



DIS Case Number: 17-2169-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☐ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

A-2. Applicant's legal name and contact information.

Legal Name: Summit Energy Services Inc

Phone: 5024293800

**Extension (if
applicable):**

Country: United States

Street: 10350 Ormsby Park Pl, Ste 400

Website (if any):

<https://www.se.com/us/en/work/services/energy-and-sustainability/energy-management-sustainability-services.jsp>

City: Louisville

Province/State: KY

Postal Code: 40223

A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name	Type	Address	Active?	Proof
Schneider Electric	DBA	10350 Ormsby Park Place Suite 400 Louisville, KY 40223	Yes	File

A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
Schneider Electric	DBA	10350 Ormsby Park Place Suite 400 Louisville, KY 40223	Yes	File



A-5. Contact person for regulatory matters

Jonathan Zanetti
10350 Ormsby Park Place Suite 400
Louisville, KY 40223
US
jonathan.zanetti@se.com
5027533134

A-6. Contact person for PUCO Staff use in investigating consumer complaints

Jonathan Zanetti
10350 Ormsby Park Place Suite 400
Louisville, KY 40223
US
jonathan.zanetti@se.com
5027533134

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

Phone: 502-429-3800	Extension (if applicable):	Country: United States
Fax: 502-753-2248	Extension (if applicable):	Street: 10350 Ormsby Park Place Suite 400
Email: jonathan.zanetti@se.com	City: Louisville	Province/State: KY
	Postal Code: 40223	

A-8. Applicant's federal employer identification number

61-1211144

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection

Columbia Gas of Ohio
Dominion Energy Ohio
Duke Energy Ohio
CenterPoint Energy Ohio

Class of customer selection

Industrial
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 11-20-2021

A-12. Principal officers, directors, and partners

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Jonathan Zanetti	jonathan.zanetti@se.com		10350 Ormsby Park Place Suite 400 Louisville, KY 40223 US

A-13. Company history

Summit Energy, the precursor to Schneider Electric Global Solutions – Energy and Sustainability Services, was established in 1991 as a natural gas consulting firm in Louisville, KY. Summit began leading industrial manufacturing companies to more strategic energy purchases throughout the United States. Data Management and utility bill payment services were included in these services. As electricity markets deregulated in 1994, Summit added electricity consulting to its service offering. In 2008, Summit acquired multiple companies to expand its footprint in North America and Europe. In 2010, Summit expanded its service offering even further into the Sustainability market.

Summit was acquired by Schneider Electric in April 2011 and officially received the Schneider Electric name in February 2013 as Energy Supply and Sustainability Services. Although the



Public Utilities Commission

branding changed, the services provided in the RFP will still be contracted with Summit Energy Services, Inc.

Summit is compensated through contractual relationships with its customers. However, a small portion of our business, is paid directly by suppliers through a broker relationship, in which a previously agreed upon fee between Summit and customer, is remitted directly to Summit by the supplier. This is disclosed to both customer and supplier, and Summit accepts no other remuneration from Supplier.

A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov?=businessDetails/1932168>

A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Robert Haffner
10823 Gate Post Road
Strongsville, OH 44149
US
robert.haffner@se.com
5027532248

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: State:

License No:

Delaware	13-378
District of Columbia	EA 2013-20
Connecticut	23-05-20
Illinois	10-0241



Public Utilities Commission

Maine	2006-318
Maryland	IR-1396
New Hampshire	DM 13-150
New Jersey	EA-0422
Ontario	ER-2022-0294
Pennsylvania	A-2015-2489074
Rhode Island	D-96-6 (O6)
Texas	80292
Virginia	A-66

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Summit Energy Services is a broker, not a supplier, and we do not provide contracting service or billing statements.

Although Summit has relatively recent experience (starting in 2009) functioning as a broker for third party gas procurement transactions, Summit Energy has served in an advisory capacity in the Ohio gas markets for almost twenty years. Most of that period resulted in utility tariff supplied electricity being more economical, but that recently changed and Summit has advised on transactions for over several hundred MWs for over one hundred clients. Summit has experience not only on pricing analysis, but also evaluation of suppliers, including their credit and operational capabilities, bill audits, budgeting and forward pricing forecasting. Summit aggregates its customer base for its suppliers to lower transaction costs and secure most competitive bidding.

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

Liability and Investigations Disclosures: Since our last filing, Summit Energy Services, Inc. has not had any rulings, judgements, contingent liabilities, revocations of authority, regulatory investigations, etc. that impacts our financial or operational status or ability to provide service to our customers.

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

B-5. Disclosure of certification, denial, curtailment, suspension or revocation

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

Links to Financial Statement(s): <https://www.se.com/ww/en/about-us/investor-relations/regulatory-information/annual-reports.jsp>

C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio**.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

File(s) attached

C-4. Credit rating



Public Utilities Commission

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 'Not Rated'.

File(s) attached

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

File(s) attached

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No



C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

File(s) attached

Section D: Applicant Technical Capacity

D-1. Operations

Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

Operations Description: Summit Energy will evaluate the market to ensure whether utility provided electricity is competitive with those markets open to third party competition, and where third party options are more optimal, Summit will competitively source the generation component amongst multiple vendors on price, service and other factors. Summit will also negotiate contract terms on behalf of its clients as well as offer follow-up services such as billing reconciliation.

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities
Commission

Application Attachments

**Summit Energy Services dba Schneider
Electric**

	Current Year (Estimated) 2023	Forecasted Year 1 2024	Forecasted Year 2 2025
Revenues			
Ohio Natural Gas Brokering Revenue:	\$16,434	\$3,441	\$3,053
Expenses			
Total Expenses:	\$9,860	\$2,064	\$1,832
Taxes			
Provision for Income Taxes:	\$4,035	\$845	\$750
Net Income (Loss)	\$2,538	\$531	\$472

LIVE REPORT

SUMMIT ENERGY SERVICES, INC.

Tradestyle(s)(SUBSIDIARY OF SCHNEIDER ELECTRIC HOLDINGS, INC., WESTMONT, IL) 1

ACTIVE

HEADQUARTERS

D-U-N-S Number: 80-878-6073

Phone: +1 502 429 3800

Address: 10350 Ormsby Pk Pl Ste 400, Louisville, KY, 40223, United States Of America

Endorsement: Wes.tappmeyer@ems.schneider-electric.com

Exclude from Portfolio Insight: No

Folders: All Companies

Summary

KEY DATA ELEMENTS (Formerly: SCORE BAR)			
KDE Name		Current Status	Details
PAYDEX®	↓	67	18 Days Beyond Terms
Delinquency Score	↓	47	Moderate Risk of severe payment delinquency.
Failure Score	↓	72	Low to Moderate Risk of severe financial stress.
D&B Viability Rating		32BZ	View More Details
Bankruptcy Found		N	
D&B Rating		1R3	10 employees and over, Moderate Risk

DETAILED TRADE RISK INSIGHT™

Days Beyond Terms

16 Days

3 Months

From Jul-23 to Sep-23

16

High Risk (120+)Low Risk (0)

Days Beyond Terms Past 3 months : 16

Low Risk:0 ; High Risk:120+

Dollar-weighted average of 6 payment experiences reported from 6 companies.

ALERTS ?

There are no alerts for this D-U-N-S Number.

VIABILITY RATING SUMMARY ?		
<div><div>Viability Score</div><div><div></div><div></div><div></div><div>3</div></div><div>High Risk (9)<div>Low Risk (1)</div></div></div>		
<div><div>Data Depth Indicator</div><div><div></div><div></div><div></div><div>B</div></div><div>Descriptive (G)<div>Predictive (A)</div></div></div>		
<div><div>Portfolio Comparison</div><div><div></div><div></div><div></div><div>2</div></div><div>High Risk (9)<div>Low Risk (1)</div></div></div>		
Financial Data	Unavailable	
Trade Payments		
Company Size		
Years in Business	-	

COMPANY PROFILE ?		
<div><div>D-U-N-S</div><div>80-878-6073</div></div>	<div><div>Mailing Address</div><div>UNITED STATES</div></div>	<div><div>Employees</div><div>1,800</div></div>
<div><div>Legal Form</div><div>Corporation (US)</div></div>	<div><div>Telephone</div><div>+1 502 429 3800</div></div>	<div><div>Age (Year Started)</div><div>33 Years (1991)</div></div>
<div><div>History Record</div><div>Clear</div></div>	<div><div>Present Control Succeeded</div><div>1991</div></div>	<div><div>Named Principal</div><div>Steve Wilhite , PRES</div></div>
<div><div>Date Incorporated</div><div>07/26/2004</div></div>		<div><div>Line of Business</div><div>Management services</div></div>
<div><div>State of Incorporation</div><div>DELAWARE</div></div>		<div><div>SIC</div><div>8741</div></div>
<div><div>Ownership</div><div>Not publicly traded</div></div>		<div><div>NAICS</div><div>561110</div></div>
<div><div>Street Address:</div><div>10350 Ormsby Pk Pl Ste 400, Louisville, KY, 40223, United States Of America</div><div></div></div>		

PAYDEX® TREND CHART ?

WEB & SOCIAL POWERED BY FIRSTRAIN
<div><div>i</div><div>No Data Available</div></div>

LEGAL EVENTS		
Events	Occurrences	Last Filed
Bankruptcies	0	-

Events	Occurrences	Last Filed
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	6	11/28/2014

OWNERSHIP

Subsidiaries

68

Branches

1

Total Members

2,157

This company is a Headquarters, Parent, Subsidiary.

	Immediate Parent	Domestic Ultimate	Global Ultimate
Name	Schneider Electric Holdings, Inc.	Schneider Electric Holdings, Inc.	SCHNEIDER ELECTRIC SE
Country	United States	United States	France
D-U-N-S	83-308-9860	83-308-9860	27-513-6398
Others	-	-	-

The scores and ratings included in this report are designed as a tool to assist the user in making their own credit related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and where appropriate on other information sources. The score and rating models are developed using statistical analysis in order to generate a prediction of future events. Dun & Bradstreet monitors the performance of thousands of businesses in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, Dun & Bradstreet cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this report is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

Risk Assessment

D&B RISK ASSESSMENT

OVERALL BUSINESS RISK

HIGH

MODERATE-HIGH

MODERATE

LOW-MODERATE

LOW

Dun & Bradstreet thinks...

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

Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**

Based on the predicted risk of severely delinquent payments: **MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

MAXIMUM CREDIT RECOMMENDATION

US\$ 2,000,000

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

D&B VIABILITY RATING SUMMARY
<p>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:</p>

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.

Request Financial Statements

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

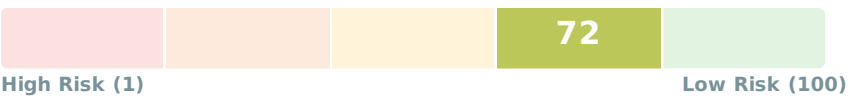
Company Profile:
Company Profile Details:

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

Z

Subsidiary

FAILURE SCORE FORMERLY FINANCIAL STRESS SCORE



- Low proportion of satisfactory payment experiences to total payment experiences
- UCC Filings reported
- High proportion of past due balances to total amount owing
- Unstable Paydex over last 12 months

Level of Risk Low-Moderate	Raw Score 1517	Probability of Failure 0.12 %	Average Probability of Failure for Businesses in D&B Database 0.48	Class 2
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Business and Industry Trends

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	72
Region:(EAST SOUTH CENTRAL)	31
Industry:BUSINESS, LEGAL AND ENGINEERING SERVICES	37
Employee range:(500-2300000)	53
Years in Business:(26+)	68

DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE



- Proportion of past due balances to total amount owing

47

High Risk (1)

Low Risk (100)

- Higher risk industry based on delinquency rates for this industry
- Proportion of slow payments in recent months

Level of Risk Moderate	Raw Score 495	Probability of Delinquency 6.38 %	Compared to Businesses in D&B Database 10.2 %	Class 3
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Business and Industry Trends

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	47
Region:(EAST SOUTH CENTRAL)	37
Industry:BUSINESS, LEGAL AND ENGINEERING SERVICES	35
Employee range:(500-2768886)	75
Years in Business:(26+)	79

D&B PAYDEX

67

High Risk (1)

Low Risk (100)

When weighted by amount, Payments to suppliers average 18 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)

Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 75
Equals 8 Days Beyond Terms

D&B 3 MONTH PAYDEX

67

High Risk (1)

Low Risk (100)

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average 18 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)

Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 75
Equals 8 Days Beyond Terms

Business and Industry Trends

8741 - Management services

D&B RATING

Current Rating as of 04/29/2022

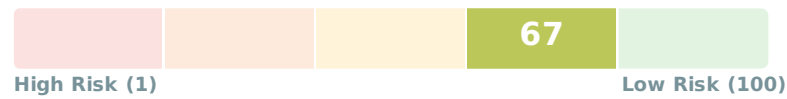
Employee Size	Risk Indicator
1R : 10 employees and over	3 : Moderate Risk

Trade Payments

TRADE PAYMENTS SUMMARY (Based on 24 months of data)

Overall Payment Behaviour 18 Days Beyond Terms	% of Trade Within Terms 85%	Highest Past Due US\$ 70,000
Highest Now Owing : US\$ 75,000	Total Trade Experiences: 31 Largest High Credit : US\$ 500,000 Average High Credit : US\$ 51,917	Total Unfavorable Comments : 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0

D&B PAYDEX



When weighted by amount, Payments to suppliers average 18 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)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 75
Equals 8 Days Beyond Terms

D&B 3 MONTH PAYDEX



Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average 18 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
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- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median: 75
Equals 8 Days Beyond Terms

BUSINESS AND INDUSTRY TRENDS Based on 24 months of data

8741 - Management services																								
	Current																							
	10/21	11/21	12/21	1/22	2/22	3/22	4/22	5/22	6/22	7/22	8/22	9/22	10/22	11/22	12/22	1/23	2/23	3/23	4/23	5/23	6/23	7/23	8/23	2023
This Business	56	58	70	70	72	79	79	79	79	79	80	80	80	80	79	79	79	79	80	80	80	68	68	67
Industry Quartile																								
Upper	-	-	79	-	-	79	-	-	79	-	-	79	-	-	79	-	-	79	-	-	79	-	-	-
Median	-	-	73	-	-	74	-	-	74	-	-	74	-	-	75	-	-	75	-	-	75	-	-	-
Lower	-	-	65	-	-	65	-	-	64	-	-	64	-	-	65	-	-	65	-	-	65	-	-	-

TRADE PAYMENTS BY CREDIT EXTENDED (Based on 12 months of data)

Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	2	US\$ 700,000	64
50,000 - 99,999	0	US\$ 0	0
15,000 - 49,999	0	US\$ 0	0
5,000 - 14,999	3	US\$ 20,000	100
1,000 - 4,999	3	US\$ 4,500	89
Less than 1,000	6	US\$ 2,350	90

TRADE PAYMENTS BY INDUSTRY (BASED ON 24 MONTHS OF DATA)

[Collapse All](#) | [Expand All](#)

Industry Category-	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
▼35 - Industrial and Commercial Machinery and Computer Equipment	1	250	100	0	0	0	0
3579 - Mfg misc office eqpt	1	250	100	0	0	0	0
▼48 - Communications	6	2,500	65	18	0	18	0
4813 - Telephone communictns	4	2,500	100	0	0	0	0
4812 - Radiotelephone commun	2	250	29	35	0	36	0
▼50 - Wholesale Trade - Durable Goods	2	500,000	64	0	36	0	0

5045 - Whol computers/softwr	2	500,000	64	0	36	0	0
▼51 - Wholesale Trade - Nondurable Goods	1	1,000	50	50	0	0	0
5112 - Whol office supplies	1	1,000	50	50	0	0	0
▼60 - Depository Institutions	1	5,000	100	0	0	0	0
6021 - Natnl commercial bank	1	5,000	100	0	0	0	0
▼73 - Business Services	3	10,000	100	0	0	0	0
7389 - Misc business service	2	500	100	0	0	0	0
7371 - Custom programming	1	10,000	100	0	0	0	0
▼93 - Public Finance Taxation and Monetary Policy	1	5,000	100	0	0	0	0
9311 - Public finance	1	5,000	100	0	0	0	0

TRADE LINES						
Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
08/23	Pays Promptly	N30	200,000	0	0	1
08/23	Pays Promptly	-	2,500	1,000	0	1
08/23	Pays Promptly	-	750	0	0	1
08/23	Pays Promptly	-	500	50	0	1
08/23	Pays Promptly	-	500	100	0	Between 2 and 3 Months
08/23	Pays Promptly	-	250	0	0	Between 6 and 12 Months
08/23	Pays Promptly	-	100	50	0	1
08/23	Pays Promptly	-	0	0	0	1
08/23	Pays Prompt to Slow 30+	N60	1,000	1,000	0	1
07/23	Pays Promptly	-	5,000	5,000	0	1
07/23	Pays Promptly	-	1,000	500	0	1
07/23	Pays Prompt to Slow 60+	-	500,000	75,000	70,000	1
07/23	-	Cash account	0	0	0	1
07/23	-	Cash account	50	0	0	1
07/23	-	Cash account	50	0	0	1
07/23	-	Cash account	50	0	0	1
07/23	-	Cash account	50	0	0	1
07/23	-	Cash account	50	0	0	1
06/23	Pays Promptly	-	10,000	0	0	Between 4 and 5 Months
04/23	-	Cash account	250	0	0	1
03/23	-	Cash account	50	0	0	1
03/23	-	Cash account	50	0	0	1
12/22	-	Cash account	50	0	0	Between 6 and 12 Months
11/22	-	Cash account	100	0	0	1

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
11/22	-	Cash account	50	0	0	1
09/22	-	Cash account	100	0	0	1
09/22	-	-	50	0	0	1
08/22	Pays Promptly	-	5,000	0	0	1
06/22	-	Cash account	50	0	0	1
06/22	-	Cash account	50	0	0	Between 2 and 3 Months
11/21	Pays Slow 15-80+	-	250	100	100	Between 6 and 12 Months

OTHER PAYMENT CATEGORIES		
Other Payment Categories	Experience	Total Amount
Cash experiences	15	US\$ 1,000
Payment record unknown	1	US\$ 50
Unfavorable comments	0	US\$ 0
Placed for collections	0	US\$ 0
Total in D&B's file	31	US\$ 727,900

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed. Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc. Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported.

Legal Events

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

Bankruptcies	Judgements	Liens	Suits	UCCs
No	0 Latest Filing: -	0 Latest Filing: -	0 Latest Filing: -	6 Latest Filing: 11/28/2014

EVENTS	
UCC Filing - Original	
Filing Date	11/28/2014
Filing Number	2014 4807137
Received Date	01/05/2015
Collateral	Business machinery/equipment and proceeds
Secured Party	U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN
Debtors	SUMMIT ENERGY SERVICES, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	

Filing Date	05/08/2014
Filing Number	2014 1827773
Received Date	06/17/2014
Collateral	Business machinery/equipment and proceeds
Secured Party	U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN
Debtors	SUMMIT ENERGY SERVICES, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	01/31/2014
Filing Number	2014 0408534
Received Date	02/21/2014
Collateral	Business machinery/equipment and proceeds
Secured Party	U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN
Debtors	SUMMIT ENERGY SERVICES, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	03/18/2013
Filing Number	2013 1032144
Received Date	04/10/2013
Collateral	Business machinery/equipment and proceeds
Secured Party	U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN
Debtors	SUMMIT ENERGY SERVICES, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Assignment	
Filing Date	12/21/2009
Filing Number	2009 4083157
Received Date	01/21/2010
Original Filing Date	06/19/2009
Original Filing Number	2009 1975017
Secured Party	ALLIED CAPITAL CORPORATION, AS AGENT, WASHINGTON, DC
Debtors	SUMMIT ENERGY SERVICES, INC.
Assignee	ARES CAPITAL CORPORATION, AS AGENT, NEW YORK, NY
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	

Filing Date	06/19/2009
Filing Number	2009 1975017
Received Date	07/22/2009
Collateral	All Assets including proceeds and products - All Inventory including proceeds and products - Account(s) including proceeds and products - All Computer equipment including proceeds and products - and OTHERS
Secured Party	ALLIED CAPITAL CORPORATION, AS AGENT, WASHINGTON, DC
Debtors	SUMMIT ENERGY SERVICES, INC.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE

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

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

Special Events

There are no Special Events recorded for this business.

Financials - D&B

A detailed financial statement is not available from this company for publication.

A detailed financial statement is not available from this company for publication.

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

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

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

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

Company Profile

COMPANY OVERVIEW		
D-U-N-S 80-878-6073	Mailing Address UNITED STATES	Employees 1,800
Legal Form Corporation (US)	Telephone +1 502 429 3800	Age (Year Started) 33 Years (1991)

The following information was reported on: 07/21/2023

The Delaware Secretary of State's business registrations file showed that Summit Energy Services, Inc. was registered as a Corporation on July 26, 2004, under file registration number 3758387.

Business started 1991 by James B Headlee. Present control succeeded Mar 2011. 100% of capital stock is owned by the parent company.

CONTROL CHANGE:.

On March 24, 2011, sources confirmed that Schneider Electric has acquired Summit Energy Services Inc., Louisville, KY. Summit Energy employs more than 350 individuals based in 11 international offices across North America and Europe. The total purchase price for the company is \$268 million on a debt-free cash-free basis, subject to certain adjustments. The completion of the transaction was subject to regulatory approvals and customary closing conditions. Since the completion of the acquisition Summit Energy operates as a wholly owned subsidiary of Summit Energy.

STEVE WILHITE born 1966. 1991-present active here.

DAVID P BONN. Antecedents not available.

VICTOR COPELAND. Antecedents not available.

ROBERT MURRAY. Antecedents not available.

JASON M MILLER. Antecedents not available.

PHILIP D WAFFORD. Antecedents not available.

JAMES B HEADLEE. Work history unknown.

According to a published report dated Jan 16, 2015, the U.S. Commodity Futures Trading Commission (CFTC) entered an Order requiring Summit Energy Services, Inc. (Summit Energy), a Delaware corporation with its principal place of business in Louisville, Kentucky, to pay a \$140,000 civil monetary penalty for acting as an unregistered Commodity Trading Advisor (CTA).

The Order finds that, from at least Oct 2012 to Sep 25, 2014, Summit Energy, for compensation or profit, engaged in the business of advising more than 15 clients as to the value of or the advisability of trading in futures contracts and over-the-counter (OTC) natural gas swaps and held itself out generally to the public as a CTA, without being registered as such with the CFTC.

Furthermore, according to the Order, Summit Energy, through its website and public brochures, offered prospective clients "risk management" services, which included advising its clients as to the value of or the advisability of trading in natural gas swaps and futures. Most of Summit Energy's clients were commercial entities that purchased physical natural gas and electricity as part of their energy needs. The Order also finds that Summit Energy acted as a broker in OTC natural gas swaps transactions with respect to some of its clients and that Summit Energy's commodity trading advice was not solely incidental to its business, but rather was an integral part of the services it provided to its clients.

BUSINESS ACTIVITIES AND EMPLOYEES

The following information was reported on: 07/21/2023

Business Information	
Trade Names	(SUBSIDIARY OF SCHNEIDER ELECTRIC HOLDINGS, INC., WESTMONT, IL); SES SUMMIT ENERGY SERVICES, INC.
Description	Subsidiary of Schneider Electric Holdings, Inc., Westmont, IL which operates as a manufacturer of environmental controls.
	As noted, this company is a subsidiary of Schneider Electric Holdings, Inc., DUNS number 83-308-9860, and reference is made to that report for background information on the parent company and its management.
	Provides management services (100%).
	Has 100+ account(s). Terms are undetermined. Sells to commercial concerns. Territory : International.
Employees	1,800 which includes officer(s) and 15 part-time. Undetermined employed here.
Financing Status	Unsecured
Seasonality	Nonseasonal.
Facilities	Occupies premises in a building.
Location	Suburban business section on main highway.
Related Concerns	

SIC/NAICS Information

Industry Code	Description	Percentage of Business
8741	Management services	-

Industry Code	Description	Percentage of Business
87410000	Management services	-
NAICS Codes	NAICS Description	
561110	Office Administrative Services	

GOVERNMENT ACTIVITY		
Activity Summary		
Borrower(Dir/Guar)	No	
Administrative Debt	No	
Contractor	No	
Grantee	No	
Party excluded from federal program(s)	No	

Associations

All Credit Files with Same D-U-N-S® Number as this D&B Live Report

ALL CREDIT FILES WITH SAME D-U-N-S® NUMBER AS THIS D&B LIVE REPORT			
Company Name	Type	Status	Date Created
Summit Energy Services, Inc.	ACCOUNT - #24517-Schneider US	No Action Recommended	09/06/2011

Your Information

Record additional information about this company to supplement the D&B information.

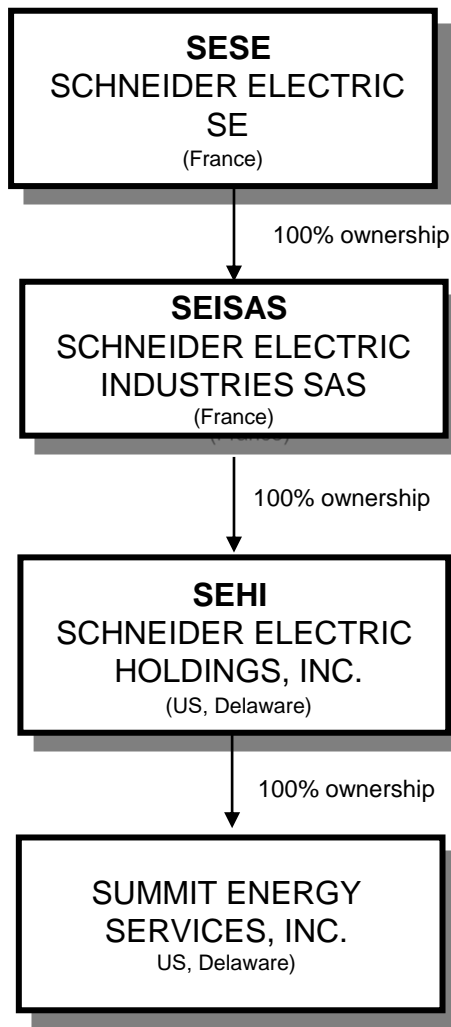
Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

In Folders: [View](#)

Account Number	Endorsement/Billing Reference *	Sales Representatives
	Wes.tappmeyer@ems.schneider-electric.com	
Credit Limit	Total Outstanding	
0	0	

Chain of Ownership:

**Summit Energy
Services, Inc.**



* Please note that none of the companies listed, supply retail or wholesale electricity or natural gas to customers in North America.

Summit Energy Services, Inc.

Exhibit D-3: Key Technical Personnel

JONATHAN ZANETTI

SENIOR DIRECTOR, OPERATIONS

Over the last 15+ years Jonathan has managed multifunctional teams, overseeing both regulated and deregulated markets that research and analyze market changes. His general responsibilities include, but are not limited to, project management, energy market oversight, innovative value creation, sustainable solution integration, business planning, and strategic energy supply positioning for customer locations based upon market fundamentals and client-specific goals.

KATHERINE DEVINS

ASSOCIATE DIRECTOR, NATURAL GAS SOURCING

As the Assoc. Director of Natural Gas Sourcing for the Midwest region, Katherine oversees the procurement team responsible for Midwestern natural gas portfolios. Over the past few years, these markets have experienced significant regulatory and infrastructure-related changes, creating opportunities for risk mitigation strategies with customers. Katherine assumed her current role in 2022, but began working with Summit Energy in 2004 as a Regulated Markets Analyst. She joined the Sourcing team in 2012 as a Regional Buyer, and was promoted to a Regional Market Manager in 2016, responsible for a team of 9 employees and for developing the Market Opinion and Buying Strategy for Canada and the Western US. Katherine earned her Bachelor of Arts in Economics from Centre College.

MELLANY HALE ZANETTI

REGIONAL MARKET MANAGER

As the Regional Market Manager for the Midwest region, Mellany is currently responsible for the Market Opinion and Buying Strategy for Natural Gas in Ohio, Illinois, Indiana, Michigan and Wisconsin. Additionally, Mellany procures gas behind a number of utilities in Ohio, Indiana, Michigan and Wisconsin. Mellany began her career at Summit within our Northeast Regulated Markets department in 2003. She moved to Senior Sourcing Analyst position and was promoted in 2009 to her current position. Prior to Summit, Mellany worked for a natural gas marketer nominating, balancing and procuring gas for industrial customers in several markets across the United States.

MICHAEL BLAIR

REGIONAL ENERGY BUYER

Michael began his career with Schneider Electric as a Regional Energy Buyer in the November 2010. In the state of OH he has overseen gas procurement behind Duke Energy, along with a number of smaller utilities adjacent to those territories. Michael holds a Bachelor of Science in Economics from the University of Louisville.

CHARIS MCDANIEL

REGIONAL ENERGY BUYER

Summit Energy Services, Inc.

Exhibit D-3: Key Technical Personnel

Charis began her career with Schneider Electric in 2005 and has worked in several departments including Client Management and Energy Operations. She began as a Regional Energy Buyer in April 2022 and in the state of OH procures gas primarily behind Columbia. Charis holds a Bachelor of Science in Business Management from Northwood University.

JESSE UPCHURCH REGIONAL ENERGY BUYER

Jesse began his career with Schneider Electric in May 2022 as a Regional Energy Buyer. In the State of Ohio he procures Natural Gas behind Dominion and Vectren. Jesse holds a Bachelor of Arts in Political Science from the University of Louisville.

Exhibit C-4: Credit Rating

Summit Energy Services was acquired by Schneider Electric in April 2011 and in January 2012 was branded as Schneider Electric. However, contracting and accounting is still done under Summit Energy Services and the D&B number is Summit Energy's number.

Dunn & Bradstreet Number: 01-908-9545

Summit Energy Services, Inc. is Not Rated.

Schneider Electric Holdings, Inc. has a 1R3 D&B rating.

Competitive Retail Natural Gas Service Affidavit

County of Jefferson :

State of Kentucky :

Jonathan Zanetti, Affiant, being duly sworn/affirmed, hereby states that:

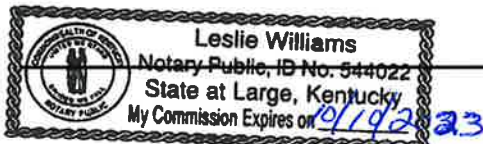
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
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 Sections 4905.10 and 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 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. 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the 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 consumer complaints.
9. The facts set forth above are true and accurate 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.
10. Affiant further sayeth naught.

[Signature] Senior Director, Operations
Signature of Affiant & Title

Sworn and subscribed before me this 26 day of September, 2023
Month Year

Leslie Williams
Signature of official administering oath

Leslie Williams, Notary
Print Name and Title



My commission expires on 10/10/2023

2023/10/10

**This foregoing document was electronically filed with the Public Utilities
Commission of Ohio Docketing Information System on**

9/26/2023 12:45:44 PM

in

Case No(s). 17-2169-GA-AGG

Summary: In the Matter of the Application of Summit Energy Services Inc