

FILE



The Public Utilities Commission of Ohio

47

Date Received	Case Number	Version
	10-385-EL-AGG	August 2004

10-385-EL-AGG

## CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-5 Experience). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

### A. APPLICANT INFORMATION

#### A-1 Applicant's legal name, address, telephone number and web site address

Legal Name Power Management Company LLC  
Address 1600 Moseley Rd Victor, NY 14564  
Telephone # (585) 249-1360 Web site address (if any) www.powermanagementco.com

#### A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Power Management Company LLC  
Address 1600 Moseley Rd Victor, NY 14564  
Telephone # (585) 249-1360 Web site address (if any) www.powermanagementco.com

#### A-3 List all names under which the applicant does business in North America

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

#### A-4 Contact person for regulatory or emergency matters

Name Eric Douthitt  
Title Executive Vice President

PUCO

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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 [Signature] Date Processed 3/23/10

Business address 1600 Moseley Rd Victor, NY 14564

Telephone # (585) 249-1360

Fax # (585) 249-1361

E-mail address (if any) edouthit@powermgt.com

**A-5 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 # (585) 249-1360

Fax # (585) 249-1361

E-mail address (if any) kcrusoe@powermgt.com

**A-6 Applicant's address and toll-free number for customer service and complaints**

Customer Service address 1600 Moseley Rd Victor, NY 14564

Toll-free Telephone # (888) 264-3698

Fax # (585) 249-1361

E-mail address (if any) kcrusoe@powermgt.com

**A-7 Applicant's federal employer identification number # 161541935**

**A-8 Applicant's form of ownership (check one)**

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

**A-9 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).**

- |  |                                      |                                     |                                     |                                     |
|--|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> <b>First Energy</b>             |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> Ohio Edison                     | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison                   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cincinnati Gas & Electric       | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Monongahela Power               | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> American Electric Power         |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> Ohio Power                      | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power         | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Dayton Power and Light          | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

- A-10** Provide the approximate start date that the applicant proposes to begin delivering services

April 1, 2010

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-11** **Exhibit A-11 "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-12** **Exhibit A-12 "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 electricity or natural gas to customers and companies that aggregate customers in North America.
- A-13** **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14** **Exhibit A-14 "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-15** **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- B-1** **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2** **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

**B-4** **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-5** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.  
☐ No      ☐ Yes

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

**B-6** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.  
☐ No      ☐ Yes

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

## **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 in 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 that the applicant is not required to file with the SEC and why.

- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).
- 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 CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, 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 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 within the two most recent years preceding the application.

C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

ER Sanchez EXEC. V.P.  
Signature of Applicant & Title

Sworn and subscribed before me this 18 day of March, 2010  
Month Year

Bliss E. Owen  
Signature of official administering oath

Bliss E. Owen  
Print Name and Title

My commission expires on \_\_\_\_\_  
BLISS E. OWEN  
Notary Public, State of New York  
No. 4516274  
Qualified in Monroe County  
Commission Expires Sept. 30, 2012

# **AFFIDAVIT**

State of New York :

\_\_\_\_ ss.  
(Town)

County of Ontario :

Eric J. Douthett

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

He/She is the Executive Vice President (Office of Affiant) of Power Management Company, LLC (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

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

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

[Signature]  
Signature of Affiant & Title

Sworn and subscribed before me this 18 day of March, 2010  
Month Year

[Signature]  
Signature of official administering oath

Bliss E. Owen  
Print Name and Title

My commission expires on \_\_\_\_\_  
**BLISS E. OWEN**  
**Notary Public, State of New York**  
**No. 4516274**  
**Qualified in Monroe County**  
**Commission Expires Sept. 30, 2012**



**Exhibit A-11 "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

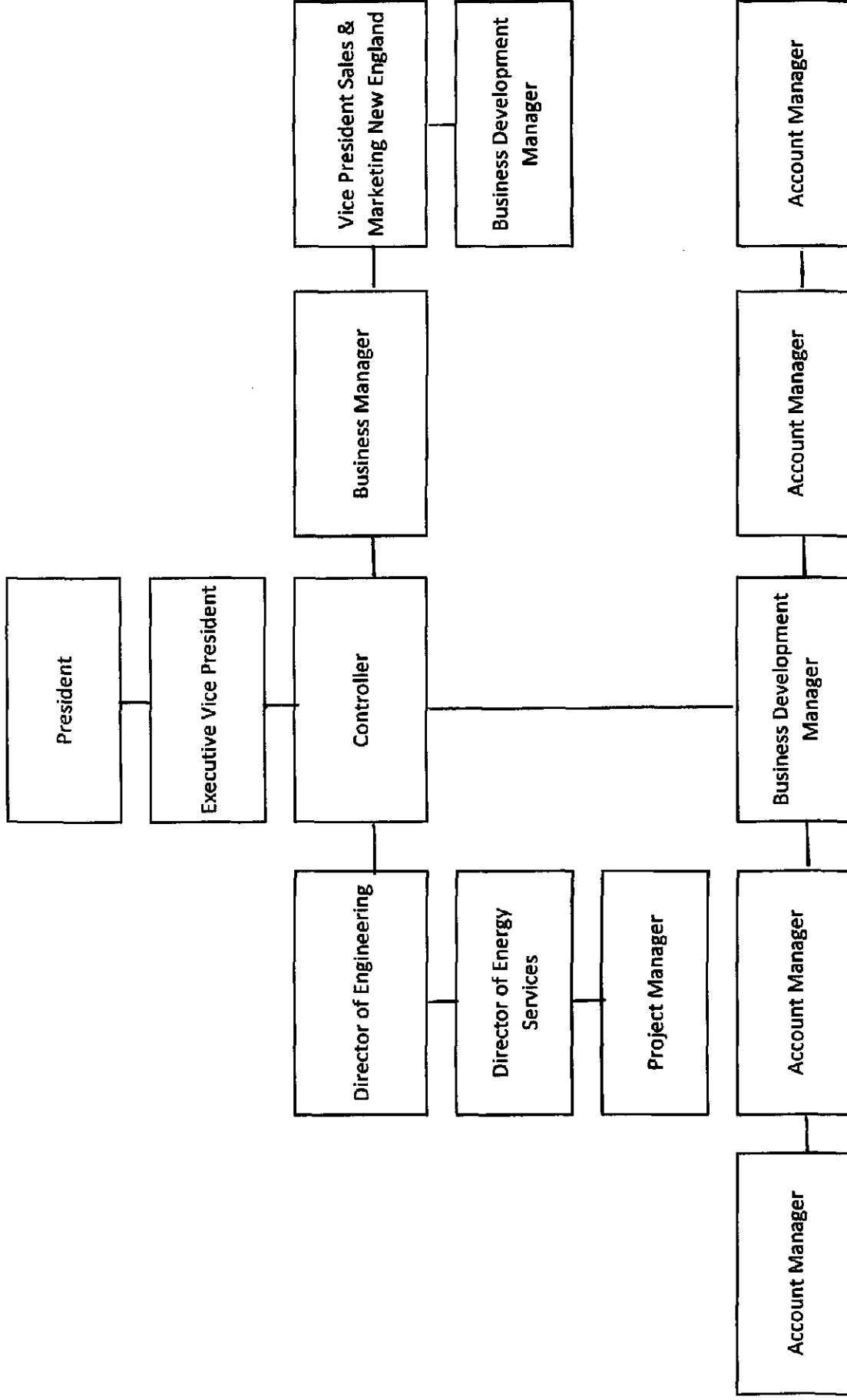
1600 Moseley Road

Victor, NY 14564

Telephone: (585) 249-1360

**Exhibit A-12 "Corporate Structure"**

Power Management Co., LLC



### **Exhibit A-13 "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](http://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**

State of New York }  
Department of State } ss:

Exhibit A-14 "Articles of Incorporation"

*I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.*

*Witness my hand and seal of the Department of State on*

**June 4, 2007**



A handwritten signature in black ink, appearing to be "D. J. [unclear]".

*Deputy Secretary of State for  
Business and Licensing Services*

971121000

FILED

ARTICLES OF ORGANIZATION

OF

POWER MANAGEMENT CO., L.L.C.

Under Section 203 of the Limited Liability Company Law

STATE OF NEW YORK  
DEPARTMENT OF TAXES  
FEB NOV 21 1994  
TAXS  
BY

3

VANGUARD-52

FILER:

Rifken, Frankel & Greenman, P.C.  
5789 Widewaters Parkway  
Witt, New York 13214

3

FILED

971121000

ARTICLES OF ORGANIZATION

OF

POWER MANAGEMENT CO., L.L.C.

Under Section 203 of the Limited Liability Company Law

VANGUARD-52

971121000

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.

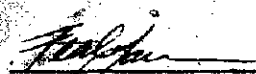
THIRD: The Secretary of State is designated as agent of the company upon whom process against it may be served. The post office address to which the Secretary of State shall mail a copy of any process against the company served upon him is:

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 filed with the  
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 Larison  
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-15 "Secretary of State"

**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](http://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 a 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 Statement"  
**CONFIDENTIAL**

	<u>Jan - Dec 09</u>
<b>Ordinary Income/Expense</b>	
Income	
4050 · EMS - Gas Commissions	814,256.28
4060 · EMS - Electric Commissions	1,646,605.78
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
<b>Total Income</b>	<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
<b>Total 5000 · Cost of Goods Sold</b>	<u>1,643,503.93</u>
<b>Total COGS</b>	<u>1,643,503.93</u>
<b>Gross Profit</b>	<b>4,027,490.82</b>
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
<b>Total 6100 · Insurance</b>	<u>41,831.84</u>
6200 · Professional Fees	
6210 · Professional Fees - Other	69,183.90
6220 · Legal & Accounting Fees	16,650.75
<b>Total 6200 · Professional Fees</b>	<u>85,834.65</u>



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

Exhibit C-3 "Financial Statement"  
**CONFIDENTIAL**

	<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
8400 · 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
6558 · Lodging	1,729.95
6560 · Travel	33,923.63
6561 · Meals	12,565.93
6565 · Entertainment	12,346.88
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 Statement"  
**CONFIDENTIAL**

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

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

Exhibit C-3 "Financial Statement"  
**CONFIDENTIAL**

	<u>Jan - Dec 08</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4060 · 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
<b>Total Income</b>	<u>6,092,167.43</u>
<b>Cost of Goods Sold</b>	
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
<b>Total 5000 · Cost of Goods Sold</b>	<u>2,855,824.87</u>
<b>Total COGS</b>	<u>2,855,824.87</u>
<b>Gross Profit</b>	<u>3,236,342.56</u>
<b>Expense</b>	
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
<b>6100 · Insurance</b>	
6110 · Liability Insurance	294.05
6115 · Workers Comp	1,486.00
6120 · Life Insurance	38,695.13
6130 · Auto Insurance	11,224.46
6135 · Insurance - Other	23,321.02
<b>Total 6100 · Insurance</b>	<u>73,020.66</u>
<b>6200 · Professional Fees</b>	
6210 · Professional Fees - Other	11,012.87

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

**Exhibit C-3 "Financial Statement"**  
**CONFIDENTIAL**

	<u>Jan - Dec 08</u>
6220 - Legal & Accounting Fees	<u>14,439.00</u>
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	<u>4,251.62</u>
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	<u>13,307.85</u>
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	<u>33,466.00</u>
Total 6700 - Depreciation	34,242.62
6720 - Other Expenses	<u>4,576.71</u>
Total Expense	<u>3,298,818.94</u>
Net Ordinary Income	(62,476.38)
Other Income/Expense	

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

Exhibit C-3 "Financial Statement"  
**CONFIDENTIAL**

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

To 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&amp;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

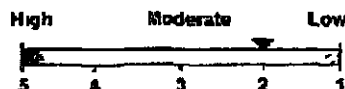
Financing: SECURED

SIC: 8748

Line of business: Business consulting services

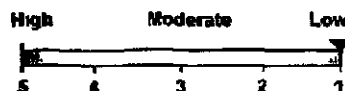
## Credit Score Class: 2

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&amp;B PAYDEX®: 77

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



D&amp;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
<b>Financial Stress Class</b>	1	Failure Rate lower than the average of businesses in D&B's database
<b>Financial Stress Score</b>	1430	Highest Risk 1,001, Lowest Risk 1,875
<b>Credit Score Class</b>	2	Probability of Severely Delinquent Payment is lower than the average of businesses in D&B's database
<b>Credit Score</b>	522	Highest Risk 101, Lowest Risk 670

**Other Key Indicators**

<b>PAYDEX Scores</b>	5 days beyond terms	Pays more slowly than the average for its industry of 3 days beyond terms
<b>Industry Median</b>	3 days beyond terms	
<b>Present management control</b>	12 years	
<b>UCC Filings</b>	UCC filing(s) are reported for this business	
<b>Public Filings</b>	No record of open Suit(s), Lien(s), or Judgment(s) in the D&B database	
<b>Financing</b>	Is secured	
<b>History</b>	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.

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

---

**Jump to:**

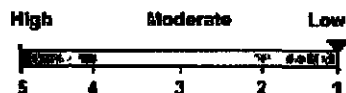
[Overview](#) | [Payments](#) | [Public Filings](#) | [History & Operations](#) | [Banking & Finance](#)

## Scores

### 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)

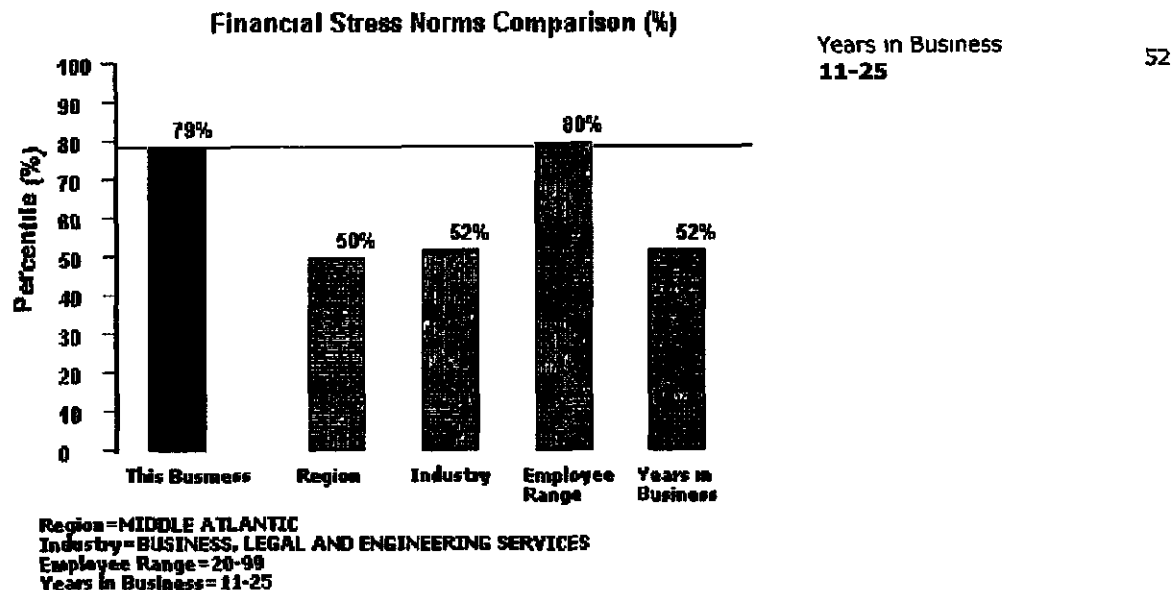
The Financial Stress Score of this business is based on the following factors

- 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 <b>MIDDLE ATLANTIC</b>	50
Industry <b>BUSINESS, LEGAL AND ENGINEERING SERVICES</b>	52
Employee Range <b>20-99</b>	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

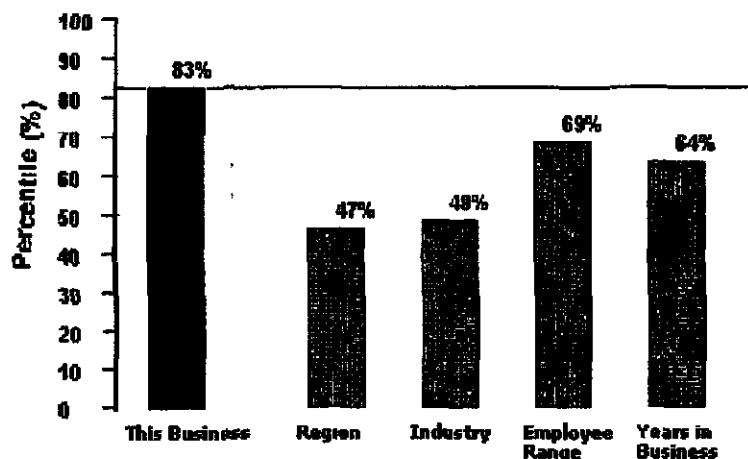
- No record of open suit(s), lien(s), or judgment(s) in the D&B files

#### 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

## Credit Score Norms Comparison (%)



Region=MIDDLE ATLANTIC  
 Industry=BUSINESS, LEGAL AND ENGINEERING SERVICES  
 Employee Range=20-99  
 Years in Business=11-25

Norms	National %
This Business	83
Region MIDDLE ATLANTIC	47
Industry BUSINESS, LEGAL AND ENGINEERING SERVICES	49
Employee Range 20-99	69
Years in Business 11-25	64

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:

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

## 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		

<b>Highest Now Owing:</b>	<b>\$40,000</b>	the debt is disputed
<b>Highest Past Due:</b>	<b>\$0</b>	

**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

**3-Month D&B PAYDEX: 77**

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



Based on payments collected over last 3 months

**12-Month D&B PAYDEX: 77**

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

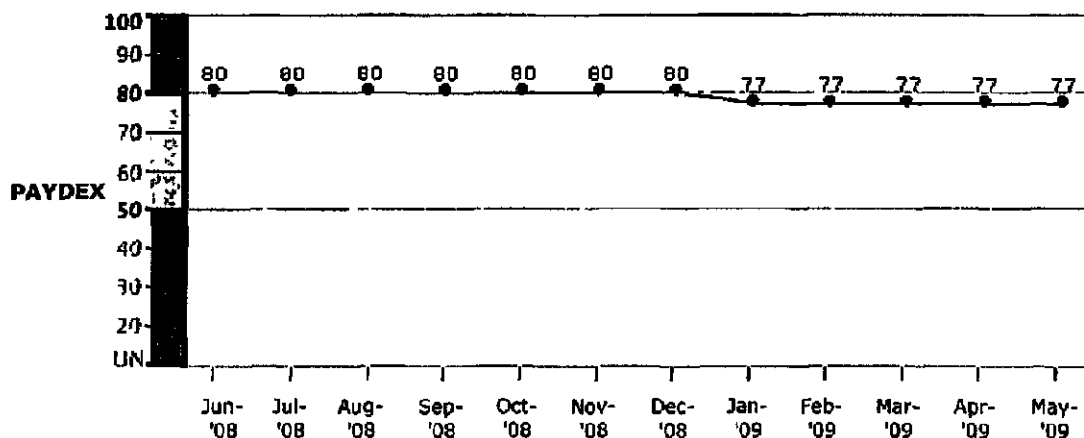


Based on payments collected over last 12 months

**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
<b>This Business</b>	80	80	80	80	80	80	80	77	77	77	77	77
<b>Industry Quartiles</b>												
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

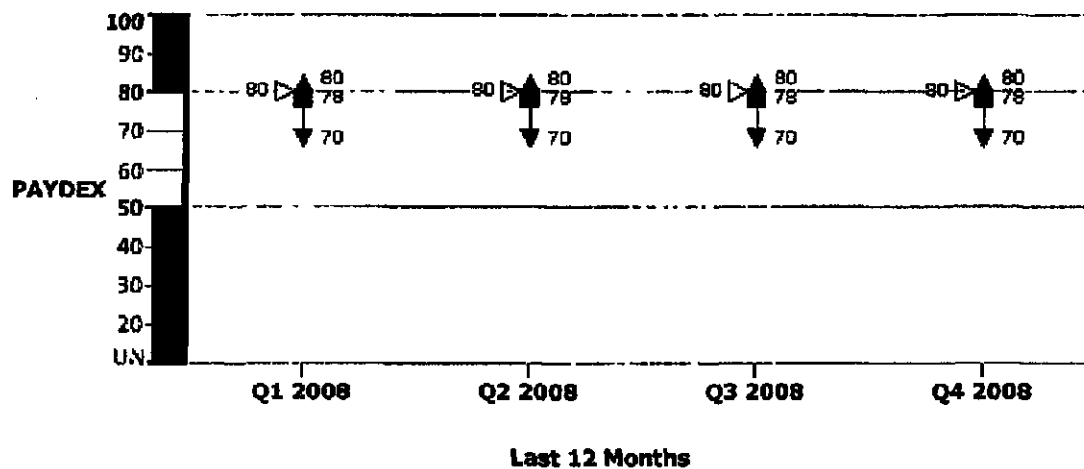
### Quarterly PAYDEX Scores Comparison to Industry

#### Previous Year

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



Based on payments collected over the last 4 quarters

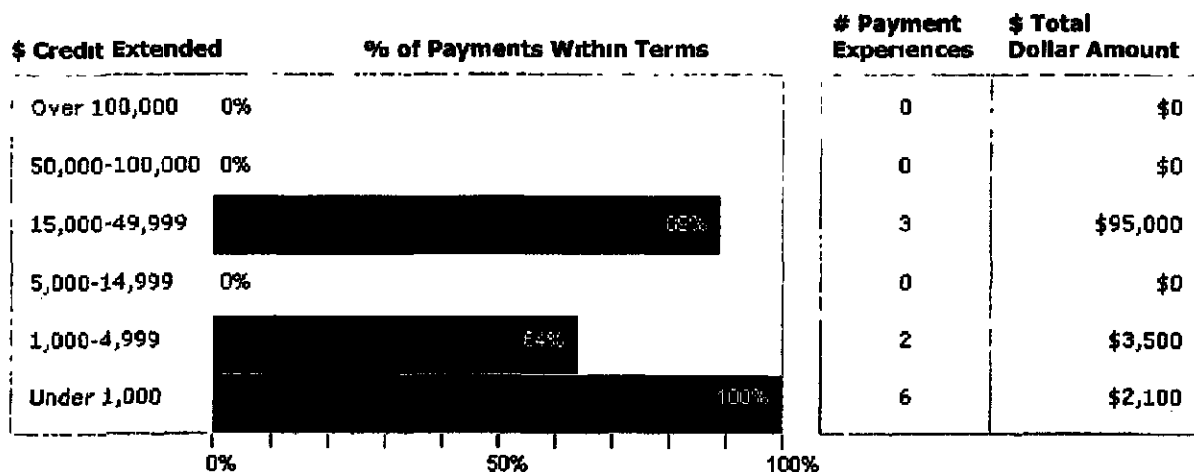
<b>Score Comparison Key:</b>	▷ This Business	▲ Industry upper quartile
		■ Industry median
		▼ Industry lower quartile

- 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

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## 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.

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

---

##### **NAICS:**

541690 Other Scientific and Technical Consulting Services

**Jump to:**[Overview](#)[Scores](#)[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**

	<b>This Business</b>	<b>Industry Median</b>	<b>Industry Quartile</b>
<b>Profitability</b>			
<b>Return on Sales</b>	UN	5.2	UN
<b>Return on Net Worth</b>	UN	16.5	UN
<b>Short-Term Solvency</b>			
<b>Current Ratio</b>	UN	2.7	UN
<b>Quick Ratio</b>	UN	2.4	UN
<b>Efficiency</b>			
<b>Assets Sales</b>	UN	46.2	UN
<b>Sales / Net Working Capital</b>	UN	3.6	UN
<b>Utilization</b>			
<b>Total Liabs / Net Worth</b>	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](http://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.