



Business * Energy * Success

May 7, 2020

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, Ohio 43215-3793

Re: Renewal Application of Power Management Co., LLC dba PMC Lightsavers LLC for Retail Natural Gas Broker Case No. 12-1793-GA-AGG.

Dear Public Utilities Commission of Ohio,

Enclosed you will find the original and three copies of a renewal application for a license 12-259G to do business as a Retail Natural Gas Broker on behalf of Power Management Co., LLC dba PMC Lightsavers LLC.

Thank you in advance for reviewing and filing this application. Please contact me directly if you have any questions or need anything else from Power Management Co., LLC dba PMC Lightsavers LLC.

Sincerely,

Benjamin Roushey
Controller
1600 Moseley Road, Suite 100
Victor, NY 14564
Phone: 585-249-1360
Fax: 585-249-1361
Email: broushey@powermgt.com

PUCO

2020 MAY -8 PM 3:15

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Public Utilities Commission

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Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
	1	12-259 - GA-AGG

12-1793

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

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

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Power Management Co., LLC
Address 1600 Moseley Road, Suite 100, Victor, NY 14564
Telephone No. 5852491360 Web site Address powermgt.com
Current PUCO Certificate No. 12-259G(4) Effective Dates July 10,2018 through July 10,2020

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

Name PMC Lightsavers, LLC
Address 1600 Moseley Road, Suite 100, Victor, NY 14564
Web site Address powermgt.com Telephone No. 5852491360

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

Power Management Co., LLC
Power Management Co. New England, LLC
PMC Lightsavers, LLC

A-5 Contact person for regulatory or emergency matters:

Name Ben Roushey Title Controller
Business Address 1600 Moseley Road, Suite 100, Victor, NY 14564
Telephone No. (585) 249-1360 Fax No. (585) 249-1361 Email Address broushey@powermgt.com

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2020 MAY -8 PM 3:15

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

Name Karen Crusoe

Title Energy Supply Director

Business address 1600 Moseley Road, Suite 100, Victor, NY 14564

Telephone No. (585) 249-1360

Fax No. (585) 249-1361

Email Address kcrusoe@powermgt.com

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

Customer service address 1600 Moseley Road, Suite 100, Victor, NY 14564

Toll-Free Telephone No. 888-264-3698

Fax No. 585-249-1361

Email Address kcrusoe@powermgt.com

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name CT Cotporation Systems

Title

Business address 1300 East 9th Street, Cleveland, OH 4414-1506

Telephone No. 252-621-4270

Fax No.

Email Address

A-9 Applicant's federal employer identification number 16-1541935

A-10 Applicant's form of ownership: (Check one)

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☒ Limited Liability Company (LLC)

☐ Corporation

☐ Other

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☒ Columbia Gas of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	8/1/2012	End Date	TBD

☒ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	8/1/2012	End Date	TBD

☒ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	8/1/2012	End Date	TBD

☒ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	8/1/2012	End Date	TBD
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	8/1/2012	End Date	TBD

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports.)
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.).

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

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

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

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

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

C-6 Exhibit C-6 “Credit Rating,” provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

C-7 Exhibit C-7 “Credit Report,” provide a copy of the applicant's current credit report from 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.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 Exhibit D-1 “Operations,”** provide a current written description of the operational nature of the applicant’s business functions.
- D-2 Exhibit D-2 “Operations Expertise,”** given the operational nature of the applicant’s business, provide evidence of the applicant’s current experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 “Key Technical Personnel,”** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant’s current business.

Applicant Signature and Title



Sworn and subscribed before me this

27

day of

April

Month

2020

Year



Signature of official administering oath

Benjamin Roushey, Controller

Print Name and Title

My commission expires on

4/16/24

BENJAMIN ROUSHEY
NOTARY PUBLIC-STATE OF NEW YORK
No. 01RO6259991
Qualified in Monroe County
My Commission Expires 4/16/24



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

Powre Management Co., LLC dba PMC Lightsavers, LLC)

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

Case No. 12 - 259G - GA-AGG

County of Monroe

State of New York

Eric J. Douthit

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Sworn and subscribed before me this 27th day of April Month 2020 Year

Signature of Official Administering Oath

Benjamin Roushey, Controller

Print Name and Title

BENJAMIN ROUSHEY

NOTARY PUBLIC-STATE OF NEW YORK

No. 01RO6259991

Qualified in Monroe County

My commission expires on

4/16/24

My Commission Expires

4/16/24



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

Mr. John Burt
Chief Executive Officer
1600 Moseley Road, Suite 100
Victor, NY 14564
Telephone: (585) 249-1360

Mr. Eric Douthit
President
1600 Moseley Road, Suite 100
Victor, NY 14564
Telephone: (585) 249-1360



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Exhibit A-15 "Company History"

Power Management Co., LLC is a privately held Energy Services Company registered in the State of New York and approved as an energy service company by the State Public Service Commission. Founded in November 1997, Power Management has grown into a highly diversified Energy Services provider. The company's customers include over 10,000 commercial accounts located throughout the continental United States. The company's corporate offices are located at 1600 Moseley Road, Suite 100, Victor, NY. Our telephone number is 585-249-1360 or toll free at 1 (888) 264-3698. Our corporate website is www.powermgt.com.

Power Management primarily serves as an Energy Consultant specializing in companies with multiple locations. We can arrange for the purchase of energy from several different energy suppliers. Power Management provides an objective analysis of various suppliers' commodity rates and contract terms to assure competitive programs for our customers. As an independent agent for various suppliers Power Management can provide the following products:

Commodity Supply Programs

- Natural Gas
- Electricity
- Propane

Power Management works with business owners and facility managers to meet energy requirements, control and reduce energy use and improve facility operations. As more efficient energy conversion technologies and concepts are brought to market Power Management incorporates these technologies to implement cost effective solutions.

- On-Site Generation Service
- Lighting Projects
- Facility Energy Management Programs & Services
- Energy Information Services.



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Exhibit A-16 "Articles of Incorporation and Bylaws"

Power Management Co., LLC has not made any changes or amendments to the Articles of Incorporation that were filed with the initial application.



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Exhibit A-17 "Secretary of State"

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show PMC LIGHTSAVERS, LLC (POWER MANAGEMENT CO., LLC), a New York Limited Liability Company, Registration Number 1729324, filed on September 25, 2007, is currently in FULL FORCE AND EFFECT upon the records of this office.



Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 1st day of May, A.D. 2020.

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 202012202654

Exhibit B-1 "Jurisdictions of Operation"

States PMC is active and registered as a Broker of Gas or Electric

Delaware
Illinois
Maine
Maryland
New York
New Hampshire
Massachusetts
Pennsylvania
New Jersey
Rhode Island
Texas
Connecticut
District of Columbia
Virginia



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Exhibit B-2 "Experience & Plans"

Power Management's experience and plans for contracting with customers will continue to focus on large, multi-locational clients. We consult with those companies that have the desire to manage their various locations/energy portfolio to meet their corporate guidelines but would prefer to outsource that expertise directly and through third-party sales representatives.

Power Management plans to solicit businesses in Ohio where deregulation has the maximum potential of savings. All contact with the PUC approved suppliers will be handled at our corporate office in Victor, NY and communication with the Ohio clients will be handled by either our corporate or local business representative.

There will be no billing of any commodities directly by Power Management. Power Management will work as a liaison between the customer and supplier to ensure customer satisfaction. Each agent of Power Management will have business cards providing the business agent's contact information as well as Power Management's corporate information allowing customer inquiries and complaints to be handled to their satisfaction. Power Management also maintains a website (www.powermgt.com), which provides all information regarding the company and contact information.



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Exhibit B-3 "Summary of Experience"

Lead by John Burt and Eric Douthit the existing staff represents over 70 years in experience in the energy industry. Most of the initial experience comes from the petroleum sector. Founded in 1997 Power Management currently has approximately 12,000 gas and electric meters and relationships with approximately 15-20 suppliers. Additionally, we are on contract with six (6) major companies on an energy consulting basis. Power Management currently has approximately 12,000 electric meters and 4,700 natural gas meters in 13 states including Connecticut, Delaware, Illinois, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island and Texas. This represents over 1,700,000,000 kWh and 7,500,000 dth annually.



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Exhibit B-4 "Disclosure of Liabilities and Investigations"

Power Management Co., LLC has no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations or any other matters that could adversely impact the financial or operational status or ability to provide the energy brokerage or energy consulting services that we are requesting to be certified for in the State of Ohio.



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Exhibit C-1 “Annual Reports”

Power Management Co., LLC is a privately held company therefore no “Annual Reports” are required or generated.



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Exhibit C-2 "SEC Filings"

Power Management Co., LLC is a privately held company therefore no SEC Filings are required or filed.



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Exhibit C-4 "Financial Arrangements"

N/A. Power Management Co., LLC is not taking title to the electricity and is only seeking to be certified as an aggregator or broker.

Exhibit C-5 "Forecasted Financial Statements"

Case No. 12-1793-GA-AGG

The table below is a forecasted income statement for Power Management Co., LLC's Natural Gas related business activities in the state of Ohio for the next two years.

	Year 1 (2020)	Year 2 (2021)
Revenue	\$ 74,455.50	\$ 78,178.27
Expenses	\$ 59,877.53	\$ 61,673.86
Net Income	\$ 14,577.96	\$ 16,504.41

Assumptions

- Revenue growth of net 5% for Year 2
- Expense increase of 3% for year 2

Preparer Information

Ben Roushey
1600 Moseley Road, Suite 100
Victor, NY 14564
Phone: 585-249-1360



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Exhibit C-6 "Credit Rating"

Please see attached credit rating/report from Experian in following Exhibit C-7 "Credit Report".



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Exhibit C-7 "Credit Report"

Please see attached credit rating/report from Experian.

For help reading this report, please review our sample report.

Search inquiry: (My company)

ProfilePlusSM Report

as of: 05/05/20 12:20 ET

Power Management Co, LLC

Address:	500 Linden Oaks Rochester, NY 14625-2823 United States	Key Personnel:	Officer: Eric J Douthit Officer: Burt John Officer: Richard T Aab
Phone:	<u>585-325-5050</u>	SIC Code:	8748-Business Consulting Services, Nec 8711-Engineering Services 8742-Management Consulting Services
Website:	www.powermanagementco.com	NAICS Code:	541690-Other Scientific And Technical Consulting Services 541330-Engineering Services 541612-Human Resources Consulting Services
Experian BIN:	722591761	Business Type:	Corporation
Agent:	C T Corporation System	Experian File Established:	October 1998
Agent Address:	150 West Market Street Indianapolis, IN	Experian Years on File:	22 Years
Also is (or has been) operating as:	Power Management Co LLC	Years in Business:	23 Years
Family Linkage:		Total Employees:	30
Ultimate Parent	Power Management Co, LLC 500 Linden Oaks Rochester, NY	Sales:	\$2,889,000
Branches / Alternative Locations	Power Management Co, LLC 115 Eagle Rock Rd Stoughton, MA United States Power Management Co, LLC 400 Andrews St Ste 510 Rochester, NY United States	Filing Data Provided by:	New York
		Date of Incorporation:	03/15/2013

Experian Business Credit Score

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Business Credit Score



Low-Medium Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Number of commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Length of time on Experian's file.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 70. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

2**Financial Stability Risk
Rating**

Low-Medium Risk

**A Financial Stability Risk Rating of 2 indicates a
1.11% potential risk of severe financial distress
within the next 12 months.****Key Rating Factors:**

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

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 2. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary[Back to top](#)**Current Days Beyond Terms (DBT):****0****Predicted DBT for 07/01/2020:****1****Average Industry DBT:****3****Payment Trend Indicator:**

No Trend Identifiable

Lowest 6 Month Balance:

\$11,581

Highest 6 Month Balance:

\$13,511

Current Total Account Balance:

\$0

Highest Credit Amount Extended:

\$0

Payment Tradelines (see charts, detail):

6

Business Inquiries (see summary):

3

UCC Filings (see detail) (see summary):

2

☐ **Businesses Scoring Worse:**

69%

☒ **Bankruptcies:**

0

☐ **Liens (see detail):**

0

☒ **Judgments Filed:**

0

☒ **Collections:**

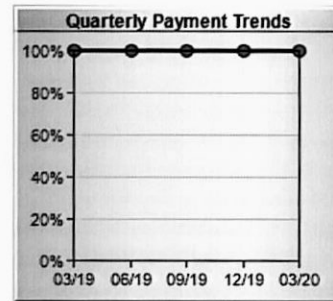
0

Company background: Founded in 1997, Power Management Company is located in Rochester, NY. The company offers energy consulting services and solutions for public and private companies. Its services include master energy purchasing, demand response, engineering, and development of energy strategies and analysis.

Payment Trend Summary

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*Percentage of on-time payments by month.



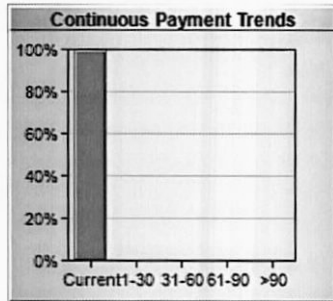
*Percentage of on-time payments by quarter.

Monthly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
11/19	100%	0%	0%	0%	0%
12/19	100%	0%	0%	0%	0%
01/20	100%	0%	0%	0%	0%
02/20	100%	0%	0%	0%	0%
03/20	100%	0%	0%	0%	0%
04/20	100%	0%	0%	0%	0%

Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
03/19	100%	0%	0%	0%	0%
06/19	100%	0%	0%	0%	0%
09/19	100%	0%	0%	0%	0%
12/19	100%	0%	0%	0%	0%
03/20	100%	0%	0%	0%	0%



*Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.



*Combined distribution with DBT.

Trade Payment Information

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Payment Experiences (Financial Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Auto Rentl	4/07/18		Net 30		\$0						
Fincl Svcs	4/02/20		60	\$16,214	\$11,581						
Leasing	4/01/20		Mo		\$0						
Offc Suppl	6/28/18	1/17/10	Rev		\$0						Account Cl

Tradeline Experiences (Continuous Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Packaging	4/02/20		Net 30		\$0						Cust 03 Yr

Additional Tradeline Experiences (Aged Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Packaging	7/03/18		Net 30		\$0						Cust 03 Yr

Payment Trend Detail

Date	Industry* DBT	DBT	Industry* Current	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
04/20	3	0	93%	100%	0%	0%	0%	0%
03/20	3	0	94%	100%	0%	0%	0%	0%
02/20	3	0	93%	100%	0%	0%	0%	0%
01/20	3	0	93%	100%	0%	0%	0%	0%
12/19	3	0	94%	100%	0%	0%	0%	0%
11/19	3	0	94%	100%	0%	0%	0%	0%

Inquiries

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Summary of Inquiries

Supplier Category	05/20	04/20	03/20	02/20	01/20	12/19	11/19	10/19	09/19
General	0	0	0	0	1	0	0	0	0
Insurance	0	0	1	0	0	0	1	0	0
Totals	0	0	1	0	1	0	1	0	0

Tax Lien Filings

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Date: 05/16/2016
 Owner: State Of Indiana
 Filing Location: Marion Cnty Circuit/Superior/Municipal C
 Legal Type: State Tax
 Legal Action: Released
 Document Number: 10991537
 Liability Amount: \$78
 Description: Other Tax

UCC Filings

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Date: 05/02/2017
 Filing Number: 201705028185085
 Jurisdiction: Sec Of State NY
 Secured Party: Five Star Bank Ny Warsaw 14569 55 North Main ST
 Activity: Continued

Date: 06/18/2012
 Filing Number: 201206180346591
 Jurisdiction: Sec Of State NY
 Secured Party: Five Star Bank Ny Warsaw 14569 55 North Main Street
 Collateral: Accounts Receivable, Equipment, Furnishings and Fixtures, Inventory, Hereafter Acquired Property, Other Assets (undefined)
 Activity: Filed

UCC Filings Summary

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Filing Period	Cautionary Filings	Total Filed	Total Released	Total Continued	Amended / Assigned
JAN-Present 2020	0	0	0	0	0
JUL-DEC 2019	0	0	0	0	0
JAN-JUN 2019	0	0	0	0	0
JUL-DEC 2018	0	0	0	0	0
JAN-JUN 2018	0	0	0	0	0
Prior to JAN 2018	1	1	0	1	0

Cautionary UCC Filings include one or more of the following collateral: Accounts, Accounts Receivable, Contracts, Hereafter acquired property, Leases, Notes Receivable, or Proceeds.

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Exhibit C-8 "Bankruptcy Information"

There have been no reorganizations, protection from creditors or any other form of bankruptcy filings made by Power Management Co., LLC that would guarantee the obligations of Power Management Co., LLC or its officers in the current year or any time period of the company.



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Exhibit C-9 "Merger Information"

Power Management has not been involved in any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

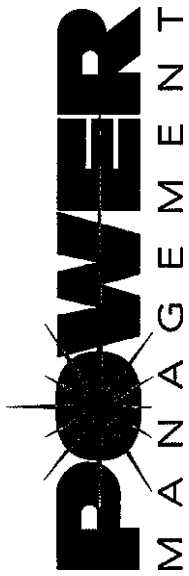
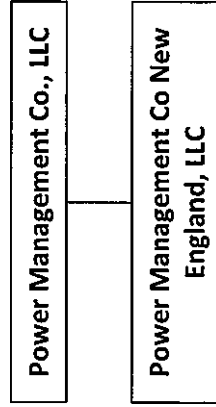


Exhibit C-10 “Corporate Structure”

Power Management Co., LLC is a majority shareholder of Power Management Co. New England, LLC.





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Exhibit D-1 "Operations"

Power Management Co., LLC works with various utilities to obtain client or potential client's load. Once the information is reviewed it is sent to suppliers for pricing. When pricing is received from all suppliers that quoted the customer Power Management analyzes each quote to determine which option Power Management will then recommend to the customer. If the client agrees to proceed Power Management orders contracts from the supplier and obtains the appropriate sign off from customer and submits the executed copy to the supplier. Power Management then confirms with the supplier that the client is enrolled and checks with the client to ensure accuracy in billing. Prior to the end of the contract Power Management will begin working on renewal options for client.



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Exhibit D-2 "Operations Expertise"

Please refer to Exhibits B-3 "Summary of Experience" and A-16 "Company History"

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Exhibit D-3 "Key Technical Personnel"

John Burt
Chief Executive Officer
jburt@powermgt.com
1600 Moseley Road, Suite 100
Victor, NY 14564
Phone: 585-249-1360

Eric Douthit
President
edouthit@powermgt.com
1600 Moseley Road, Suite 100
Victor, NY 14564
Phone: 585-249-1360

Jerry Walter
Vice President of Operations
gwalter@powermgt.com
1600 Moseley Road, Suite 100
Victor, NY 14564
Phone: 585-249-1360