

# Large Filing Separator Sheet

Case Number: 02-1668-GA-CRS

File Date: 5/21/2010

Section: 2 OF 2

Number of Pages: 9

Description of Document: RENEWAL CERTIFICATION  
APPLICATION

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**Live Report : VECTREN RETAIL, LLC****D-U-N-S® Number:** 06-797-0926**Endorsement:** trwilson@vectren.com

<b>D&amp;B Address</b>	
<b>Address</b>	1 Vectren Sq Fl 3 Evansville, IN - 47708
<b>Location Type</b>	Single (Subsidiary)
<b>Phone</b>	812 491-4000
<b>Fax</b>	
<b>Web</b>	www.vectren.com

<b>Trade Names</b>
Trade Names (SUBSIDIARY OF VECTREN CORPORATION, EVANSVILLE, IN)

**Company Summary****Trade Payments - Timeliness of Historical Payments**

When weighted by dollar amount, Payments to suppliers average generally within terms

**12-month D&B PAYDEX®: 80**

(Lowest Risk:100; Highest Risk:1) This assessment is based on D&Bs 12-month PAYDEX® Score.

**Predictive Indicators - Risk of Payment Delinquency****Commercial Credit Score Class: 2**

Low To Moderate risk of severe payment delinquency over next 12 months.

**Predictive Indicators - Risk of Financial Stress****Financial Stress Score Class: 3**

Medium risk of severe financial stress over the next 12 months.

**Predictive Indicators - Supplier Evaluation Risk**

**Supplier Evaluation Risk Rating: 5** Moderate risk of supplier experiencing severe financial stress over the next 12 months.

**Predictive Indicators - Credit Capacityfor Headquarters****D&B Rating: 1R3**

**Number of employees:** 1R indicates 10 or more employees

**Composite credit appraisal:** 3 is fair

This assessment is based on D&B's D&B Rating.

**History & Operations****This is a single (subsidiary) location**

<b>Manager</b>	GREG COLLINS, MEMBER
<b>Year Started</b>	2001
<b>Employees</b>	37
<b>Financing</b>	SECURED
<b>SIC</b>	4932
<b>Line of business</b>	Gas and other services combined
<b>NAICS</b>	221210
<b>History Status</b>	CLEAR

**News & Alerts**

<b>Alert Type</b>	<b>Date</b>	<b>Actions</b>
Litigation	04/06/2010	<a href="#">View</a>

In the last 30 days, 1 alerts were generated for this company.

**Public Filings**

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

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	1	09/17/08
Suits	4	03/11/10
UCCs	3	11/24/09

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

**Corporate Linkage - Parent Company**

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This is a **Single (Subsidiary)** location

VECTREN RETAIL, LLC  
Evansville , IN  
D-U-N-S® Number 06-797-0926  
The Parent Is  
VECTREN CORPORATION  
Indiana  
D-U-N-S® Number 13-550-4913

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**EXHIBIT C-8**

**BANKRUPTCY INFORMATION**

Not Applicable.

**EXHIBIT C-9**

**MERGER INFORMATION**

Not Applicable.

## **EXHIBIT D-1**

### **OPERATIONS**

Vectren Source enjoys an internal staff of commodity specialists who perform daily tactical services to support its retail activities. These upstream and city gate services include procurement, transportation, nominations, scheduling, delivery, and risk management.

## **EXHIBIT D-2**

### **OPERATIONS EXPERTISE**

Vectren Source serves approximately 191,000 residential and small commercial customers in seven local distribution company service territories in three states. In addition to staff referred to in Exhibit D-1 whose focus is on commodity-related operational issues, Vectren Source has a full complement of internal staff dedicated to matters germane to customer service.

**EXHIBIT D-3**

**KEY TECHNICAL PERSONNEL**

**Lawrence K. Friedeman, Senior Regulatory Counsel**

Email Address: [lfriedeman@vectren.com](mailto:lfriedeman@vectren.com)  
Telephone Number: 812-491-4282

Mr. Friedeman attended the University of Pittsburgh where he was awarded a Bachelor of Arts degree, graduating summa cum laude, as well as his Juris Doctorate degree. Mr. Friedeman spent many years with a Northwest Ohio manufacturer, achieving the position of President & CEO. Immediately prior to his association with Vectren Source, Mr. Friedeman was the Regulatory Liaison for Columbia Energy Services Corporation, where he represented Columbia Energy Services before the Regulatory Commissions of Ohio, Michigan, Pennsylvania, New Jersey, Virginia, Maryland, and Georgia in regard to the retail energy endeavors of Columbia Energy Services.

**Tamara R. Wilson, CPA**  
Vice President, Finance and Commodity Operations

Email Address: [trwilson@vectren.com](mailto:trwilson@vectren.com)  
Telephone Number: (812) 491-4284

Ms. Wilson manages the financial and commodity operations departments. The Commodity Department is responsible for ensuring the daily delivery of natural gas to Vectren Retail's customers, daily supply planning, optimizing sales and purchases of natural gas for delivery as well as the optimization of commodity assets. In addition, she also is responsible for long-term supply planning and risk hedging strategies for the organization.

In regard to Ms. Wilson's oversight of the Finance Department, she is responsible for the financial and accounting related aspects of the organization including financial reporting, budgeting, internal controls, and risk reporting. In addition, she is responsible for the financial evaluation of entry into new retail gas markets and potential acquisition opportunities, long-term forecasting, and creation and maintenance of product pricing models.

Ms. Wilson has 17 years of experience in finance and accounting and is a Certified Public Accountant. Her previous work experience includes positions in the retail commodity, telecommunications, and manufacturing industries.

Ms. Wilson graduated from the University of Evansville, cum laude, with a BS in Accounting.



**Brian R. Stout**

Gas Scheduling Representative, Commodity Operations

Email: [bstout@vectren.com](mailto:bstout@vectren.com)

Office: 812-491-4219

Mr. Stout has 17 years of experience in the natural gas marketing and pipeline industry, including 2 years experience with Choice Markets in Ohio and Northeast Markets. Mr. Stout has held positions in Gas Control / Gas Scheduling, and has industry experience in Marketing, Gathering & Processing, and Transportation & Storage. Mr. Stout has experience in load forecasting as well as a strong understanding of gas operations. Mr. Stout started his career at Mississippi River Transmission in St. Louis, MO, where he was responsible for monitoring pipeline integrity. Mr. Stout later went on to work for ONEOK, Inc. in Tulsa, OK, where he was responsible for pipeline integrity, imbalance management, and transportation billing.

Currently, Mr. Stout holds the position of Gas Scheduling Representative with Vectren Source where he is responsible for scheduling interstate natural gas pipelines, market assessment, and commodity procurement.

**Thomas L. Melton**

Gas Scheduling Representative, Commodity Operations

Email: [tmelton@vectren.com](mailto:tmelton@vectren.com)

Office: 812-491-5183

Mr. Melton has 7 years of experience in the natural gas marketing and pipeline industry. Mr. Melton began his career with Southern Star Central Gas Pipeline, Inc. where he held positions in Operations Management and Business Development/Marketing. While working for Southern Star, Mr. Melton was Project Manager of long-term customer supply planning and company wide strategic planning. In addition, Mr. Melton was responsible for managing new supply interconnect projects as well as pipeline expansion opportunities. After leaving the regulated pipeline industry, Mr. Melton joined Atmos Energy Marketing as Regional Manager of Marketing in Kansas and Oklahoma. This role included the responsibilities of managing customer supply needs and marketing to new and existing customer bases.

Currently, Mr. Melton holds the position of Gas Scheduling Representative with Vectren Source where he is responsible for scheduling interstate natural gas pipelines, market assessment, and commodity procurement.

Mr. Melton graduated, magna cum laude, from Kentucky Wesleyan College with a B.S. in Business Administration and Psychology. Mr. Melton received his MBA from the Murray State University School of Business.

**Ryan Scherer**  
Manager, Gas Operation

Email: [rdscherer@vectren.com](mailto:rdscherer@vectren.com)  
Office: 812-491-4478

Mr. Scherer has 7 years of experience in the natural gas marketing and pipeline industry, with 5 of those years focused on the Natural Gas Choice Markets. Mr. Scherer has held position as a Gas Supply Analyst on the both the Utility side of the business and the Energy Choice side. He focused on analyzing in supply planning, pipeline optimization, and storage planning for the given markets. He was also responsible for following market trends, and studying future developments in the natural gas markets. Finally, Mr. Scherer was responsible to working with Gas Control and demand forecasting to make sure all deliveries were operationally possible, along with focusing on the economics.

Currently, Mr. Scherer holds the position of Manager, Gas Operations with Vectren Source where he is responsible for overseeing the scheduling the pipelines, market assessment, and commodity procurement, and storage planning for all of Vectren Source's Choice markets.

**Jennifer L. Rankins, Commodity Analyst**

Email address: [jrankins@vectren.com](mailto:jrankins@vectren.com)  
Telephone Number: (812) 491-4294

Ms. Rankins was formerly employed at Signature Energy Management, LLC (SEM) as Industrial Management Specialist. Ms. Rankins' employment responsibilities included reconciliation of customers' Natural Gas, Propane, and Electricity invoices, compilation, maintenance, and analysis of pertinent historical data for both Natural Gas and Electricity. Ms. Rankins also maintained customer contracts and created monthly reports that detailed and reconciled consumption, costs, billing variances, and savings. Ms. Rankins currently holds the position of Commodity Analyst where she is responsible for the maintenance of monthly future supply planning to track commodity, storage, and capacity. Ms. Rankins also assists with the purchases of gas supply and coordinates with others to monitor and reconcile transportation, storage and capacity on a daily and monthly basis.