and Monetary Policy	2	1,000					
9311 - Public finance	2	1,000	95	5	0	0	0

Trade Lines						
Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
03/19	Pays Promptly	-	15,000	10,000	0	1
03/19	Pays Promptly	N30	250	100	0	1
01/19	Pays Promptly	N30	250	100	0	1
11/18	-	Cash account	100	-	-	1
11/18	-	Cash account	50	-	-	Between 6 and 12 Months
06/18	Pays Promptly	-	1,000	-	-	1
06/18	Pays Promptly	N30	500	0	0	Between 6 and 12 Months
05/18	-	Cash account	50	-	-	Between 2 and 3 Months
02/18	Pays Slow	-	50	-	-	1

## Legal Events

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.

Judgements	Liens	Suits	UCC Filings
------------	-------	-------	-------------

# "Exhibit C-7 'Credit Report"

0

Latest Filing: -

0

Latest Filing: -

0

Latest Filing: -

1

Latest Filing: 06-12-2009

## Events

### UCC Filing - Original

Filing Date	06-12-2009
Filing Number	090016709769
Received Date	06-22-2009
Collateral	Leased Equipment
Secured Party	CHASE BANK, OKLAHOMA CITY, OK
Debtors	TES ENERGY SERVICES
Filing Office	SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction

There may be additional UCC Filings in D&B's file on this company available by contacting 1-800-234-3867.

## Special Events

There are no Special Events recorded for this business.

## Company Profile

### Company Overview

#### D-U-N-S

36-112-1366

#### Legal Form

Partnership

#### History Record

Clear

#### Date Incorporated

10-01-2003

#### State of Incorporation

Texas

#### Ownership

Not publicly traded

#### Mailing Address

United States

#### Telephone

(972) 447-0447

#### Present Control Succeeded

2003

#### Employees

10

#### Age (Year Started)

16 years (2003)

#### Named Principal

Brian Markham, MEMBER

#### Line of Business

Automotive repair

### Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 04-04-2019  
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name	TES ENERGY SERVICES, LP
-----------------	-------------------------

Corporation Type	Partnership
Business Commenced On	2003
State of Incorporation	TEXAS
Registration ID	0800253124
Registration Status	IN EXISTENCE
Filing Date	10-02-2003
Where Filed	SECRETARY OF STATE

#### Registered Agent

Name	C T CORPORATION SYSTEM
Address	1999 BRYAN ST. SUITE 900, DALLAS, TX, 752010000

#### Registered Principal

Name	ILLUMINATED PARTNERS, INC.
Title	General Partner
Address	17480 DALLAS PARKWAY;#200, DALLAS, TX, 752870000

#### Principals

##### Officers

JIM BONO, MEMBER  
JERRY GATTI, MEMBER  
MIKE TEAGUE, MEMBER  
PAT TEAGUE, MEMBER

#### Company Events

The following information was reported on: 03-23-2019

Business started 2003.

JIM BONO PARTNER. Antecedents are undetermined.

JERRY GATTI PARTNER. Antecedents are undetermined.

MIKE TEAGUE, PARTNER. Antecedents are undetermined.

PAT TEAGUE, PARTNER. Antecedents are undetermined.

#### Business Activities And Employees

The following information was reported on: 03-23-2019

##### Business Information

Description	Provides business consulting services (100%).
Employees	10 which includes partners.
Financing Status	Unsecured
Seasonality	Nonseasonal.

## Business Information

Tenure	Rents
Facilities	Rents 2,500 sq. ft. in building.
Location	Suburban business section on main street.

## SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
7539	Automotive repair	-
75390300	Electrical services	-
87119905	Electrical or electronic engineering	-

NAICS Codes	NAICS Description
811118	Other Automotive Mechanical and Electrical Repair and Maintenance
541330	Engineering Services

## 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

Small Business	Yes (2019)
----------------	------------

## Financials

D&B currently has no financial information on file for this company

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## CreditScore<sup>SM</sup> Report

as of: 04/08/19 09:40 ET

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

<b>Address:</b>	17480 Dallas Pkwy Ste 200 Dallas, TX 75287-7304 United States	<b>Key Personnel:</b>	Owner: David Hamilton Partner: Mike Teague Managing Partner: Terrel Mike
<b>Phone:</b>	972-447-0447	<b>SIC Code:</b>	8742-Management Consulting Services 1711-Plumbing, Heating & A/C Contractors
<b>Website:</b>	www.tesenergyservices.com	<b>NAICS Code:</b>	7539-Automotive Repair Shops, Nec 541611-Administrative Management And General Management Consulting Services 541610-Management Consulting Services 238220-Plumbing, Heating, And Air- Conditioning Contractors
<b>Experian BIN:</b>	851811870	<b>Business Type:</b>	Partnership
<b>Agent:</b>	C T Corporation System	<b>Experian File Established:</b>	October 2003
<b>Agent Address:</b>	1999 Bryan ST Suite 900 Dallas, TX	<b>Experian Years on File:</b>	16 Years
<b>Also is (or has been) operating as:</b>	Tes Energy Services LP	<b>Years in Business:</b>	21 Years
<b>Family Linkage:</b>		<b>Filing Data Provided by:</b>	Texas
Ultimate Parent	T.E.S. Energy Services, L.P 17480 Dallas Pkwy Ste 200 Dallas, TX	<b>Date of Incorporation:</b>	10/02/2003
Branches / Alternative Locations	T.E.S. Energy Services, L.P 17480 Dallas Pkwy Ste 200 Dallas, TX United States		

### Experian Business Credit Score

# 36

Business Credit Score



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

**Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 36.** Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.



## Experian Financial Stability Risk Rating

**1**

**Financial Stability Risk  
Rating**



**A Financial Stability Risk Rating of 1 indicates a  
0.55% potential risk of severe financial distress  
within the next 12 months.**

### Key Rating Factors:

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Balance to high credit ratio for other commercial accounts.
- Balance to high credit ratio for commercial accounts.

**Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1.** Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

## Credit Summary

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 active Payment Tradelines.

Please refer to Experian's [www.BusinessCreditFacts.com](http://www.BusinessCreditFacts.com) website for more information on establishing Payment Tradelines.

**Lowest 6 Month Balance:** \$226  
**Highest 6 Month Balance:** \$11,105  
**Current Total Account Balance:** \$0  
**Highest Credit Amount Extended:** \$0

**Payment Tradelines** (see [charts](#)): 3  
**UCC Filings:** 0

**✗ Businesses Scoring Worse:** 35%  
**✓ Bankruptcies:** 0  
**✓ Liens:** 0  
**✓ Judgments Filed:** 0  
**✓ Collections:** 0

Insufficient information to produce  
**Monthly Payment Trends**  
chart.

Insufficient information to produce  
**Quarterly Payment Trends**  
chart.

Insufficient information to produce  
**Continuous Payment Trends**  
chart.

Insufficient information to produce  
**Newly Reported Payment Trends**  
chart.

Insufficient information to produce  
**Combined Payment Trends**  
chart.

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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.

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

“Exhibit C-10 ‘Company Structure’”

Address:  
17480 Dallas Parkway  
Suite 200  
Dallas, TX 75287

Telephone:  
972-447-0447

Illuminated Partners, Inc.



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

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

**Commission of Ohio Docketing Information System on**

**5/6/2019 10:06:33 AM**

**in**

**Case No(s). 11-2541-EL-AGG**

Summary: Application electronically filed by Mrs. Linda D Graham on behalf of T.E.S. Energy Services, L.P.