



Public Utilities Commission

Original AGG Case Number	Version
13-2035-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 OMA Service Corporation
Address 33 North High Street, 6th Floor, Columbus, Ohio 43215
PUCO Certificate # and Date Certified # 13-757E(3), effective November 2, 2017
Telephone # (614) 224-5111 Web site address (if any) www.ohiomfg.com

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

Legal Name OMA Service Corporation
Address 33 North High Street, 6th Floor, Columbus, Ohio 43215
Telephone # (614) 224-5111 Web site address (if any) www.ohiomfg.com

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

<u>OMA Service Corporation</u>	<u>OMA Educational & Industrial</u>
<u>Ohio Manufacturers' Association</u>	<u>Development Institute</u>
<u>OMA Energy Group</u>	

A-5 Contact person for regulatory or emergency matters

Name Ryan Augsburger
Title VP and Managing Director of Public Policy Services
Business address 33 North High Street, 6th Floor, Columbus, Ohio 43215
Telephone # (614) 629-6817 Fax # (614) 224-1012
E-mail address raugsburger@ohiomfg.com

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

Name Ryan Augsburger
Title VP and Managing Director of Public Policy Services
Business address 33 North High Street, 6th Floor, Columbus, Ohio 43215
Telephone # (614) 629-6817 Fax # (614) 224-1012
E-mail address raugsburger@ohiomfg.com

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

Customer Service address 33 North High Street, 6th Floor, Columbus, Ohio 43215
Toll-free Telephone # (880) 662-4463 Fax # (614) 224-1012
E-mail address oma@ohiomfg.com

A-8 Applicant's federal employer identification number # 31-0986716

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 checked="" 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.).

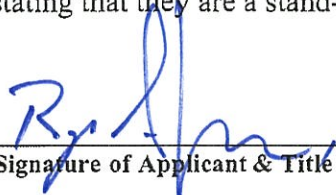
Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

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

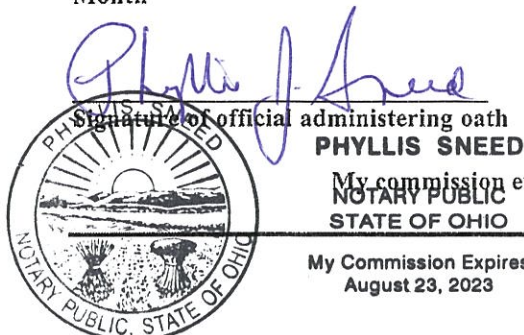
1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations 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 Vice President

Sworn and subscribed before me this 1st day of October, 2019
Month Year



Phyllis Sneed Notary
Print Name and Title

My Commission Expires
August 23, 2023

AFFIDAVIT

State of Ohio :

Columbus ss.
(Town)

County of Franklin :

Ryan Augsburg, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the VP, Marketing Director (Office of Affiant) of OMA Source Corp. (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], Vice President
Signature of Affiant & Title

Sworn and subscribed before me this 1st day of October, 2019 Year
Month



[Signature]
PHYLLIS SNEED
Signature of official administering oath
NOTARY PUBLIC
STATE OF OHIO

Phyllis Sneed
Print Name and Title

My Commission Expires on 8-23-2023
August 23, 2023

EXHIBIT A-10
OMA Service Corporation Principal Officers, Directors & Partners

The current OMA Service Corporation Officers (serving a two-year term beginning June 18, 2019) are as follows:

CHAIRMAN	Jane Neal, AMG Vanadium, Cambridge
IMMEDIATE PAST CHAIR	Scott Balogh, Mar-Bal, Inc., Chagrin Falls
FIRST VICE CHAIRMAN	Billy Vickers, MAI-GLA, Dublin
VICE CHAIRMAN	Scott Corbitt, Anheuser-Busch Companies, Columbus
PRESIDENT	Eric Burkland, The Ohio Manufacturers' Association, Columbus
VICE PRESIDENT	Ryan Augsburger, The Ohio Manufacturers' Assoc., Columbus
TREASURER	Aimee DeLuca, The Scotts Mirable-Gro Company, Marysville
SECRETARY	Rob Brundrett, The Ohio Manufacturers' Association, Columbus

All officers can be reached through the OMA:

33 North High Street, 6th Floor
Columbus, Ohio 43215
(614) 224-5111

Exhibit B-1 Jurisdictions of Operation

OMASC is not currently certified, licensed, registered or otherwise authorized to provide retail or wholesale electric services in any other jurisdictions.

Exhibit B-2 Experience & Plans

The mission of the OMA is to protect and grow Ohio manufacturing—a mission accomplished through the representation of manufacturers' interests before the Ohio General Assembly and state agencies, the judiciary community and statewide media, with the sole focus of improving business conditions for manufacturers in Ohio.

The OMA has extensive experience in the area of managing and marketing group purchasing programs and services on behalf of its members. The OMA operates a workers' compensation TPA on a fee basis for approximately 600 member manufacturers. It offers a group buying health care insurance program, and operates a group buying and shipping program for members. Throughout its history, the OMA has operated numerous cost-saving programs on behalf of members as a means to help manufacturers be more competitive.

Responding to inquiries and complaints is dependent on the nature of the inquiry. All types of calls will be accepted by the OMA on behalf of the OMASC. The general contact information for member communications is: phone: (800) 662-4463; e-mail oma@ohiomfg.com. In addition, Ryan Augsburger, Vice President and Managing Director, Public Policy Services will be the primary contact for responding to customer inquiries and complaints relating to the OMASC's energy aggregation activities. Calls concerning billing, technical issues, or electric service will be directed to the relevant competitive retail electric service provider or electric distribution utility.

On a more general note, the OMA and OMASC take any member complaint very seriously. The complaints we receive, while very seldom, are communicated to all the relevant staff and managers, including the president, in order to reach a consensus about the best way to respond and/or action to take. Under the OMA's decision making model, what is best for members always comes first.

Exhibit B-3 Disclosure of Liabilities and Investigations

The OMASC has no 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 service it is seeking to be certified to provide.

Exhibit C-1 Annual Reports

The OMASC is a privately-held company and is not required to prepare annual reports.

Exhibit C-2 SEC Filings

The OMASC is a wholly owned subsidiary of the OMA. Neither the OMA nor the OMASC are publicly owned, and therefore are not required to make filings with the Securities and Exchange Commission.

Exhibit C-3 Financial Statements

Exhibit C-3 Financial Statements

The information included in Exhibit C-3 is proprietary and confidential information filed under seal in accordance with Ohio Adm. Code 4901:1-24-08(A).

Exhibit C-4 Financing Arrangements

Exhibit C-4 Financial Arrangements

The information included in Exhibit C-4 is proprietary and confidential information filed under seal in accordance with Ohio Adm. Code 4901:1-24-08(A).

Exhibit C-5 Forecasted Financial Statements

Exhibit C-5 Forecasted Financial Statements

The information included in Exhibit C-5 is proprietary and confidential information filed under seal in accordance with Ohio Adm. Code 4901:1-24-08(A).

Exhibit C-6 Credit Rating

The credit rating information of the OMA (the parent company of OMASC) can be found in the Dun & Bradstreet Information Report attached hereto as Attachment C-6. A statement verifying that the OMA will guarantee the obligations of the OMASC in its role as an energy aggregator is also attached to this document as Attachment C-4.

OHIO MANUFACTURERS' ASSOCIATION, THE

D-U-N-S® 07-165-5575 Single Phone 614 224-5111
33 North High Street,
Columbus, OH 43215

Comprehensive Report

Purchase Date: 09/27/2019
Last Update Date: 07/27/2018
Attention: 266186336

Executive Summary

Company Info

Year Started	1928	Trade Styles	OMA SERVICE, THE; OMA EDUCATIONAL AND INDUSTRIAL DEVELOPMENT INSTITUTE , THE
Control Year	1928		
CEO	ERIC L BURKLAND, PRES		
Employees	13	Net Worth (Financial Statement)	\$5,114,111
Working Capital	\$5,097,200	Gross Revenue (Financial Statement)	2,852,211

As of 12/31/2018

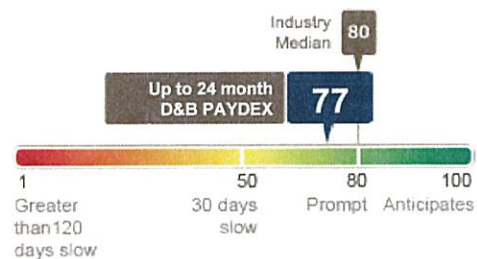
D&B Rating

D&B Rating

ER6

D&B PAYDEX®

Up to 24 month D&B PAYDEX

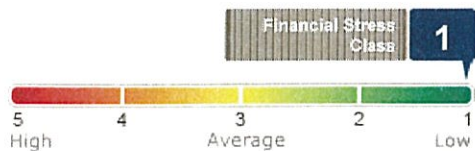


Up to 3 month D&B PAYDEX



Predictive Analytics

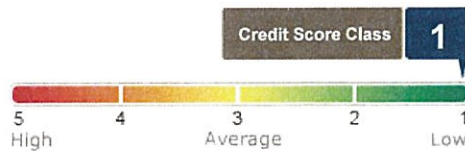
Financial Stress Class



The Financial Stress Class of 1 for this company shows that firms with this class had a failure rate of 0.03% (3 per 10,000).

Financial Stress Class	1
Financial Stress Score	1,592
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class

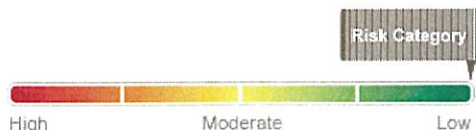


The Credit Score class of 1 for this company shows that 1.10% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	1
Credit Score	659
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

Risk Category



Conservative Credit Limit	\$5,000
Aggressive Credit Limit	\$15,000

D&B Viability Rating

D&B Viability Rating



Business Information

Business Summary

Financing	SECURED
Financial Condition	STRONG
SIC	8611 Business association
NAICS	813910 Business Associations
History Status	CLEAR

Credit Capacity Summary

D&B Rating

ER6

Prior D&B Rating	ER6
Rating Date	08/12/2006

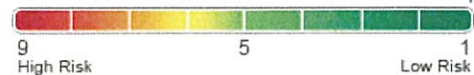
Payment Activity (based on 13 experiences)	USD
Average High Credit	\$1,487
Highest Credit	5,000
Total Highest Credit	17,850

D&B Viability Rating

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 no longer be in business within the next 12 months.

1

Viability Score



Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 1 have a probability of becoming no longer viable: **0.2%**
- Percentage of businesses ranked 1: **0.3%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

1

Portfolio Comparison



Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Available Financial Data**

- Level of risk: **Low Risk**
- Businesses ranked 1 within this model segment have a probability of becoming no longer viable: **0.1%**
- Percentage of businesses ranked 1 within this model segment: **23%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**

A

Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics

- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

A

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers ERIC L BURKLAND, PRES

Directors THE OFFICER(S)

As of 07/27/2018

The Ohio Secretary of State's business registrations file showed that The Ohio Manufacturers' Association was registered as a Non-Profit Corporation on January 27, 1928. Under the file registration number # 129552.

Business started 1928.

ERIC L BURKLAND born 1950. 1990-present active here.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 07/27/2018

Description: Operates a business association, specialized as a contractors' association and trade association (100%).

Has 2 account(s). Terms are cash, check or credit card and net 30 days. Sells to manufacturers, general public, non profit organizations and government. Territory : Local.

Nonseasonal.

Employees: 13 which includes officer(s).

Facilities: Rents 7,694 sq. ft. on 6th floor of a multi story steel building.

Location: Central business section on main street.

Industry Data

SIC

Code	Description
86110101	Contractors' association
86110100	Trade associations

NAICS

Code	Description
813910	Business Associations
813910	Business Associations

Financial Statements

Statement Update

Fiscal statement dated DEC 31 2018:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$2,146,841	Accts Pay	\$397,389
Accts Rec	3,420,515	Deferred Revenue	76,625
Prepaid	22,573	Accruals	18,715
Total Current Assets	5,589,929	Total Current Liabilities	492,729
Non Current Assets		Non Current Liabilities	
Fixt & Equip	19,095	Deferred Compensation	96,760
Investments-Other	94,576	NET WORTH	5,114,111
Total Assets	5,703,600	Total Liabilities & Net Worth	5,703,600

As of 09/24/2019

From JAN 01 2018 to DEC 31 2018 annual sales \$2,852,211; operating expenses \$2,969,220. Operating income \$(117,009); net income before taxes \$(117,009); Federal income tax \$6,471; (net loss) \$123,480.

Statement Source

Extent of audit, if any, not indicated.

Accounts receivable shown net less \$62,715 allowance. Fixed assets shown net less \$297,784 depreciation.

Key Business Ratios (Based on 25 establishments)

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	(4.3)	2.3	4
Return on Net Worth	(2.4)	2.6	3
Short Term Solvency			
Current Ratio	11.3	2.2	1
Quick Ratio	11.3	1.6	1
Efficiency			
Assets Sales	200.0	127.3	3
Sales / Net Working Capital	0.6	3.2	4
Utilization			
Total Liabs / Net Worth	11.5	44.1	1

As of 12/31/2018

Most Recent Financial Statement

As of 01/05/2019

Statement Source

Accountant: GBQ PARTNERS LLC, Columbus, OH.

The name and address of this business have been confirmed by D&B using available sources.

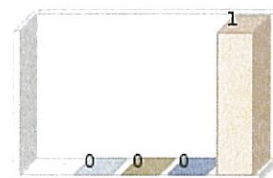
Indicators

Public Filings Summary

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

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	0	
UCC	1	03/07/2009

Public Filings



■ Bankruptcy ■ Judgment ■ Lien ■ Suit ■ UCC

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.

Full Filings

UCC Filings

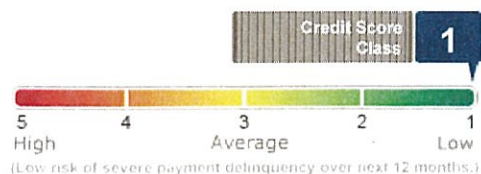
Collateral	Business machinery/equipment	Latest Info Received	03/17/2009
Filing No.	OH00133183985	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	03/07/2009
Secured Party	IKON FINANCIAL SVCS, MACON, GA		
Debtor	OHIO MANUFACTURERS ASSOCIATION		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary

Credit Score Class



Incidence of Delinquent Payment

Among Companies with This Class	1.10%
Average Compared to All Businesses	10.20%
Credit Score Percentile	100
Credit Score	659
Number of Payment Experiences	13

Key Factors

- Higher risk industry based on delinquency rates for this industry

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience 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 Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit 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.

Credit Score Percentile Norms Comparison

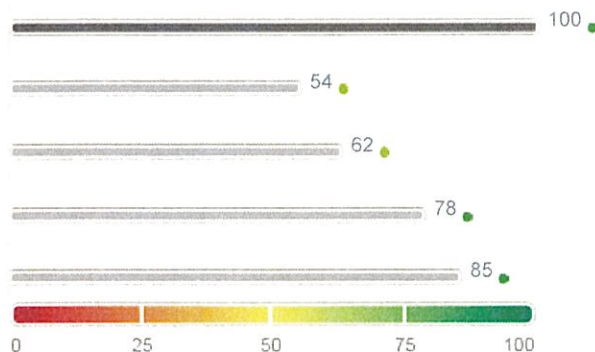
OHIO MANUFACTURERS' ASSOCIATION THE

Region (EAST NORTH CENTRAL)

Industry (PERSONAL AND CONSUMER SERVICES)

Employee Range (10-19)

Years in Business (26+)

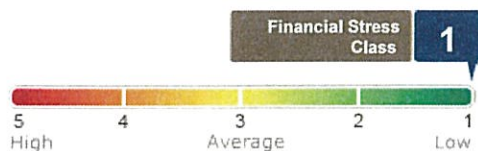


- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary

Financial Stress Class



Financial Stress Score Percentile

Financial Stress National Percentile	98
Financial Stress Score	1592
Probability of Failure with This Score	0.03%
Failure per 10K	3/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	13

Key Factors

- Low proportion of satisfactory payment experiences to total payment experiences.

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 percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database 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.

Financial Stress Percentile Comparison

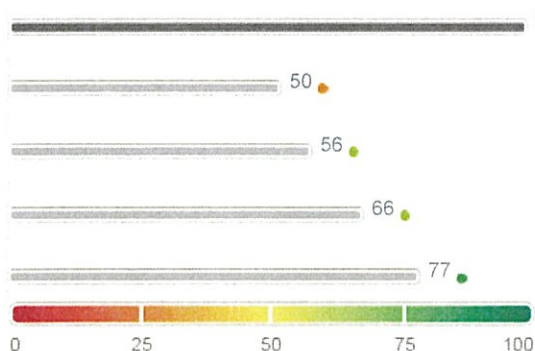
OHIO MANUFACTURERS' ASSOCIATION, THE

Region
(East North Central)

Industry
(Personal And Consumer Services)

Employee Range
(10-19)

Years in Business
(26+)



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

Advanced Paydex + CLR

D&B PAYDEX®

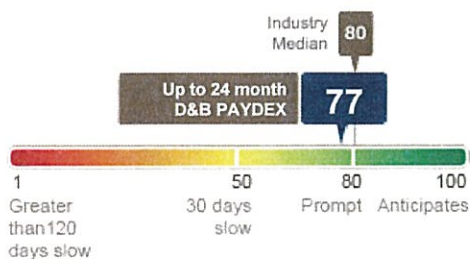
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 5 Days Beyond Terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 5 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is GENERALLY WITHIN terms.

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

Payment Trend	unchanged *	Total Payment Experiences for the HQ	13	Highest Now Owing	\$1,000
Payments Within Terms	93%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$1,487	Largest High Credit	\$5,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



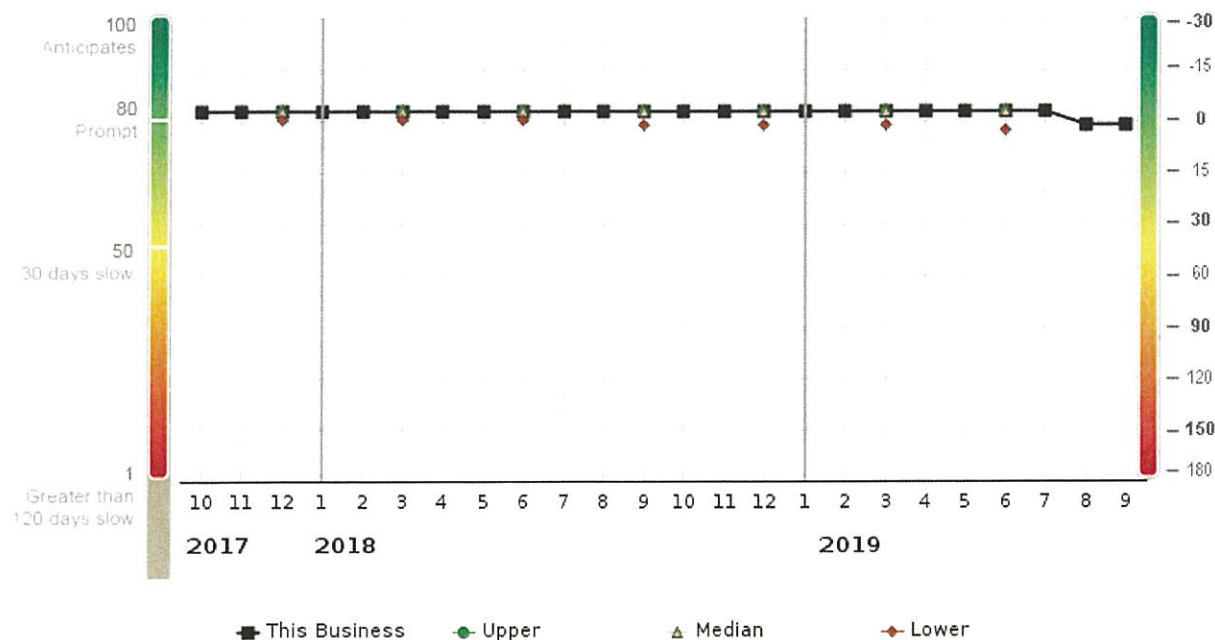
Recommendation Date	09/27/2019
Conservative Credit Limit	\$5,000
Aggressive Credit Limit	\$15,000

Key Factor

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

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business association, based on SIC code 8611.



This Business	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	77	77
Industry Quartiles																							
Upper			80			80			80			80			80			80			80		
Median			80			80			80			80			80			80			80		
Lower			78			78			78			77			77			77			76		

Note

- Current PAYDEX® for this Business is 77, or equal to 5 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 77.0, or equal to 5 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

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	0%	0	0
5,000-14,999	100% <div></div>	2	10,000
1,000-4,999	82% <div></div>	4	5,500
Under 1,000	66% <div></div>	6	2,350

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 13 payment experiences in D&B's file, with 12 experiences reported during the last three month period. The highest Now Owes on file is \$1,000. The highest Past Due on file is \$0.

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Public finance	4	\$4,300	\$2,500	58	42	0	0	0
Telephone communictns	2	750	500	100	0	0	0	0
Nonclassified	1	5,000	5,000	100	0	0	0	0
Short-trm busn credit	1	5,000	5,000	100	0	0	0	0
Investment advice	1	1,000	1,000	100	0	0	0	0
Misc business service	1	1,000	1,000	100	0	0	0	0
Whol office supplies	1	750	750	100	0	0	0	0
Whol office equipment	1	50	50	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	1	\$0	\$0
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
August 2019	Ppt	\$5,000	\$1,000	\$0	Lease Agreeemnt	1
	Ppt	5,000	0	0	N/A	6-12
	Ppt	2,500	0	0	N/A	1
	Ppt	1,000	0	0	N/A	2-3
	Ppt	1,000	0	0	N/A	6-12
	Ppt	750	0	0	N30	6-12
	Ppt	500	0	0	N/A	1
	Ppt	250	0	0	N/A	1
	Ppt	50	0	0	N/A	4-5
	Slow	1,000	0	0	N/A	1
	Slow	750	0	0	N/A	1
	Slow	50	0	0	N/A	1
June 2018	(013)	0	0	0	Sales COD	1

Lines shown in red are 30 or more days beyond terms

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

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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Exhibit C-7 Credit Report

A Dun & Bradstreet Information Report for the OMA (the parent company of OMASC) is attached in response to Exhibit C-6 (see Attachment C-6).

Exhibit C-8 Bankruptcy Information

No reorganization, protection from creditors, or any other form of bankruptcy has ever been filed by the OMA or the OMASC.

Exhibit C-9 Merger Information

Neither the OMA nor the OMASC have been involved in any mergers, dissolutions, or acquisitions in the past five years.

Exhibit C-10 Corporate Structure

The OMA Service Corporation (OMASC) is an Ohio corporation, and a wholly owned subsidiary of The Ohio Manufacturers' Association (OMA). It houses the OMA's for-profit activities, including OMA Workers' Compensation Services (a third party administrator of workers' compensation services for OMA members).

The parent company, OMA, is a not-for-profit 501(c)(6) trade association that was formed in 1910 for the purpose of serving the interests of Ohio manufacturers by presenting manufacturers' positions and the effect upon manufacturers of proposed laws, rules, and regulations before the Ohio legislature and state agencies.

The OMA Education and Industrial Development Institute is a separate legal entity related to the OMA and OMASC by virtue of common management. It was created to house the educational activities of the organization. It is essentially dormant at this time.

The OMA Energy Group is a separate legal entity, supported by administrative fees paid by participating OMA members. It intervenes in selected cases before the Public Utilities Commission of Ohio, and advises the OMA regarding energy policy matters. It is wholly owned by its parent company, The Ohio Manufacturers' Association.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

10/2/2019 11:51:23 AM

in

Case No(s). 13-2035-EL-AGG

Summary: Application Renewal Application For Electric Aggregators/Power Brokers
electronically filed by Mrs. Kimberly W. Bojko on behalf of OMA Service Corporation