



Original AGG Case Number	Version
13 - 1799 -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 Usource, L.L.C.  
Address 1 Liberty Lane East, Suite 220, Hampton, NH 03842  
PUCO Certificate # and Date Certified 13-738E 10/08/2017  
Telephone # (888) 686-4845 Web site address (if any) www.usourceenergy.com

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

Legal Name Usource, L.L.C.  
Address 1 Liberty Lane East, Suite 220, Hampton, NH 03842  
Telephone # (888) 686-4845 Web site address (if any) www.usourceenergy.com

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

Usource, L.L.C.  
\_\_\_\_\_  
\_\_\_\_\_

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

Name John H. Ritch  
Title Assistant Vice President, Regulatory  
Business address 1 Liberty Lane East, Suite 220, Hampton, NH 03842  
Telephone # (346) 273-3945 Fax # (713) 401-5842  
E-mail address regulatory@usourceenergy.com

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

Name Shannon Monroe-Davis  
Title Director, Operations  
Business address 1 Liberty Lane East, Suite 220, Hampton, NH 03842  
Telephone # (603) 294-5198 Fax # \_\_\_\_\_  
E-mail address monroe-davis@usourceenergy.com

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

Customer Service address 1 Liberty Lane East, Suite 220, Hampton, NH 03842  
Toll-free Telephone # (888) 686-4845 Fax # \_\_\_\_\_  
E-mail address myadvisor@usourceenergy.com

**A-8 Applicant's federal employer identification number # 02-0516921**

**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 checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation                         | <input type="checkbox"/> Other _____                                |

**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.

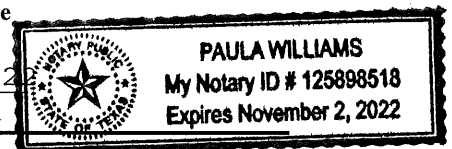
Signature of Applicant & Title

Sworn and subscribed before me this 28<sup>th</sup> day of August, 2019  
 Month Year

Signature of official administering oath

Paula Williams, Notary  
 Print Name and Title

My commission expires on November 2, 2022



# **AFFIDAVIT**

State of Texas :

Houston ss.  
(Town)

County of Harris :

Kenneth Matula, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Vice President (Office of Affiant) of Usource, L.L.C. (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)

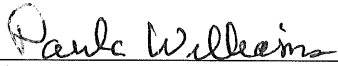
11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer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

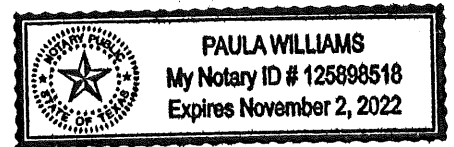
Sworn and subscribed before me this 28<sup>th</sup> day of August, 2019  
Month Year



Signature of official administering oath

Paula Williams, Notary  
Print Name and Title

My commission expires on November 2, 2022



**EXHIBIT A-10: Principal Officers,  
Directors, and Partners**  
Usource, LLC  
CRES # 13-738E Power Broker Renewal Application

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**A-10: PRINCIPAL OFFICERS, DIRECTORS, AND PARTNERS**

Name	Title	Business Address	Telephone Number	Facsimile Number
Brian Landrum	Chief Executive Officer	20455 State Highway 249, Suite 200, Houston, TX 77070	713-401-5561	866-598-4392
Richard Cribbs	Chief Financial Officer	601 Travis Street, Suite 1900, Houston, TX 77002	713-951-5304	866-598-4392
Paul I. Cutler	Vice President	700 Universe Blvd, Juno Beach, FL 33408	561-694-6204	561-691-7305
Michael O'Sullivan	Vice President	700 Universe Blvd, Juno Beach, FL 33408	561-691-7146	561-691-7305
Kathy Beilhart	Treasurer/Vice President	700 Universe Blvd, Juno Beach, FL 33408	561-694-6405	561-691-7305
Melissa Plotsky	Secretary	700 Universe Blvd, Juno Beach, FL 33408	561-304-5349	561-691-7305
W. Scott Seeley	Assistant Secretary	700 Universe Blvd, Juno Beach, FL 33408	561-691-7038	561-691-7305
Kenneth Matula	Vice President	20455 State Highway 249, Suite 200, Houston, TX 77070	713-401-5651	713-401-5842

**B-1: JURISDICTIONS OF OPERATION**

**Usource, LLC and affiliates operate in the following jurisdictions:**

Alabama	Wholesale
California	Retail Electric & Wholesale
Colorado	Wholesale
Connecticut	Retail Electric & Wholesale
Delaware	Retail Electric & Wholesale
District of Columbia	Retail Electric
Florida	Wholesale
Georgia	Wholesale
Illinois	Retail Electric & Retail Natural Gas & Wholesale
Iowa	Wholesale
Kansas	Wholesale
Louisiana	Wholesale
Maine	Retail Electric & Wholesale
Maryland	Retail Electric & Retail Natural Gas & Wholesale
Massachusetts	Retail Electric & Retail Natural Gas & Wholesale
Michigan	Wholesale
Minnesota	Wholesale
Mississippi	Wholesale
New Hampshire	Retail Electric & Retail Natural Gas & Wholesale
New Jersey	Retail Electric & Retail Natural Gas & Wholesale
New York	Retail Electric & Wholesale
North Carolina	Wholesale
North Dakota	Wholesale
Ohio	Retail Electric & Retail Natural Gas & Wholesale
Oklahoma	Wholesale
Oregon	Wholesale
Pennsylvania	Retail Electric & Retail Natural Gas & Wholesale
Rhode Island	Retail Electric & Wholesale
South Dakota	Wholesale
Texas	Retail Electric
Vermont	Wholesale

**B-2: EXPERIENCE & PLANS”**

Usource, LLC intends to contract with commercial, industrial, and governmental entities to provide electricity consulting and brokerage services. Usource will primarily use direct mail and phone calls to individual businesses as the means for contacting customers.

After the initial contact is made, a Usource representative will usually go to the place of business of the prospect and meet with them to discuss the service offerings of Usource. We have a simple consulting agreement that we ask the customer to sign at the time that we meet with them. Usource provides brokerage services for energy, but does not provide billing statements to our customers.

Usource receives a brokerage fee from the supplier for our services that is built into the price which the customer pays to the supplier for their energy. The fee that is charged will vary, but will be disclosed to the end customer. If the customer does not elect to enter an energy contract that we recommend with a competitive energy supplier, Usource will receive no fees for the work performed for the customer.

**EXHIBIT B-3: Disclosure of Liabilities and Investigations**

Usource, LLC

CRES # 13-738E Power Broker Renewal Application

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**B-3: DISCLOSURE OF LIABILITIES AND INVESTIGATIONS**

Usource, LLC has no pending or past rulings, judgements, contingent liabilities, and revocations of authority, regulatory investigations, or any other matter that could adversely impact our financial or operational status or ability to provide the services it is seeking to be certified to provide

## **EXHIBIT C-1: ANNUAL REPORTS**

Usource, LLC

CRES # 13-738E Power Broker Renewal Application

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### **C-1: ANNUAL REPORTS**

Not Applicable – Applicant is not a publicly traded company and does not publish annual reports.



**EXHIBIT C-2: SEC FILINGS**

Usource, LLC

CRES # 13-738E Power Broker Renewal Application

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**C-2: SEC FILINGS**

Applicant is not required to file with the SEC because it has not issued any securities that require registration.

**C-3: FINANCIAL STATEMENTS**

Usource, LLC's financial statements are "**CONFIDENTIAL**" and are being filed separately under seal.

**NOTE: **CONFIDENTIAL** EXHIBIT C-3 IS ATTACHED. FILED UNDER SEAL**

**C-4: FINANCIAL ARRANGEMENTS**

Not applicable – Usource is a broker and does not take title to electricity and thus has no financial arrangements with any utility.

**C-5: FORECASTED FINANCIAL STATEMENTS**

Usource, LLC's forecasted financial statements are "**CONFIDENTIAL**" and are being filed separately under seal.

**NOTE: **CONFIDENTIAL** EXHIBIT C-5 IS ATTACHED. FILED UNDER SEAL**

**C-6: CREDIT RATING**

Not applicable – Applicant and its immediate parent do not have a credit rating.

**C-7: CREDIT REPORT**

Usource, LLC provides its Dun and Bradstreet credit report.

**Disclaimer:**

The software and information ("Services") accessed herein were developed exclusively at private expense, and are proprietary to Dun & Bradstreet, Inc., and its affiliates and subsidiaries (collectively, "D&B"), and may include copyrighted works, trade secrets, or other materials created by D&B at great effort and expense.

If the Customer accessing the Services is part of the executive, legislative or judicial branches of the U.S. Federal Government, the Services contained herein are a Commercial Item as that term is defined in FAR 2.101, and are comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFAR 252.227-13.

Customer's rights to use the Services are as described in the government contract signed between D&B and the Government

Under no circumstances will the Customer accessing the Services have greater rights in the Services provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFAR 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFAR 252.227-7014(f), respectively.

## LIVE REPORT

Currency: Shown in USD unless otherwise indicated

**USOURCE, L.L.C.**

Trade Names: (SUBSIDIARY OF UNITIL CORPORATION, HAMPTON, NH)

**ACTIVE****SINGLE (SUBSIDIARY)****D-U-N-S****Number:**

12-278-1693

**Company:**

USOURCE, L.L.C.

**D&B Address****Address:**6 LIBERTY LN W  
HAMPTON, NH, US - 03842**Location Type:**

SINGLE (SUBSIDIARY)

**Phone:**

603-772-0775

**Fax:****Web:**[www.newenglandpayrollconference.org](http://www.newenglandpayrollconference.org)**Endorsement:**

cedric.bradford@gexaenergy.com

## Company Summary

## SCORE BAR

**D&B Viability Rating**

3 2 B Z

[View More Details](#)**Bankruptcy Found**

● No

**PAYDEX®**

53

Paying 28 days past due

**D&B Rating**

1R3

1R indicates 10 or more Employees, Credit appraisal of 3 is fair

**Commercial Credit Score**

557

Low to Moderate Risk of severe payment delinquency.

**Commercial Credit Score Class**

2

Low to Moderate Risk of severe payment delinquency

**Commercial Credit Score Percentile**

83

Low to Moderate Risk of severe payment delinquency.

**Financial Stress Score**

1489

Moderate Risk of severe financial stress.

**Financial Stress Score Class**

3

Moderate Risk of severe financial stress

**Financial Stress Score National Percentile**

57

Moderate Risk of severe financial stress.

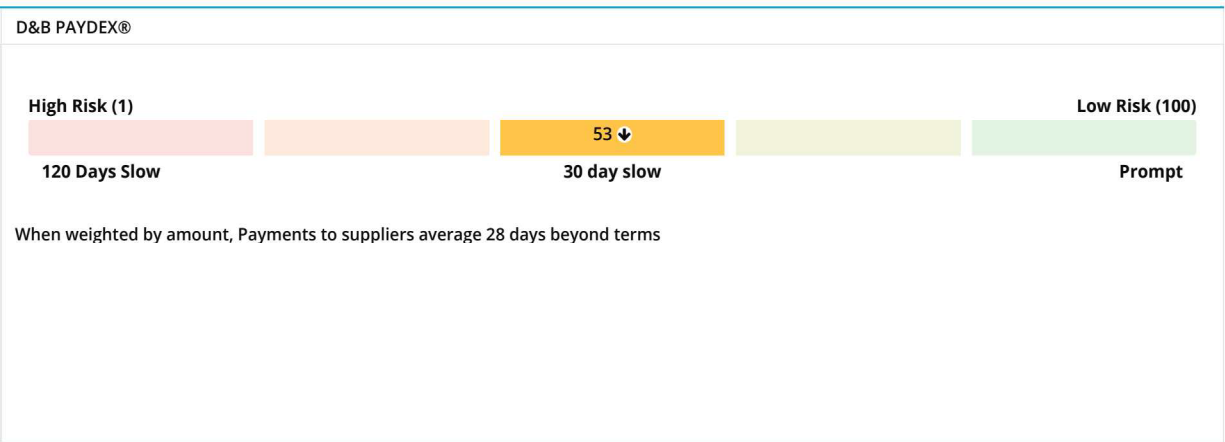
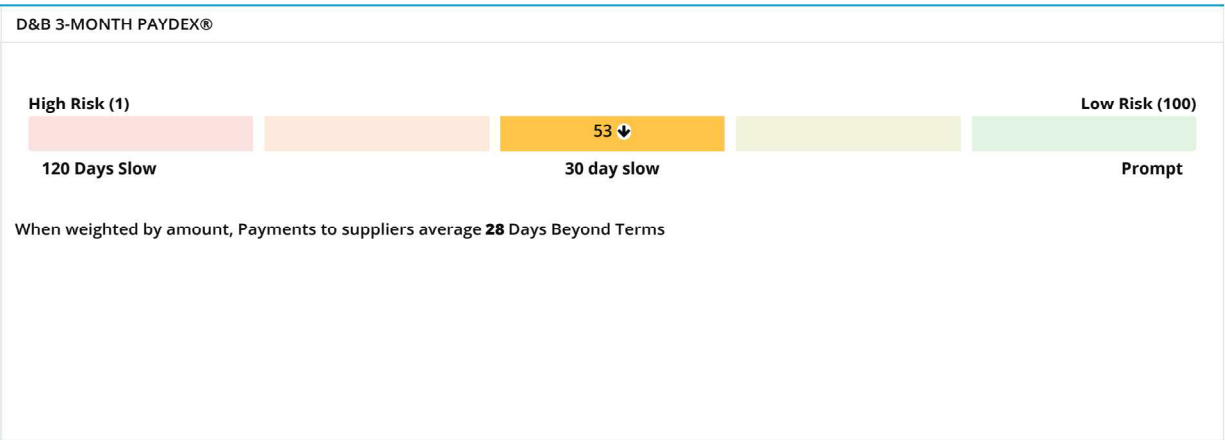
**Credit Limit - D&B Conservative**

80,000.00

Based on profiles of other similar companies.

CRES # 13-738E Power Broker Renewal Application

Total Payment Experiences	19	Total number of trade payment experiences collected by D&B.
SIC Code - D&B	8741	Management services



D&B COMPANY OVERVIEW

This is a single (subsidiary) location

Chief Executive	Age (Year Started)	Employees
THOMAS WITHKA, MNG MBR	35 years (1984)	195 ( Here)
History Status	SIC	Line of business
CLEAR	<u>8741</u>	Management services
NAICS		
<u>561110</u>		

PUBLIC FILINGS

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

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	---
Judgments	0	---
Liens	0	---
Suits	0	---
UCCs	1	01/04/2007

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



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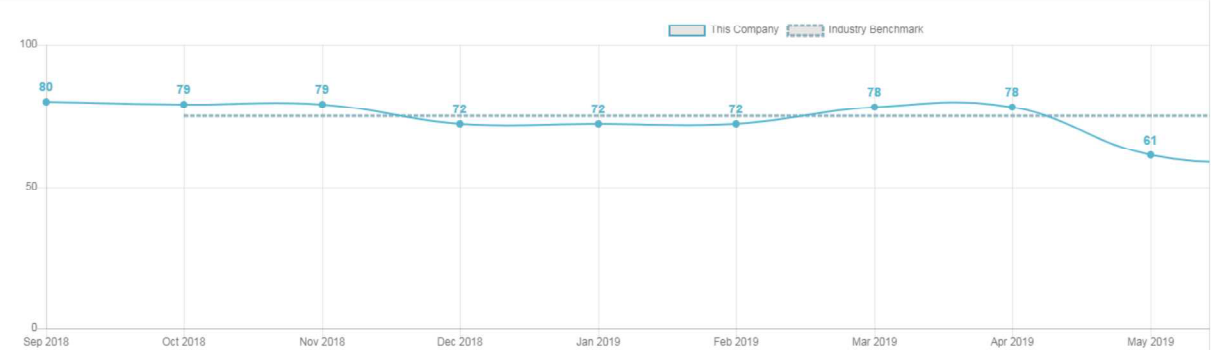
COMMERCIAL CREDIT SCORE CLASS



FINANCIAL STRESS SCORE CLASS



PAYDEX® TREND CHART



FRAUD RISK SCORE INFORMATION



No Fraud Risk Score is Available

Detailed Trade Risk Insight™

CRES # 13-738E Power Broker Renewal Application

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

DAYS BEYOND TERMS - PAST 3 & 12 MONTHS

3 months from Apr-19 to Jun-19

Days Beyond Terms : 7 Days



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

12 months from Sep-18 to Aug-19

Days Beyond Terms : 18

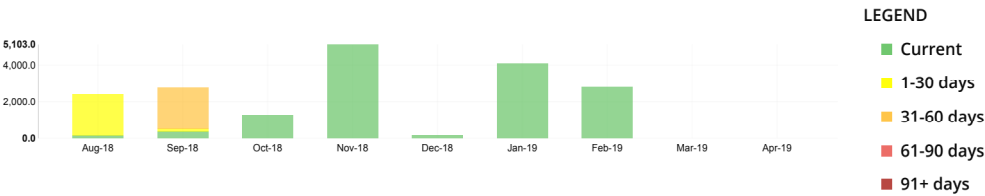


Dollar-weighted average of 3 payment experiences reported from 3 companies.

DEROGATORY EVENTS LAST 13 MONTHS FROM AUG-18 TO AUG-19

No Derogatory trade Event has been reported on this company for the past 13 Months

TOTAL AMOUNT CURRENT AND PAST DUE - 13 MONTH TREND FROM AUG-18 TO AUG-19



Status	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19
Total	2,393	2,755	1,278	5,103	145	4,079	2,800	0	0	0	0	0	0
Current	145	362	1,278	5,103	145	4,079	2,800	0	0	0	0	0	0
1-30 Days Past Due	2,248	145	0	0	0	0	0	0	0	0	0	0	0
31-60 Days Past Due	0	2,248	0	0	0	0	0	0	0	0	0	0	0
61-90 Days Past Due	0	0	0	0	0	0	0	0	0	0	0	0	0
91+ Days Past Due	0	0	0	0	0	0	0	0	0	0	0	0	0

Small Business Risk Insight

SBRI ORIGINATION LEASE SCORE



High Risk of serious delinquency over the next 12 months

- Commentaries
- Insufficient installment trade account information
  - Industry classification
  - Amount past due

CRES # 13-738E Power Broker Renewal Application

SBRI ORIGINATION CARD SCORE

867

High Risk

Low Risk

**Moderate Risk** of serious delinquency over the next 12 months

Commentaries

Industry classification

Proportion of satisfactory payment experiences to total payment experiences

Amount of slow payments

SBRI ORIGINATION LOAN SCORE

842

High Risk

Low Risk

**High Risk** of serious delinquency over the next 12 months

Commentaries

Industry classification

Amount past due

Proportion of satisfactory payment experiences to total payment experiences

KEY SBRI ATTRIBUTES

Line of Credit Total Balance

NA

Credit Card Total Balance

NA

Lease Agreement Total Balance

NA

Loan Total Balance

NA

Total Open SBRI Accounts

NA

Total Exposure

NA

Maximum Age of All Open Accounts

NA

Number Of Total Accounts Ever Cycle 2+ NA

Time since most recent Cycle 2 on all accounts NA

Worst Delinquent All Accounts

Past 1-3 Months

Past 1 12 Months

Current

Current

ACCOUNT SUMMARIES

Total Current Balance

0

Total Past Due

0

Total Past Due Cycle 1

0

Total Past Due Cycle 2

0

Total Past Due Cycle 3

0

Total Past Due Cycle 4

0

Total Past Due Cycle 5

0

Total Charge Off Amount

0

Type	Lender	Date Reported	Open Date	Closed Date	Current Balance	Total Current Balance	Total Past Due	Past Due Cycle 1	Past Due Cycle 2	Past Due Cycle 3	Past Due Cycle 4	Past Due Cycle 5	Charge-Off Amount
Credit Cards		01/31/2009	01/16/2008	10/23/2018	0	0	0	0	0	0	0	0	
Credit Cards		07/31/2019	06/22/2006	03/05/2009	0	0	0	0	0	0	0	0	

Corporate Linkage

Increase your understanding of the links and risks between your customers and suppliers with D&B's Interactive Global Family Tree

PARENT

## CRES # 13-738E Power Broker Renewal Application

Company	City , State	D-U-N-S® NUMBER
UNITIL CORPORATION	HAMPTON , New Hampshire	12-136-1729

## AFFILIATES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
UNITIL ENERGY SYSTEMS, INC.	HAMPTON , New Hampshire	00-378-9070
FITCHBURG GAS AND ELECTRIC LIGHT COMPANY	FITCHBURG , Massachusetts	00-695-4317
NORTHERN UTILITIES, INC.	PORTSMOUTH , New Hampshire	04-928-6305
UES SEACOAST	HAMPTON , New Hampshire	04-943-3824
GRANITE STATE GAS TRANSMISSION, INC.	WESTBOROUGH , Massachusetts	08-341-0415
UNITIL RESOURCES, INC	HAMPTON , New Hampshire	10-987-2044
UNITIL POWER CORP	HAMPTON , New Hampshire	79-806-8342
UNITIL REALTY CORP.	HAMPTON , New Hampshire	79-806-8367
FITCHBURG GAS AND ELECTRIC LIGHT COMPANY	HAMPTON , New Hampshire	95 758 3730
UNITIL SERVICE CORP.	HAMPTON , New Hampshire	07-946-3026

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## Predictive Scores

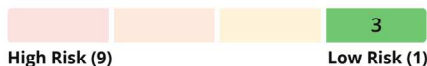
## D&amp;B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

## Viability Score

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

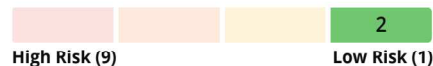
- Level of Risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3 %**
- Percentage of businesses ranked 3: **15 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**



## Portfolio Comparison

Compared to All US Businesses within the same MODEL SEGMENT:

- 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 with this model segment: **16 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**



## Data Depth Indicator

Data Depth Indicator:

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

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.

## Company Profile:

Company Profile Details:

- Financial Data:
- Trade Payments:
- Company Size:
- Years in Business:

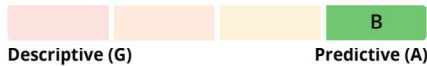
Z

Subsidiary

## CRES # 13-738E Power Broker Renewal Application

## Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.



## CREDIT CAPACITY SUMMARY

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

D&amp;B Rating: 1R3

Number of employees: 1R indicates 10 or more employees

Composite credit appraisal: 3 is fair

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

Number of Employees Total: 195

Payment Activity	(based on 19 experiences)
Average High Credit:	\$57,790
Highest Credit:	\$500,000
Total Highest Credit:	\$578,900

Below is an overview of the company's rating history since 07-12-1995.

D&B Rating	Date Applied
1R3	02/15/2016
1R2	07/23/2015
--	05/04/2015
1R3	02/09/2015
1R2	02/18/2013
1R3	10/15/2003
HH4	05/07/2002
--	06/15/2001
HH4	08/01/1995
1R2	07/12/1995

It is D&B's policy the Rating (the Rating Classification) indicates business size of 10 or more employees for this company. The "3" on the right (Composite Credit Appraisal) indicates an overall "fair" credit appraisal. This credit appraisal was assigned because the parent company has a Composite Credit Appraisal of "3". It is D & B's policy not to rate a subsidiary higher than its parent. Therefore, this company also has a Composite Credit Appraisal of "3".

## D&amp;B CREDIT LIMIT RECOMMENDATION

Conservative credit Limit: 80,000

Aggressive credit Limit: 200,000

Risk category for this business: LOW



The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other

## CRES # 13-738E Power Broker Renewal Application

elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

## FINANCIAL STRESS CLASS SUMMARY

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files. The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

## Financial Stress Class :



Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

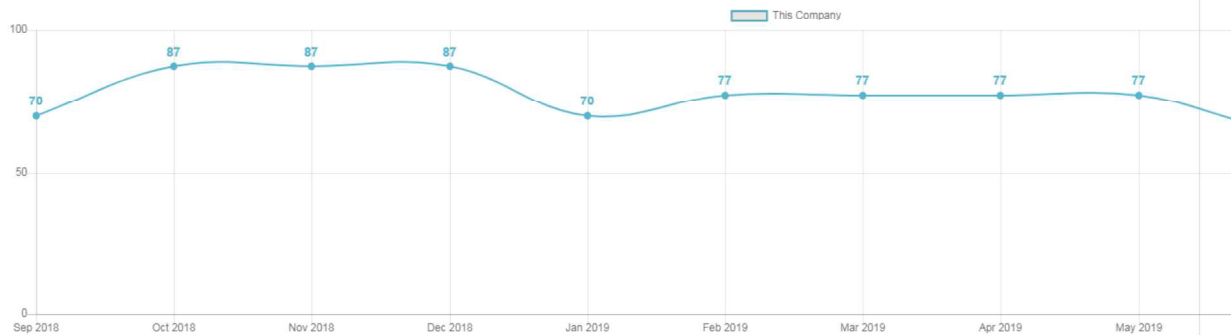
## Probability of Failure:

- Risk of Severe Financial Stress for Businesses with this Class: **0.24%** (24 per 10,000)
- Financial Stress National Percentile : **57** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1489** (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48%** (48 per 10,000)

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

- Composite credit appraisal is rated fair.
- UCC Filings reported.
- Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of slow payment experiences to total number of payment experiences.
- Unstable Paydex over last 12 months.
- High proportion of past due balances to total amount owing.

## Financial Stress Percentile Trend:



## Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



Norms

National %

## CRES # 13-738E Power Broker Renewal Application

This Business

57

Region: NORTHEAST

48

Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES

52

Employee range: 100-499

75

Years in Business: 26+

77

This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

## CREDIT SCORE SUMMARY

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms).

The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class :



Moderate risk of severe payment delinquency over next 12 months.

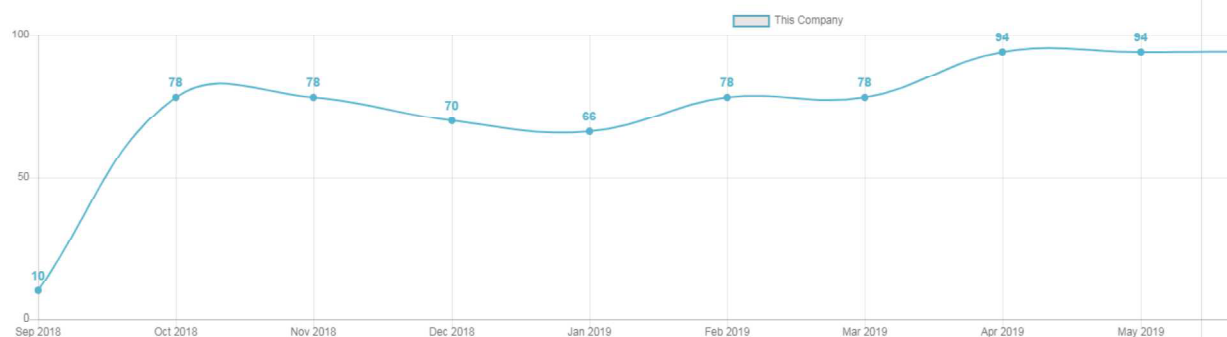
## Incidence of Delinquent Payment

- Among Companies with this Classification: **2.50%**
- Average compared to businesses in D&B's database: **10.20%**
- Credit Score Percentile : **83** (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : **557** (Highest Risk: 101; Lowest Risk: 670)

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

•

## Credit Score Class Percentile Trend:



## Notes

- The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



CRES # 13-738E Power Broker Renewal Application



Norms	National %
This Business	83
Region: NORTHEAST	62
Industry: BUSINFSS, LEGAL AND ENGINEERING SERVICES	43
Employee range: 100-499	89
Years in Business: 26+	85

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

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Trade Payments

**D&B PAYDEX®**

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

Timeliness of historical payments for this company.

<p>Current PAYDEX</p> <p><b>53</b></p> <p>Equal to 28 days beyond terms (Pays more slowly than the average for its industry of 8 days beyond terms)</p> <p>Industry Median 75</p> <p>Equal to 8 days beyond terms</p> <p>Payment Trend Down</p> <p>Compared to payments three months ago</p> <p>Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.</p>	<p>Payments Within Terms</p> <p><b>85%</b></p> <table><tr><td>Total payment Experiences in D&amp;Bs File (HQ)</td><td>19</td></tr><tr><td>Trade Experiences with Slow or Negative Payments(%)</td><td>15.79%</td></tr><tr><td>Total Placed For Collection</td><td>0</td></tr></table>	Total payment Experiences in D&Bs File (HQ)	19	Trade Experiences with Slow or Negative Payments(%)	15.79%	Total Placed For Collection	0	<p>Average High Credit</p> <p><b>\$57,790</b></p> <table><tr><td>Largest High Credit</td><td>\$500,000</td></tr><tr><td>Highest Now Owing</td><td>\$500,000</td></tr><tr><td>Highest Past Due</td><td>\$300,000</td></tr></table>	Largest High Credit	\$500,000	Highest Now Owing	\$500,000	Highest Past Due	\$300,000
Total payment Experiences in D&Bs File (HQ)	19													
Trade Experiences with Slow or Negative Payments(%)	15.79%													
Total Placed For Collection	0													
Largest High Credit	\$500,000													
Highest Now Owing	\$500,000													
Highest Past Due	\$300,000													

**D&B PAYDEX**

When weighted by amount, payments to suppliers average 28 days beyond 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)

**3-MONTH D&B PAYDEX**

Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average 28 days beyond terms

☐ High risk of late payment (Average 30 to 120 days beyond terms)



## CRES # 13-738E Power Broker Renewal Application

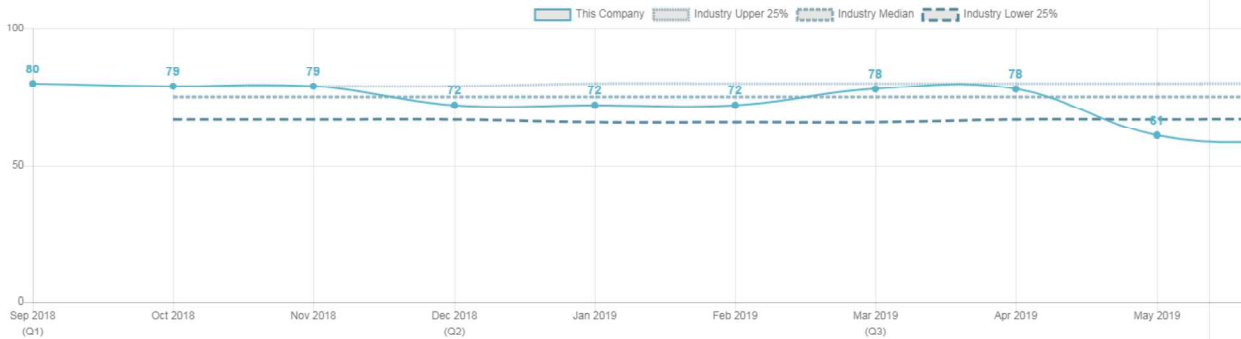
☐ Low risk of late payment (Average prompt to 30+ days sooner)☐ Medium risk of late payment (Average 30 days or less beyond terms)☐ Low risk of late payment (Average prompt to 30+ days sooner)

## D&amp;B PAYDEX® COMPARISON

## CURRENT YEAR

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Management services , based on SIC code 8741 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.



	9/18	10/18	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	7/19
This Business	80	79	79	72	72	72	78	78	61	58	54	53
Industry Quartile												
Upper	-	79	-	-	80	-	-	80	-	-	79	-
Median	-	75	-	-	75	-	-	75	-	-	75	-
Lower	-	67	-	-	66	-	-	67	-	-	66	-

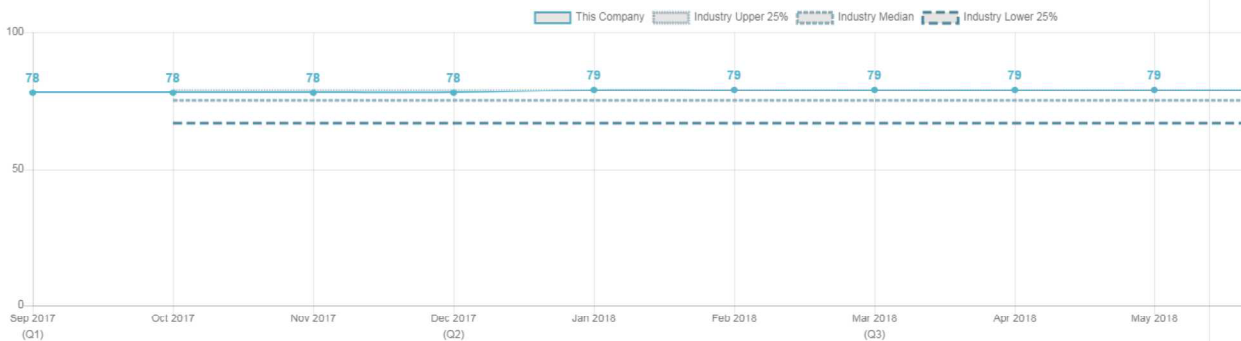
Current PAYDEX for this Business is 53 , or equal to 28 days beyond terms

The 12-month high is 80 , or equal to GENERALLY WITHIN terms

The 12-month low is 53 , or equal to 28 DAYS BEYOND terms

## PREVIOUS YEAR

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Management services , based on SIC code 8741 .



Previous Year	10/17 Q1'17	1/18 Q2'18	4/18 Q3'18	7/18 Q4'18
This Business	78	79	79	79
Industry Quartile				
Upper	79	79	79	79
Median	75	75	75	75
Lower	67	67	67	67

## CRES # 13-738E Power Broker Renewal Application

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 53, or equal to 28 days beyond terms

The present industry median Score is 75, or equal to 8 DAYS BEYOND terms

Industry upper quartile represents the performance of the payers in the 75th percentile

Industry lower quartile represents the performance of the payers in the 25th percentile

## PAYMENT HABITS

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

Credit Extended	Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	1	500,000	<div><div>50%</div></div>
50,000-100,000	1	50,000	<div><div>50%</div></div>
15,000-49,999	1	15,000	<div><div>100%</div></div>
5,000-14,999	1	7,500	<div><div>100%</div></div>
1,000-4,999	3	4,500	<div><div>100%</div></div>
Under 1,000	3	900	<div><div>58%</div></div>

Based on payments collected over last 24 months.

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc.

## PAYMENT SUMMARY

There are 19 payment experience(s) in D&Bs file for the most recent 24 months, with 10 experience(s) reported during the last three month period.

The highest Now Owes on file is 500000 . The highest Past Due on file is 300000

Below is an overview of the company's currency-weighted payments, segmented by it's supplier's primary industries:

Top Industries	Total Revd (#)	Total Amount	Largest High Credit	Within Terms (%)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
Misc business service	2	8,500	7,500	100	0	0	0	0
Help supply service	2	3,500	2,500	100	0	0	0	0
Ret mail-order house	1	500,000	500,000	50	0	0	0	50
Business consulting	1	50,000	50,000	50	50	0	0	0
Nonclassified	1	15,000	15,000	100	0	0	0	0
Mfg electric test prd	1	750	750	50	50	0	0	0
Operative builders	1	100	100	100	0	0	0	0
Telephone communictns	1	50	50	100	0	0	0	0

## Other payment categories

Cash experiences	9	\$1,000	\$500
Payment record unknown	0	\$0	\$0
Unfavorable comments	0	\$0	\$0
Placed for collections	0	\$0	\$0
<b>Total in D&amp;B's file</b>	<b>19</b>	<b>\$578,900</b>	<b>\$500,000</b>

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

Indications of slowness can be result of dispute over merchandise, skipped invoices, etc.

## CRES # 13-738E Power Broker Renewal Application

## DETAILED PAYMENT HISTORY FOR THIS COMPANY

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
08/19	Ppt-Slow 120	500,000	500,000	300,000		1 mo
07/19	Ppt	15,000	0	0		1 mo
07/19	Ppt	7,500	2,500	0		1 mo
07/19	Ppt	2,500	0	0		4-5 mos
07/19	Ppt	1,000	1,000	0		1 mo
07/19	Ppt	100	0	0		2-3 mos
07/19	Ppt	50	50	0		1 mo
07/19	Ppt-Slow 15	750	0	0	N30	2-3 mos
07/19	(009)	100			Cash account	1 mo
06/19	Ppt-Slow 30	50,000	15,000	0		1 mo
05/19	(011)	50	0	0	Cash account	6-12 mos
04/19	(012)	50			Cash account	1 mo
12/18	Ppt	1,000	0	0		6-12 mos
12/18	(014)	50			Cash account	1 mo
11/18	(015)	100			Cash account	1 mo
11/18	(016)	50			Cash account	6-12 mos
11/18	(017)	50			Cash account	4-5 mos
09/18	(018)	500			Cash account	4-5 mos
05/18	(019)	50			Cash account	2-3 mos

Payments Detail Key: ■ 30 or more days beyond terms

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

## Public Filings

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

Bankruptcies	Judgments	Liens	Suits	UCCs
0	0	0	0	1
Latest Filing:	Latest Filing:	Latest Filing:	Latest Filing:	Latest Filing: 01-04-2007

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

## UCC FILINGS

Type	Continuation
Sec. Party	BLC CORPORATION, HARRISON, NY
Debtor	UNTIL SERVICE CORP.
Filing No.	20070000212F
Filed With	SECRETARY OF STATE/CORPORATION DIVISION, CONCORD, NH
Date Filed	01-04-2007
Latest Info Received	01-07-2007
Original UCC Filed Date	01-31-2002
Original Filing No	595871

## CRES # 13-738E Power Broker Renewal Application

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## Special Events

02-15-2016 - A Rating change has occurred on this company.:

## History &amp; Operations

## COMPANY OVERVIEW

<b>Company Name</b> USOURCE, L.L.C.	<b>Phone</b> 603 772-0775	<b>History</b> CLEAR
<b>Doing Business As</b> (SUBSIDIARY OF UNITIL CORPORATION, HAMPTON, NH)	<b>URL</b> <a href="http://www.newenglandpayrollconference.org">www.newenglandpayrollconference.org</a>	<b>Present management control</b> 35 years
<b>Street Address</b> 6 Liberty Ln W Hampton, NH 03842		

## HISTORY

The following information was reported 08/17/2019

**Officer(s):**

- THOMAS WITHKA, MNG MBR
- GEORGE GANTZ, SR V PRES
- DAVID K FOOTE, MBR
- ANTHONY BARATTA, MBR
- SANDRA WHITNEY, MBR
- MARK H COLLIN, MBR
- SCOTT MACDONALD, MBR

**DIRECTOR(S):** THE OFFICER(S)

The Delaware Secretary of State's business registrations file showed that Usource, L.L.C. was registered as a Limited Liability Company on March 31, 2000 under the file registration number 3205239.

Business started 1984 by officers.

THOMAS WITHKA. Antecedents not available.

GEORGE GANTZ born 1950. Antecedents are undetermined.

DAVID K FOOTE born 1943. Antecedents are undetermined.

ANTHONY BARATTA. Antecedents are undetermined.

SANDRA WHITNEY. Antecedents are undetermined.

MARK H COLLIN. Antecedents are undetermined.

SCOTT MACDONALD. Antecedents are unknown.

## BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF 07/12/2013

<b>Registered Name:</b>	USOURCE, L.L.C.
<b>State of incorporation:</b>	DELAWARE
<b>Filing date:</b>	03/31/2000
<b>Registration ID:</b>	3205239
<b>Status:</b>	STATUS NOT AVAILABLE
<b>Where filed:</b>	SECRETARY OF STATE/CORPORATIONS DIVISION, DOVER ,DE
<b>Registered agent:</b>	CORPORATION SERVICE COMPANY, 2711 CENTERVILLE RD STE 400 ,WILMINGTON,DE,198080000

## CRES # 13-738E Power Broker Renewal Application

## OPERATIONS

08/17/2019

## Description:

- Subsidiary of UNITIL CORPORATION, HAMPTON, NH started 1901 which operates as electric utility. Parent company owns 100% of capital stock. Intercompany relations: parent acts solely as a holding company.
- Provides management services, specializing in administrative management (100%).
- Has 5 account(s). Terms are Net 30 days and contractual basis. Sells to Utility Companies. Territory : United States.
- Nonseasonal.

**Employees:** 195 which includes officer(s).**Facilities:** Occupies premises in a building.**Location:** Central business section on main street.**Subsidiaries:**

## SIC &amp; NAICS

## SIC:

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

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

- 8741 0101 Administrative management

## NAICS:

- 561110 Office Administrative Services

## Financials

## COMPANY FINANCIALS

## D&amp;B

Graph cannot be created

## ADDITIONAL FINANCIAL DATA

As of July 23, 2015, attempts to contact the management of this business have been unsuccessful. Inside and outside sources confirmed operation and location.

## REQUEST FINANCIALS STATEMENTS

You can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information by clicking the button below.

<input type="checkbox"/>	Financial Date Requested	Requested Period	Requested Year	Requested By	Received Date	Status
No data found						

The requested financials below were provided by USOURCE, L.L.C. and are not DUNSRight certified.

## KEY BUSINESS RATIOS

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments : 26

## CRES # 13-738E Power Broker Renewal Application

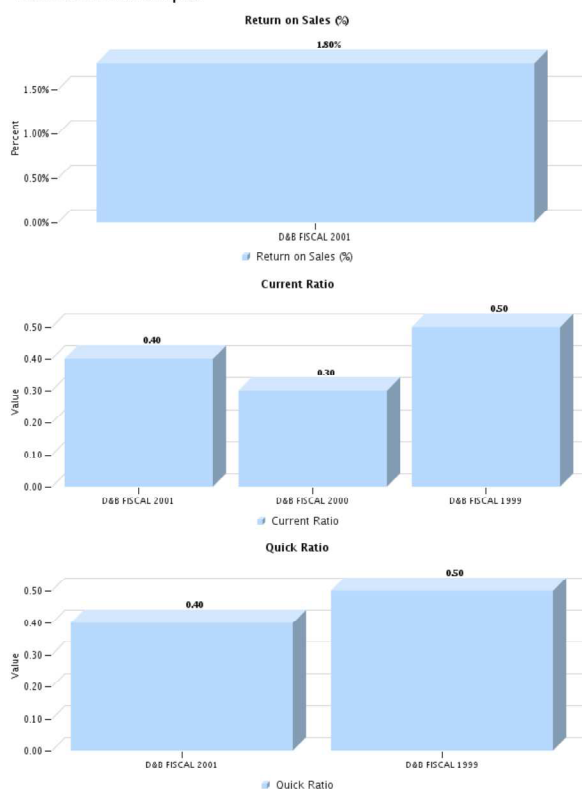
## Industry Norms Based On 26 Establishments

	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales %	UN	3.0	UN
Return on Net Worth %	UN	14.8	UN
<b>Short Term Solvency</b>			
Current Ratio	UN	1.6	UN
Quick Ratio	UN	1.1	UN
<b>Efficiency</b>			
Assets to Sale %	UN	106.3	UN
Sales/Net Working Capital	UN	7.4	UN
<b>Utilization</b>			
Total Liabilities / Net Worth %	UN	158.4	UN

UN = Unavailable

## Spread Financials

## Financial Trend Graphs



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## CRES # 13-738E Power Broker Renewal Application

If the Customer accessing the Services is part of the executive, legislative or judicial branches of the U.S. Federal Government, the Services contained herein are a Commercial Item as that term is defined in FAR 2.101, and are comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFAR 252.227-13.

Customer's rights to use the Services are as described in the government contract signed between D&B and the Government

Under no circumstances will the Customer accessing the Services have greater rights in the Services provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFAR 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFAR 252.227-7014(f), respectively.

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**C-8: BANKRUPTCY INFORMATION**

There are no reorganizations, protection from creditors or any other form of bankruptcy filings made by Usource, LLC (“Usource”), a parent or affiliate organization that guarantees the obligations of Usource or any officer of Usource in the current year or within the two most recent years preceding the application.



**C-9: MERGER INFORMATION**

On March 1, 2019, Retail Consulting Project Co. 2, LLC (“RCP1, LLC”) acquired 100% of the legal entity and business operations of Usource, LLC (“Usource”). Notice was provided on March 29, 2019.

Usource will continue conducting business as Usource, LLC. In addition, the company’s business operations, services, customer population, contact information and address remain unchanged. The primary impact of the transaction is a change in control and ownership of the business, as well as an update to the Usource’s officers. Please see Exhibit A-10 for an updated list of officers.

**EXHIBIT C-10: Corporate Structure**

Usource, LLC

CRES # 13-738E Power Broker Renewal Application

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**C-10: CORPORATE STRUCTURE**

**Florida Power & Light Company**

**Frontier Utilities Northeast LLC**

**Frontier Utilities, LLC**

**Gexa Energy California, LLC**

**Gexa Energy, LP**

**NextEra Energy Services Connecticut, LLC**

**NextEra Energy Services Delaware, LLC**

**NextEra Energy Services District of Columbia, LLC**

**NextEra Energy Services Illinois, LLC**

**NextEra Energy Services Maine, LLC**

**NextEra Energy Services Maryland, LLC**

**NextEra Energy Services Massachusetts, LLC**

**NextEra Energy Services New Hampshire, LLC**

**NextEra Energy Services New Jersey, LLC**

**NextEra Energy Services New York, LLC**

**NextEra Energy Services Ohio, LLC**

**NextEra Energy Services Pennsylvania, LLC**

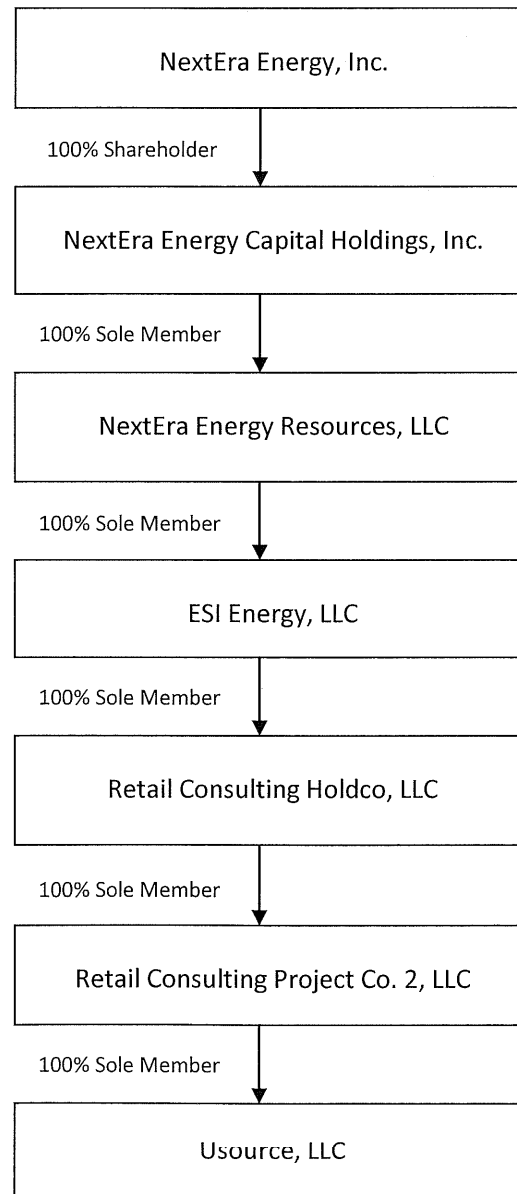
**NextEra Energy Services Rhode Island, LLC**

**Premier Power Solutions, LLC**

**Usource, L.L.C.**

**NextEra Energy Marketing, LLC**

Reflects organizational structure  
as of March 1, 2019



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

**Commission of Ohio Docketing Information System on**

**9/6/2019 2:18:02 PM**

**in**

**Case No(s). 13-1799-EL-AGG**

Summary: Application - Renewal Application for Electric Aggregators/Power Brokers  
electronically filed by Mrs. Gretchen L. Petrucci on behalf of Usource, LLC