



FILE

49

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Date Received	Case Number	Certification Number
	10-386 - GA-AGG	

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-16 - 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, 13th Floor, 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 be certified as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Power Management Company LLC
Address 1600 Moseley Rd Victor, NY 14564
Telephone No. 585-249-1360 Web site Address www.powermanagementco.com

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

Name Power Management Company LLC
Address 1600 Moseley Rd Victor, NY 14564
Web site Address www.powermanagementco.com Telephone No. 585-249-1360

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

Power Management Company LLC
Power Management Co., New England LLC

A-5 Contact person for regulatory or emergency matters:

Name Eric Douthitt Title Executive Vice President
Business Address 1600 Moseley Rd Victor, NY 14564
Telephone No. 585-249-1360 Fax No. 585-249-1361 Email Address edouthitt@powermgt.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician AW Date Processed 3/23/10

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2010 MAR 23 PM 2:30

RECEIVED-DOCKETING DIV

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

Name Karen Crusoe Title Business Manager
Business address 1600 Moseley Rd 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 Rd 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 Corporation Systems Title
Business address 1300 East 9th Street Cleveland, OH 44114-1506
Telephone No. 216-621-4270 Fax No. Email Address

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

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

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

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

☐ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

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 checked="" type="checkbox"/>			
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	4/1/2010
<input checked="" type="checkbox"/>			
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	4/1/2010

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 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 **Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 **Exhibit A-17 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 **Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is 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 to be certified to provide (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 it is seeking to be certified to provide.

- 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 within the past five years.

☒ 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.

☒ 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.
- 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.
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- 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, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, 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 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.
- 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.
- 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 since applicant last filed for certification.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

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

[Signature] EXEC. V.P.

Sworn and subscribed before me this

18th

day of

March

Month

2010

Year

Signature of official administering oath

[Signature]

Print Name and Title

BLISS E. OWEN

My commission expires on

BLISS E. OWEN
Notary Public, State of New York
No. 4516274
Qualified in Monroe County
Commission Expires Sept. 30, 2010



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Power Management Company LLC)

for a Certificate or Renewal Certificate to Provide)

Competitive Retail Natural Gas Service in Ohio.)

Case No. -GA-AGG

County of Ontario
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

E. J. Douthit Exec. V.P.

Sworn and subscribed before me this

16th day of March

Month

2010

Year

Signature of Official Administering Oath

Bliss E. Owen

Print Name and Title

Bliss E. Owen

My commission expires on

BLISS E. OWEN
Notary Public, State of New York
No. 4516274

Qualified in Monroe County
Commission Expires Sept. 30, 2010

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Exhibit A-14 "Principal Officers, Directors & Partners"
Power Management Co., LLC

Mr. John L. Burt
President
1600 Moseley Road
Victor, NY 14564
Telephone: (585) 249-1360

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

Exhibit A-15 "Corporate Structure"

Power Management Co., LLC

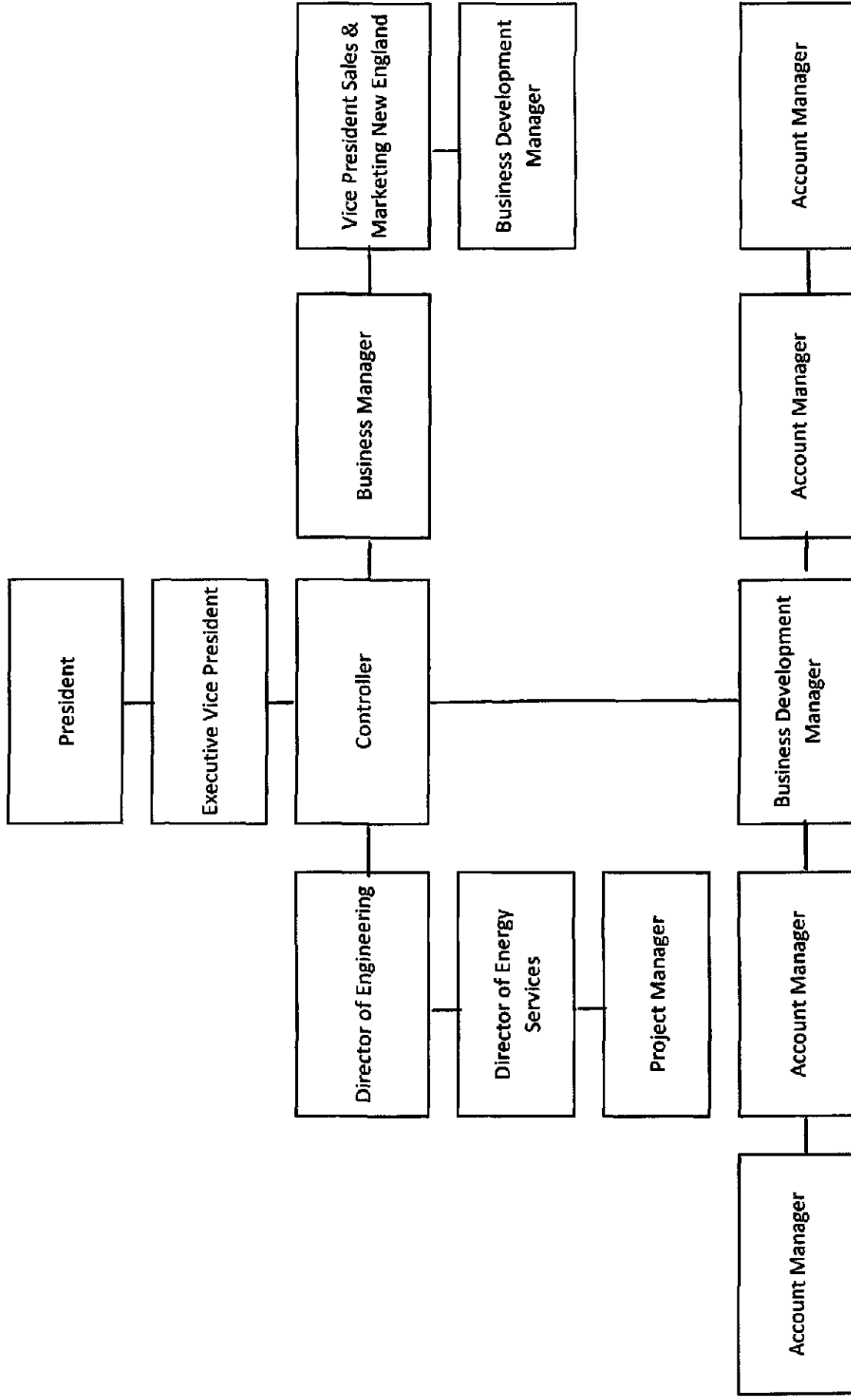


Exhibit A-16 "Company History"

Power Management Co., LLC

Power Management Co., L.L.C. 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 US. The Company's executive offices are located at 1600 Moseley Road, Victor, New York. Our telephone numbers are (585) 249-1360 or 1 (888) 264-3698. Our corporate website is www.powermgt.com.

Power Management primarily serves as an Energy Consultant specializing in multi-location companies. We can arrange for the purchase energy from a number of 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 PMC can provide the following products:

Commodity Supply Programs

Natural Gas

Electricity

Petroleum

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

Exhibit A-17 "Articles of
Incorporation and Bylaws
Power Management Co., LLC

9711210000

FILED

ARTICLES OF ORGANIZATION

OF

POWER MANAGEMENT CO., LLC.

Under Section 203 of the Limited Liability Company Law

STATE OF NEW YORK
DEPARTMENT OF TAXES
FILED NOV 21 1978
TAXES
BY: [Signature]

FILER:

Rifken, Frankel & Greenman, P.C.
3789 Widewaters Parkway
Lewitt, New York 13214

VANGUARD-52

3

FILED
9711210000

ARTICLES OF ORGANIZATION

OF

POWER MANAGEMENT CO., L.L.C.

Under Section 203 of the Limited Liability Company Law

VANGUARD-52

971091000

241

The undersigned, for the purpose of forming a limited liability company pursuant to Section 203 of the Limited Liability Company Act of the State of New York, does hereby certify and set forth:

FIRST: The name of the Limited Liability Company is:
POWER MANAGEMENT CO., L.L.C.

SECOND: The office of the company within the State of New York shall be located in
the county of Monroe.

THIRD: The Secretary of State is designated as agent of the company upon whom
process against it may be served. The post office address to which the Secretary of State shall mail
a copy of any process against the company served upon him is:

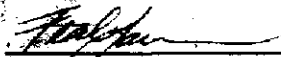
16 West Main Street
Rochester, New York 14614

FOURTH: The limited liability company is to be managed by one (1) or more managers
who must be members and own 20% interest in the company.

FIFTH: The latest date on which the financial statements accompany is to be signed is

December 31, 2047.

IN WITNESS WHEREOF, these Articles of Organization have been signed this 21st day of November, 1997, by the undersigned, who affirms that the statements made herein are true under the penalties of perjury.



Fred Larson
Organizer



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
09/26/2007	200726801930	REGISTRATION OF FOREIGN LIMITED LIABILITY CO (LFA)	125.00	.00	.00	.00	.00

Receipt

This is not a bill. Please do not remit payment.

POWER MANAGEMENT CO., LLC
500 LINDEN OAKS
ROCHESTER, NY 14625

Exhibit A-18 "Secretary of State"
Power Management Co., LLC

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jennifer Brunner

1729324

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

PMC LIGHTSAVERS, LLC (POWER MANAGEMENT CO., LLC)

and, that said business records show the filing and recording of:

Document(s)
REGISTRATION OF FOREIGN LIMITED LIABILITY CO

Document No(s):
200726801930



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 25th day of September, A.D.
2007.

Ohio Secretary of State

Exhibit B-1 "Jurisdictions of Operations"

Power Management Co., LLC

States Active – Commodity Broker (Gas and Electric)

State	Registered with State
Maryland	X
Massachusetts	X
New Jersey	X
New York	X
Pennsylvania	Pending

Exhibit B-2 "Experience & Plans"

Power Management Co., LLC

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 suppliers contact will be handled at our corporate office in Rochester 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 insure customer satisfaction. Each agent 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.

Exhibit B-3 "Summary of Experience"

Power Management Co., LLC

Lead by John Burt (President) and Eric Douthit (Executive Vice President), the existing staff represents over 60 years experience in the energy industry. The majority of the initial experience comes from the petroleum sector. Founded in 1997 Power Management currently has approximately 10,000 supply (gas and electric) commercial/industrial customers and supply relationships with approximately 15-20 vendors. Additionally, we are on contract with nine (9) major companies on an energy consulting basis. Power Management currently has approximately 5,300 electric customers and 4,200 natural gas customers in 13 states including Connecticut, Delaware, Illinois, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Texas . This represents 1,100,000,000 kWh and 5,400,000 dth annually.

Exhibit B-4 "Disclosure of Liabilities and Investigations"

Power Management Co., LLC

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.

Exhibit C-1 "Annual Reports"

Power Management Co., LLC

As Power Management Co., LLC is a privately held company no "Annual Reports" are required or generated.

Exhibit C-2 "SEC Filings"
Power Management Co., LLC

As Power Management Co., LLC is privately held, SEC Filings are not required or filed.

Exhibit C-3 "Financial Statements"

Power Management Co., LLC

Please see the attached 2008 and 2009 officer certified financial statements.

Power Management Co., LLC
Profit & Loss
January through December 2009

Exhibit C-3 "Financial Statements"

	<u>Jan - Dec 09</u>
Ordinary Income/Expense	
Income	
4050 · EMS - Gas Commissions	814,256.28
4060 · EMS - Electric Commissions	1,846,605.76
4061 · EMS - Petroleum / Other	13,436.65
4085 · EPS - Lighting Projects	2,931,888.68
4089 · EIS - Energy Management Service	115,307.38
4090 · EIS - Consulting Services	149,500.00
Total Income	<u>5,670,994.75</u>
Cost of Goods Sold	
5000 · Cost of Goods Sold	
5051 · EMS-Natural Gas Contracts	22,473.10
5061 · EMS-Petroleum/Other	10,669.00
5071 · EPS-CoGen Projects-Residential	670.00
5085 · EPS-Lighting Projects-Othe	1,609,173.83
5091 · EIS-Other	518.00
Total 5000 · Cost of Goods Sold	<u>1,643,503.93</u>
Total COGS	<u>1,643,503.93</u>
Gross Profit	4,027,490.82
Expense	
6010 · Salaries & Wages	553,169.22
6020 · Health Insurance	125,094.77
6025 · SUTA Expense	1,572.80
6030 · FICA Expense	42,360.21
6035 · Federal Unemployment Tax	560.00
6040 · Outside Sales Fees	980,269.78
6045 · Education & Training	1,565.00
6050 · Guaranteed Payments	1,430,000.00
6100 · Insurance	
6110 · Liability Insurance	5,542.40
6115 · Workers Comp	3,524.27
6120 · Life Insurance	(675.60)
6130 · Auto Insurance	11,459.77
6135 · Insurance - Other	21,981.00
Total 6100 · Insurance	<u>41,831.84</u>
6200 · Professional Fees	
6210 · Professional Fees - Other	69,183.90
6220 · Legal & Accounting Fees	16,650.75
Total 6200 · Professional Fees	<u>85,834.65</u>

Power Management Co., LLC
Profit & Loss
January through December 2009

	<u>Jan - Dec 09</u>
6300 · Rent	66,362.83
6310 · Repairs	240.00
6320 · Telephone	15,655.28
6330 · Office Supplies	6,439.58
6340 · Office Expense	17,510.66
6345 · Postage	2,661.92
6350 · Payroll Processing Expenses	1,922.93
6355 · Miscellaneous Expense	169.55
6360 · Bank Service Charges	2,249.16
6365 · Interest Expense	12,989.67
6370 · Contributions	42,057.02
6380 · Dues and Subscriptions	10,373.22
6390 · Finance Charge/Penalties	368.46
6400 · Equipment Leases	8,272.29
6500 · Sales and Marketing	
6510 · Advertising	10,399.64
6520 · Marketing Literature	85.60
6530 · Marketing Services	28,408.26
6540 · Sales/Marketing Awards	211.41
Total 6500 · Sales and Marketing	<u>39,104.91</u>
6550 · Travel and Entertainment	
6555 · Auto Lease	16,774.10
6556 · Lodging	1,729.95
6560 · Travel	33,923.63
6561 · Meals	12,565.93
6565 · Entertainment	12,346.86
Total 6550 · Travel and Entertainment	<u>77,340.47</u>
6700 · Depreciation	
6707 · Depreciation Expense - Auto	29,198.14
6704 · Deprec. Exp - Computers	20,534.88
6705 · Deprec. Expense - Furn & Fixtur	40.01
Total 6700 · Depreciation	<u>49,773.03</u>
Total Expense	<u>3,615,749.25</u>
Net Ordinary Income	411,741.57
Other Income/Expense	
Other Income	
6722 · Interest Income	19,991.43
6723 · Dividend Income	1.91
8000 · Investment - PM NE	<u>78,543.00</u>

Power Management Co., LLC
Profit & Loss
January through December 2009

Exhibit C-3 "Financial Statements"

	<u>Jan - Dec 09</u>
<i>Total Other Income</i>	98,536.34
 <i>Other Expense</i>	
9901 - Penalties	60.00
8100 - Income Taxes	50,483.82
<i>Total Other Expense</i>	<u>50,543.82</u>
 <i>Net Other Income</i>	<u>47,992.52</u>
 <i>Net Income</i>	<u><u>459,734.09</u></u>

Power Management Co., LLC
Profit & Loss
January through December 2008

Exhibit C-3 "Financial Statements"

	<u>Jan - Dec 08</u>
Ordinary Income/Expense	
Income	
4050 · EMS - Gas Commissions	810,273.45
4060 · EMS - Electric Commissions	1,251,770.34
4061 · EMS - Petroleum / Other	18,068.44
4071 · EPS - Co-Gen Proj.-Residential	10,975.00
4085 · EPS - Lighting Projects	3,746,701.26
4089 · EIS - Energy Management Service	77,278.94
4090 · EIS - Consulting Services	177,100.00
Total Income	<u>6,092,167.43</u>
Cost of Goods Sold	
5000 · Cost of Goods Sold	
5051 · EMS-Natural Gas Contracts	2,500.00
5061 · EMS-Petroleum/Other	15,583.78
5071 · EPS-CoGen Projects-Residential	16,285.70
5085 · EPS-Lighting Projects-Othe	2,816,355.39
5091 · EIS-Other	5,100.00
Total 5000 · Cost of Goods Sold	<u>2,855,824.87</u>
Total COGS	<u>2,855,824.87</u>
Gross Profit	3,236,342.56
Expense	
6010 · Salaries & Wages	449,287.58
6015 · Company Profit Sharing	49,151.00
6020 · Health Insurance	84,542.04
6025 · SUTA Expense	1,909.47
6030 · FICA Expense	33,330.86
6035 · Federal Unemployment Tax	448.01
6040 · Outside Sales Fees	796,107.97
6045 · Education & Training	975.00
6050 · Guaranteed Payments	1,423,733.00
6100 · Insurance	
6110 · Liability Insurance	294.05
6115 · Workers Comp	1,486.00
6120 · Life Insurance	36,695.13
6130 · Auto Insurance	11,224.46
6135 · Insurance - Other	23,321.02
Total 6100 · Insurance	<u>73,020.66</u>
6200 · Professional Fees	
6210 · Professional Fees - Other	11,012.87

Power Management Co., LLC
Profit & Loss
January through December 2008

Exhibit C-3 "Financial Statements"

	<u>Jan - Dec 08</u>
6220 · Legal & Accounting Fees	14,439.00
Total 6200 · Professional Fees	25,451.87
6300 · Rent	65,081.91
6310 · Repairs	120.00
6320 · Telephone	13,916.62
6330 · Office Supplies	8,888.82
6340 · Office Expense	17,057.03
6345 · Postage	1,581.77
6350 · Payroll Processing Expenses	1,639.48
6360 · Bank Service Charges	1,467.03
6365 · Interest Expense	18,730.29
6370 · Contributions	30,448.96
6380 · Dues and Subscriptions	11,082.04
6390 · Finance Charge/Penalties	358.90
6400 · Equipment Leases	6,418.24
6450 · Fed / State Taxes	19,239.00
6500 · Sales and Marketing	
6510 · Advertising	8,812.41
6520 · Marketing Literature	1,202.75
6530 · Marketing Services	25,139.75
6540 · Sales/Marketing Awards	4,251.62
Total 6500 · Sales and Marketing	39,406.53
6550 · Travel and Entertainment	
6555 · Auto Lease	29,243.81
6556 · Lodging	2,239.33
6560 · Travel	29,001.00
6561 · Meals	12,813.54
6565 · Entertainment	13,307.85
Total 6550 · Travel and Entertainment	86,605.53
6700 · Depreciation	
6703 · Depreciation Exp - Equip	0.00
6704 · Deprec. Exp - Computers	0.00
6705 · Deprec. Expense - Furn & Fixtur	776.62
6706 · Depreciation P & E Other	33,466.00
Total 6700 · Depreciation	34,242.62
6720 · Other Expenses	4,576.71
Total Expense	3,298,818.94
Net Ordinary Income	(62,476.38)
Other Income/Expense	

Power Management Co., LLC
Profit & Loss
January through December 2008

Exhibit C-3 "Financial Statements"

	<u>Jan - Dec 08</u>
Other Income	
6722 · Interest Income	13,063.83
6723 · Dividend Income	49.47
8000 · Investment - PM NE	55,871.00
Total Other Income	<u>68,984.30</u>
Other Expense	
9901 · Penalties	126.00
Total Other Expense	<u>126.00</u>
Net Other Income	<u>68,858.30</u>
Net Income	<u><u>6,381.92</u></u>

Exhibit C-4 "Financial Arrangements"

Power Management Co., LLC

Power Management Co., LLC currently does not have financial arrangements (e.g. guarantees, bank commitments, contractual arrangements or credit agreements).

Exhibit C-5 "Forecasted Financial Statements"

Power Management Co., LLC

Power Management Co., LLC currently does not have two years of forecasted financial statements. Should more information be required, please contact either John L. Burt, President, or Eric J. Douthit, Executive Vice President at 585-249-1360.

Exhibit C-6 "Credit Rating"
Power Management Co., LLC

Please see attached credit rating/report from Dun & Bradstreet.

Exhibit C-7 "Credit Report"
Power Management Co., LLC

Please see attached credit rating/report from Dun & Bradstreet.



Decide with Confidence

Comprehensive ReportTo save report(s) to your PC, [click here for instructions](#) [Print this Report](#)

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ATTN: Mike M/dc

Report Printed: MAY 19 2009

Overview**BUSINESS SUMMARY****POWER MANAGEMENT CO., L.L.C.**
500 Linden Oaks
Rochester, NY 14625

D&B D-U-N-S Number: 04-525-9459

Now Included with this Report**NEW!****D&B's Credit Limit Recommendation**
How much credit should you extend?[Learn More](#)[View Now](#)**Payment Trends Profile**
Payment trends and industry benchmarks[Jump to Payment Trends](#)**Rating Change**This is a **headquarters** location
Branch(es) or division(s) exist

Telephone: 585 325-5050

Manager: JOHN BURT, MEMBER

Year started: 1997

Employs: 22 (7 here)

History: CLEAR

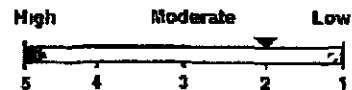
Financing: SECURED

SIC: 8748

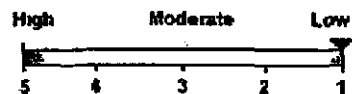
Line of business: Business consulting services

Credit Score Class: 2

Moderate risk of severe payment delinquency over next 12 months

**Financial Stress Class: 1**

Low risk of severe financial stress over the next 12 months

**12-Month D&B PAYDEX®: 77**

When weighted by dollar amount, payments to suppliers average 5 days beyond terms

**D&B Rating:****1R3**
Formerly
1R2

Number of employees: 1R is 10 or more employees
Composite credit appraisal: 3 is fair

**EXECUTIVE SUMMARY**

The **Financial Stress Class of 1** for this company shows that firms with this classification had a failure rate of 1.2% (120 per 10,000), which is lower than the average of businesses in D&B's database.

The **Credit Score class of 2** for this company shows that 4.6% of firms with this classification paid one or more bills severely delinquent, which is lower than the average of businesses in D&B's database.

Predictive Scores	This Business	Comments
Financial Stress Class	1	Failure Rate lower than the average of businesses in D&B's database
Financial Stress Score	1430	Highest Risk 1,001, Lowest Risk 1,875
Credit Score Class	2	Probability of Severely Delinquent Payment is lower than the average of businesses in D&B's database
Credit Score	522	Highest Risk 101, Lowest Risk 670
Other Key Indicators		
PAYDEX Scores	5 days beyond terms	Pays more slowly than the average for its industry of 3 days beyond terms
Industry Median	3 days beyond terms	
Present management control	12 years	
UCC Filings	UCC filing(s) are reported for this business	
Public Filings	No record of open Suit(s), Lien(s), or Judgment(s) in the D&B database	
Financing	Is secured	
History	Is clear	

CREDIT CAPACITY SUMMARY

D&B Rating: 1R3
Number of employees: 1R indicates 10 or more employees
Composite credit appraisal: 3 is fair

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

# of Employees Total:	22 (7 here)	Payment Activity: (based on 13 experiences)	
		Average High Credit:	\$9,145
		Highest Credit:	\$45,000
		Total Highest Credit:	\$100,650

Jump to:

[Overview](#) | [Payments](#) | [Public Filings](#) | [History & Operations](#) | [Banking & Finance](#)

Scores **EXCLUSIVE**

FINANCIAL STRESS SUMMARY

The Financial Stress Summary Model predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

Financial Stress Class: 1



Low risk of severe financial stress, such as a bankruptcy, over the next 12 months

Incidence of Financial Stress

Among Businesses with this Class 1 20% (120 per 10,000)
 Average of Businesses in D&B's Database 2 60% (260 per 10,000)

Financial Stress National Percentile: 79 (Highest Risk 1, Lowest Risk 100)

Financial Stress Score: 1430 (Highest Risk 1,001, Lowest Risk 1,875)

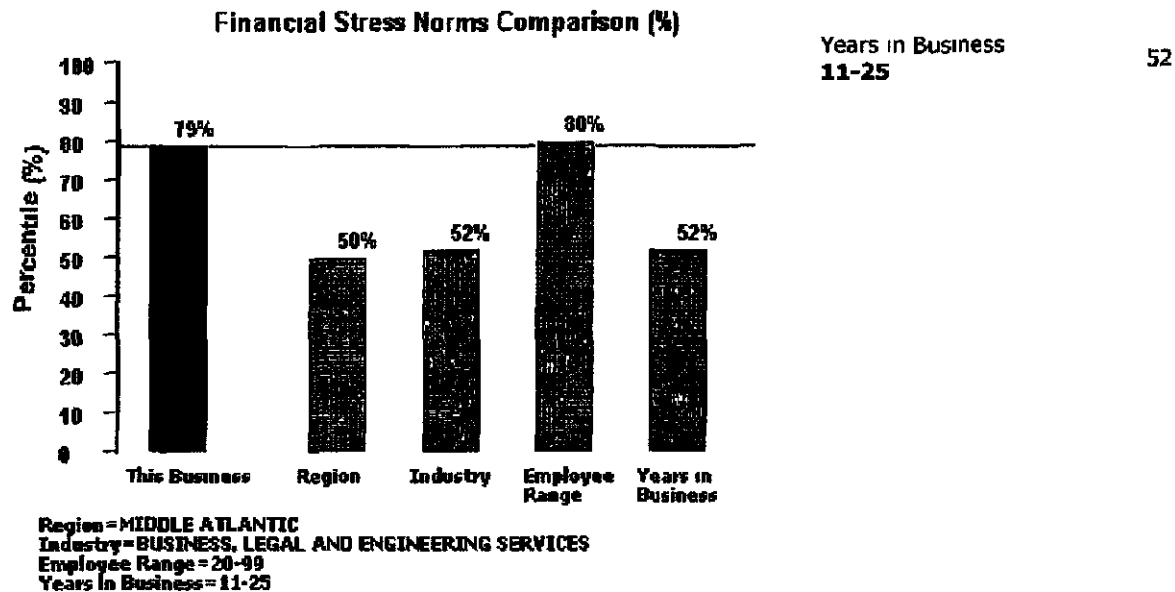
The Financial Stress Score of this business is based on the following factors

- No record of open suit(s), lien(s), or judgment(s) in the D&B files
- Control age or date entered in D&B files indicates higher risk
- 11% of trade dollars indicate slow payment(s) are present

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 Incidence of Financial Stress shows the percentage of firms in a given Class that discontinued operations with loss to creditors. The Average Incidence of Financial Stress 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.
- All Financial Stress Class, Percentile, Score and Incidence statistics are based on sample data from 2004.

Norms	National %
This Business	79
Region MIDDLE ATLANTIC	50
Industry BUSINESS, LEGAL AND ENGINEERING SERVICES	52
Employee Range 20-99	80

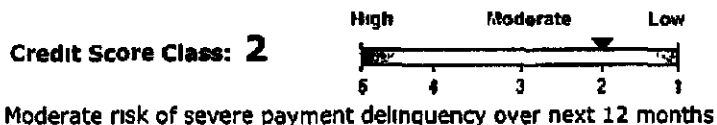


This business has a Financial Stress Percentile that shows

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

CREDIT SCORE CLASS SUMMARY

The Credit Score Class predicts the likelihood of a firm paying in a severely delinquent manner (90+ Days Past Terms) over the next twelve months. It was calculated using statistically valid models and the most recent payment information in D&B's files.



Incidence of Delinquent Payment

Among Companies with this Class 4 60%

Average Compared to Businesses in D&B's Database 20 10%

Credit Score Percentile: 83 (Highest Risk 1, Lowest Risk 100)

Credit Score: 522 (Highest Risk 101, Lowest Risk 670)

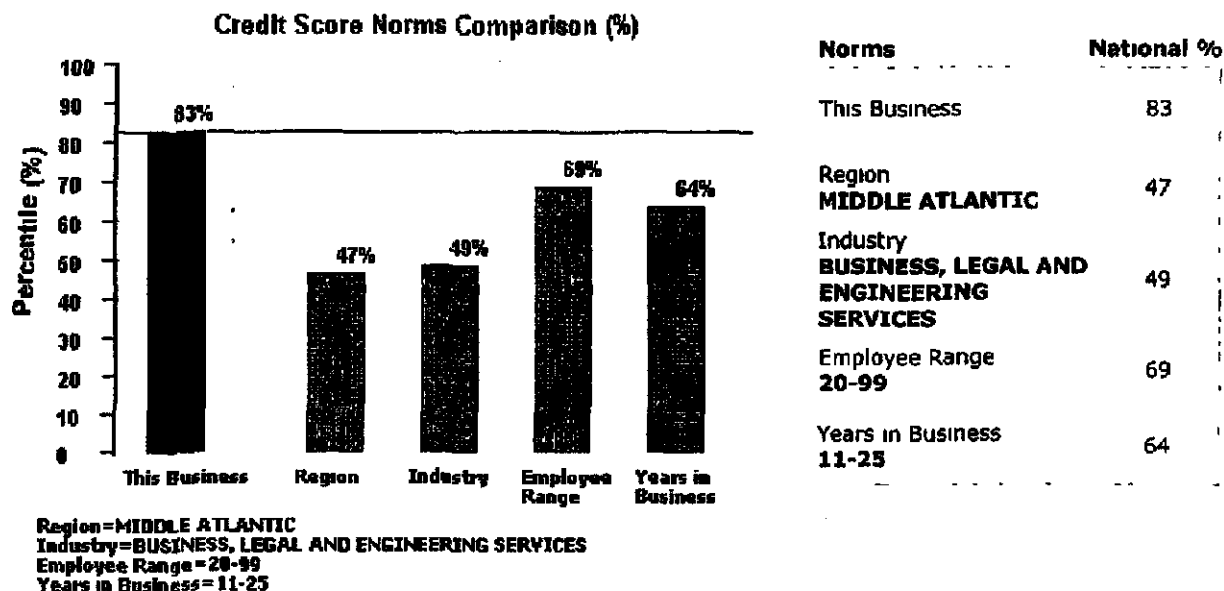
The Credit Score of this business is based on the following factors

- No record of open suit(s), lien(s), or judgment(s) in the D&B files

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 90 days past due or more by creditors. The calculation of this value is based on an inquiry weighted sample
 - The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files
 - 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
 - All Credit Class, Percentile, Score and Incidence statistics are based on sample data from 2004



This business has a Credit Score Percentile that shows


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

Jump to:

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Payments

PAYMENT TRENDS

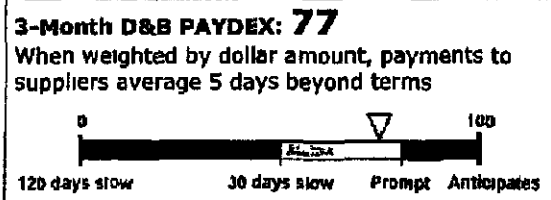
Total Payment Experiences in D&B's File:	13	Current PAYDEX is:	77	equal to 5 days beyond terms
Payments Within Terms: (not dollar weighted)	92%	Industry Median is:	78	equal to 3 days beyond terms
Total Placed For Collection:	0	Payment Trend currently is:		unchanged, compared to payments three months ago
Average Highest Credit:	\$9,145			
Largest High Credit:	\$45,000	Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of		

Highest Now Owning:	\$40,000	the debt is disputed
Highest Past Due:	\$0	

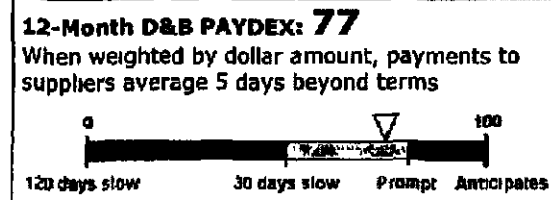
PAYDEX Scores

Shows the D&B PAYDEX scores as calculated on the most recent 3 months and 12 months of payment experiences

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to payment experiences as reported to D&B by trade references. A detailed explanation of how to read and interpret PAYDEX scores can be found at the end of this report



Based on payments collected over last 3 months

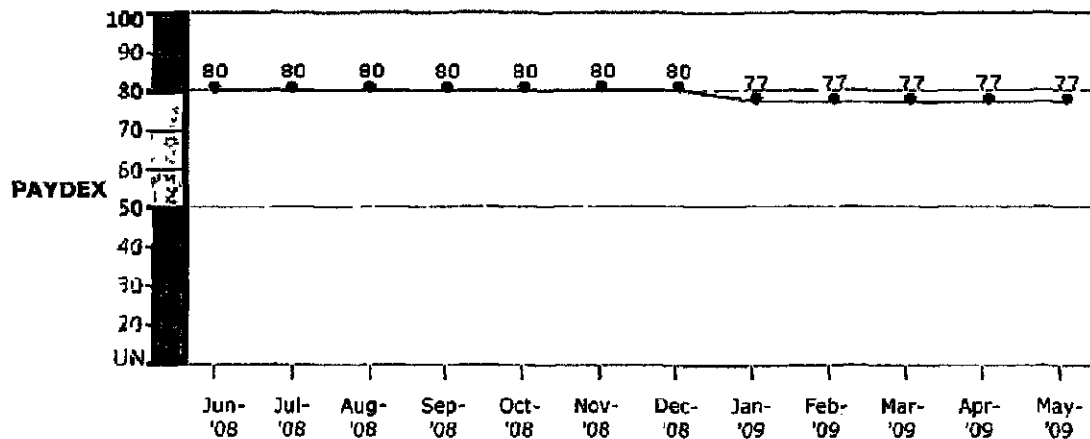


Based on payments collected over last 12 months

PAYDEX Yearly Trend**12 Month PAYDEX Scores Comparison to Industry**

	6/08	7/08	8/08	9/08	10/08	11/08	12/08	1/09	2/09	3/09	4/09	5/09
This Business	80	80	80	80	80	80	80	77	77	77	77	77
Industry Quartiles												
Upper	80			80			80			80		
Median	78			78			78			78		
Lower	70			70			70			70		

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



Last 12 Months

Based on payments collected over the last 12 months

- Current PAYDEX for this Business is 77, or equal to 5 days beyond terms
- The 12-month high is 80, or equal to generally within terms
- The 12-month low is 77, or equal to 5 days beyond terms

PAYDEX Comparison to Industry

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business consulting services, based on SIC code 8748

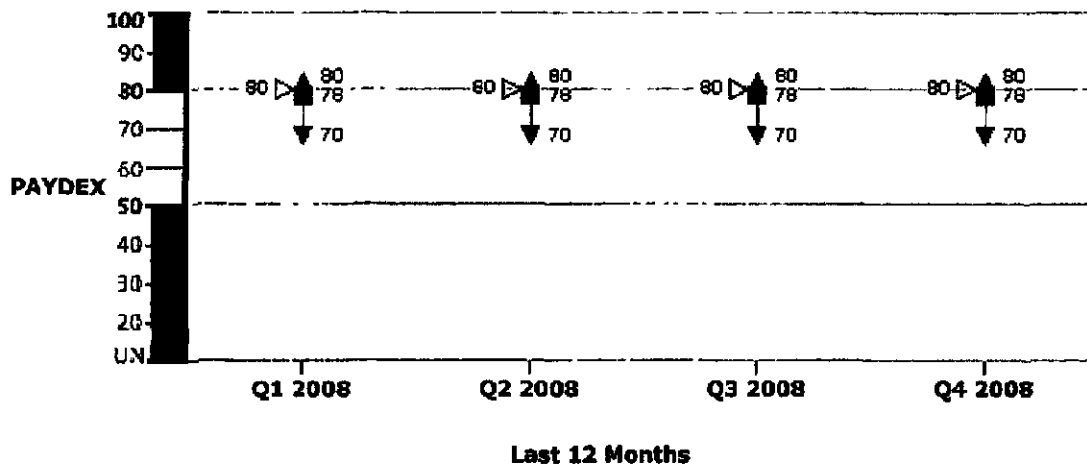
Quarterly PAYDEX Scores Comparison to Industry

Previous Year

	3/07	6/07	9/07	12/07
This Business	UN	80	80	80
Industry Quartiles				
Upper	80	80	80	80
Median	78	78	78	78
Lower	70	70	70	70

Current Year

	3/08	6/08	9/08	12/08
This Business	80	80	80	80
Industry Quartiles				
Upper	80	80	80	80
Median	78	78	78	78
Lower	70	70	70	70



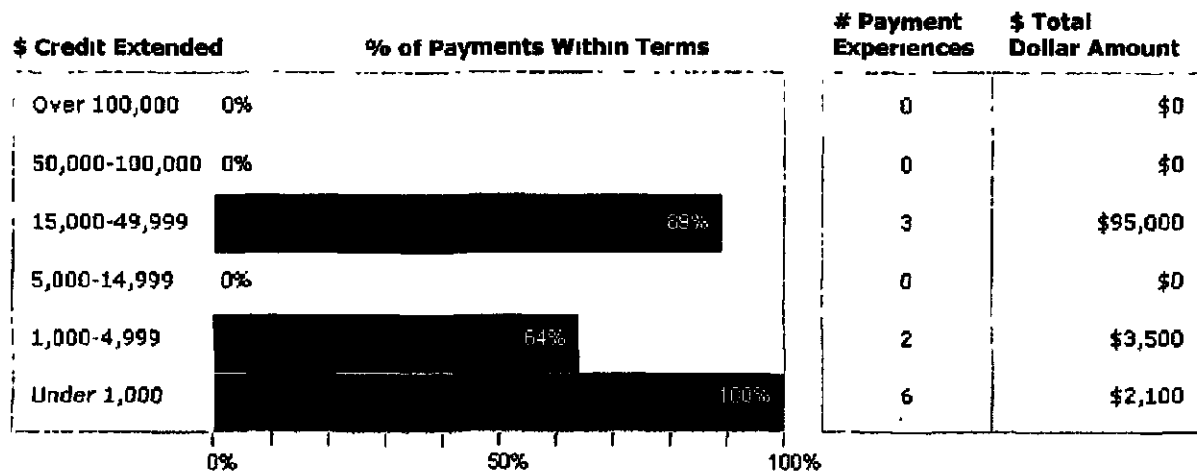
Based on payments collected over the last 4 quarters

Score Comparison Key:	▷ This Business	▲ Industry upper quartile
		■ Industry median
		▼ Industry lower quartile

- Current **PAYDEX** for this Business is 77, or equal to 5 days beyond terms
- The present industry **median score** is 78, or equal to 3 days beyond terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

Payment Habits

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



Based on payments collected over the last 12 months

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.

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 for the most recent 12 months, with 10 experiences reported during the last three month period.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries.

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%)			
Top industries:								
Natnl commercial bank	2	75,000	45,000	100	0	0	0	0
Whol electrical equip	2	20,500	20,000	51	49	0	0	0
Misc business credit	2	750	500	100	0	0	0	0
Mfg photograph equip	1	2,500	2,500	50	50	0	0	0
Misc equipment rental	1	1,000	1,000	100	0	0	0	0
Misc business service	1	500	500	100	0	0	0	0
Photocopying service	1	250	250	100	0	0	0	0
Short-trm busn credit	1	100	100	100	0	0	0	0
Radiotelephone commun	1	0	0	0	0	0	0	0
Other payment categories:								
Cash experiences	1	50	50					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collections:								
With D&B	0	0	0					
Other	0	N/A	0					

Total in D&B's file 13 45,000

The highest **Now Owes** on file is \$40,000 The highest **Past Due** on file is \$0

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed
Indications of slowness can be result of dispute over merchandise, skipped invoices, etc

PAYMENT DETAILS

Detailed payment history

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
04/09	Ppt	45,000	40,000	0		
	Ppt	30,000	25,000	0		
	Ppt	500	500	0		1 mo
	Ppt	500	500	0	Lease Agreemnt	1 mo
	Ppt-Slow 30	20,000	0	0		2-3 mos
	Ppt-Slow 30	2,500	50			2-3 mos
03/09	Ppt	1,000	250		Lease Agreemnt	
	Ppt	500	0	0	N30	2-3 mos
	Ppt	250	250			1 mo
	Ppt	100	100	0		1 mo
02/09	Ppt		250	0		1 mo
08/08	(012)	50			Cash account	1 mo
01/08	Ppt	0	0	0		1 mo

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

Jump to:

[Overview](#) | [Scores](#) | [Payments](#) | [History & Operations](#) | [Banking & Finance](#)

Public Filings

PUBLIC FILINGS

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

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCC's	3	10/07/2004

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

UCC FILINGS

Collateral: All Assets
Type: Original

Sec. party: MANUFACTURERS AND TRADERS TRUST COMPANY, BUFFALO, NY
Debtor: POWER MANAGEMENT CO , LLC
Filing number: 0410075845137
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 10/07/2004
Latest Info Received: 10/13/2004

Collateral: Leased Computer equipment - Leased Fixtures
Type: Original
Sec. party: SAVINGS BANK OF THE FINGER LAKES, GENEVA, NY
Debtor: POWER MANAGEMENT CO , LLC
Filing number: 02250411
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 11/05/2002
Latest Info Received: 09/23/2004

Collateral: Leased Fixtures - Leased Communications equipment
Type: Original
Sec. party: SAVINGS BANK OF THE FINGER LAKES, GENEVA, NY
Debtor: POWER MANAGEMENT CO , LLC
Filing number: 02149427
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 06/26/2002
Latest Info Received: 07/29/2002

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed

GOVERNMENT ACTIVITY

Activity summary

Borrower (Dir/Guar)	NO
Administrative debt.	NO
Contractor	NO
Grantee	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labor surplus area	N/A
Small Business	YES (2009)
8(A) firm	N/A

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

Jump to:

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History & Operations

HISTORY

The following information was reported **02/21/2009**

Officer(s): JOHN BURT, MEMBER
 ERIC DOUTHIT, MEMBER

DIRECTOR(S): THE OFFICER(S)

The New York Secretary of State's business registrations file showed that Power Management CO , L L C was registered as a Limited Liability Company on November 21, 1997

Ownership information provided verbally by Karen Crusoe, Office Manager, on Oct 23 2008

Business started 1997

JOHN BURT Antecedents are undetermined

ERIC DOUTHIT Antecedents are undetermined

Power Management New England, Plymouth, MA Operates as energy consultant

CORPORATE FAMILY

For more details on the Corporate Family, view the interactive global family tree

Branches (US):

Select companies below to buy Business Information Report(s)

Power Management Co LLC

Atlanta, GA

DUNS # 03-424-8703

OPERATIONS

02/21/2009

Description: Operates as a provider of business consulting services, specializing in energy conservation (100%)

Terms are Net 15 days Sells to manufacturers, wholesalers, retailers and commercial concerns
Territory United States

Nonseasonal

Employees: 22 7 employed here

Facilities: Rents premises in on 5th floor of a three story brick building

Location: Suburban business section on side street

Branches: Maintains a branch location in Atlanta, GA

SIC & NAICS

SIC:

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

NAICS:

541690 Other Scientific and Technical Consulting Services

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

87489904 Energy conservation consultant

Jump to:[Overview](#)

|

[Scores](#)

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[Payments](#)

|

[Public Filings](#)

|

[History & Operations](#)**Banking & Finance****BANKING****09/08** Account maintained**KEY BUSINESS RATIOS**

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this number of establishments: 12

Industry Norms based on 12 establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	5.2	UN
Return on Net Worth	UN	16.5	UN
Short-Term Solvency			
Current Ratio	UN	2.7	UN
Quick Ratio	UN	2.4	UN
Efficiency			
Assets Sales	UN	46.2	UN
Sales / Net Working Capital	UN	3.6	UN
Utilization			
Total Liabs / Net Worth	UN	91.7	UN

UN = Unavailable

FINANCE**02/21/2009**

On OCT 23 2008 Karen Crusoe, Office Manager, deferred financial information

CUSTOMER SERVICE

If you have questions about this report, please call our Customer Resource Center at 1 800 234 3867 from anywhere within the U.S. If you are outside the U.S. contact your local D&B office.

*** Additional Decision Support Available ***

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1 800 234 3867 from anywhere within the U.S. or visit our website at www.dnb.com

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Exhibit C-8 "Bankruptcy Information"

Power Management Co., LLC

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.

Exhibit C-9 "Merger Information"

Power Management Co., LLC

Power Management Co., LLC has had no dissolutions or mergers or acquisitions since it filed for certification.

Exhibit D-1 "Operations"

Power Management Co., LLC

Power Management Co., LLC works with various utilities to obtain client or potential client's load, upon review the information is sent to suppliers for pricing. Once pricing has been received, analytical summaries are generated to determine savings. If savings to the client can be realized, contracts are ordered and the client is contacted. If the client agrees and executes a contract, the contracts are submitted to Power Management supplier. Power Management follows up with both supplier and client to insure enrollment. Power Management audits customer bills and checks in with clients periodically and prices the renewals.

Exhibit D-2 "Operations Expertise"

Power Management Co., LLC

See Exhibits B-3 "Summary of Experience" and A-16 "Company History"

Exhibit D-3 "Key Technical Personnel"

Power Management Co., LLC

John L. Burt

President

jburt@powermgt.com

1600 Moseley Road

Victor, NY 14564

585-249-1360

See Exhibit B-3 "Summary of Experience"

Eric J. Douthit

Executive Vice President

edouthit@powermgt.com

1600 Moseley Road

Victor, NY 14564

585-249-1360

See Exhibit B-3 "Summary of Experience"