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Founded 1909

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February 1, 2013

Ms. Barcy F. McNeal, Secretary Public Utilities Commission of Ohio 180 E. Broad St., 11th Floor Columbus, OH 43215-3963

Re:

Case No. 13-105-EL-CRS Cincinnati Bell Energy, LLC Supplemental Exhibit C-7

Dear Ms. McNeal:

The applicant does not have a D&B report in its own name. However, I am filing a D&B report for its parent, Regional Energy Holdings, Inc. at the request of the Staff.

Thank you for your consideration.

Sincerely yours,

Stephen M. Howard

Attorneys for Cincinnati Bell Energy, LLC

Stephen M. Haward

SMH/jaw

# Supplemental Exhibit C-7

# REGIONAL ENERGY HOLDINGS, INC.

D-U-N-S® 83-044-8515

Single 50 Washington St, Moved From: 152 W 57th St FI 54, New York, Ny, Norwalk, CT 06854 Website: www.viridian.com

Phone 203 299-1411

# **Business Information Report**

Purchase Date: 02/01/2013 Last Update Date: 11/19/2011

Attention: JV

# **Executive Summary**

#### Company Info

Year Started

2010

CEO

MICHAEL

FALLQUIST, PRES

Employees

40

Sales

\$55,000,000(Proj)

#### **D&B** Rating

D&B Rating



# D&B PAYDEX®

Up to 24 month D&B PAYDEX



**(2)** 

Cavil 9.0W

SIGW

50

80 100

Up to 3 month D&B PAYDEX



30 days

days sion

80

# **Business Information**

### **Business Summary**

SIC

5211

Ret energy

materials

NAICS

444110

Home Centers

History Status

**INCOMPLETE** 

**Credit Capacity Summary** 

**D&B** Rating

Prior D&B Rating

Rating Date

02/21/2011

Payment Activity (based on 6 experiences)

USD

Average High

\$11,750

Credit

Highest Credit

50,000

Total Highest Credit

59,250

# **Business History**

# 1333

Decide with Confidence

Officers

MICHAEL FALLQUIST, PRES;

ROBERT BHULARD, CFO

Directors

THE OFFICER(S)

As of 11/19/2011

This business was registered as a Corporation in the State of Connecticut on August 27, 2010. Stock ownership is undetermined.

Business started 2010.

MICHAEL FALLQUIST. Antecedents undetermined.

ROBERT BHULARD. Antecedents not available.

Business address has changed from 152 W 57th St Fl 54, New York, NY, 10019 to 50 Washington St, Norwalk, CT, 06854.

# **Government Activity Summary**

# Activity Summary Possible candidate for socioeconomic program consideration

Berrower No Labor Surplus Area N/A Administrative Oabt No Small Business YES (2011) Grantee No Women Owned N/A Party Excluded from No Minority Owned N/A Federal Programs N/A Public Company

Contractor No

Importer/Exporter N/A

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

# **Operations Data**

As of 11/19/2011

Description:

Retails energy materials, specializing in energy conservation products.

Sells to manufacturers, retailers, general public and commercial concerns. Territory: Regional.

Employees:

40 which includes officer(s).

Facilities:

Leases 8,500 sq. ft. in commercial building.

# **Special Events**

As of 11/17/2012

HURRICANE SANDY 2012: This business is located in a FEMA designated disaster zone impacted by the effects of Hurricane Sandy.

As of 07/18/2012

ANNOUNCED MERGER/ACQUISITION: According to published reports, Regional Energy Holdings, Inc., DUNS 830448515, (Norwalk, CT) and Public Power, LLC, DUNS 801998266, (Danbury, CT) announced their intent to combine. The resulting company, operating under the name Crius Energy, will serve as the parent of a family of best-in-class energy brands with a mission to be an innovative energy partner to the customers, companies and markets it serves. Terms of the transaction were not disclosed. The consummation of this transaction is subject to customary closing conditions and receipt of the Federal Energy Regulatory Commission's approval. The transaction is expected to close in August 2012.

As of 02/21/2011

Business address has changed from 152 W 57th St Fl 54, New York, NY, 10019 to 50 Washington St, Norwalk, CT, 06854.

#### Industry Data

SIC	NAICS

GodeDescriptionCodeDescription52110301Energy conservation products444110Home Centers

#### **Financial Statements**

#### Key Business Ratios (Based on 42 establishments)

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.

	This Business	Industry Median	
Profitability			
Return on Sales	UN	0.8	UN
Return on Net Worth	UN	2.8	UN
Short Term Solvency			
Current Ratio	UN	3.2	UN
Quick Ratio	UN	1.2	UN
Efficiency			
Assets Sales	UN	43.8	UN
Sales / Net Working Capital	UN	4.8	UN
Utilization			
Total Liabs / Net Worth	UN	45.4	UN

#### **Most Recent Financial Statement**

As of 11/19/2011

On FEB 21 2011 Robert Bhulard, CFO, deferred financial statement.

Robert Bhulard, CFO submitted the following partial estimates dated FEB Projected annual sales are \$ 55,000,000. 21 2011:

#### **Indicators**

# Public Filings Summary Public Filings

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

Record Type	No of Records	Most Recent Filing Date	. al
Judgment	0		
Lien	0		
Suit	0		N.
UCC	1	07/29/2010	

Bankruptcy Judgment Lien Suit UCC

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.

## Full Filings

## **UCC** Filings

Filing No.
Where Filed

2010018938-0

SECRETARY OF STATE/UCC DIVISION, CARSON CITY, NV

Latest info Received 08/02/2010

Type

Original

Debtor

#### REGIONAL ENERGY HOLDINGS, INC

Date Filed

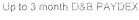
07/29/2010

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

## **Paydex**

#### D&B PAYDEX®

Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.





When weighted by dollar amount, payments to suppliers average 30 Days Beyond Terms. Based on payments collected over last 3 months.

#### Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 28 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 2 DAYS BEYOND terms.

High risk of late payment (average 30 to 120 days beyond terms)

> Medium risk of late payment (average 30 days or less beyond terms)

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

Payment Trend	unchanged *	Total Payment Experiences	6	Highest Now Owing	\$25,000
Payments Within Terms	52%	for the HQ	0	Highest Past Due	\$2,500
Average High Credit	\$11.750	Total Placed for Collection			
	Ψ11,730	Largest High Credit	\$50,000		

<sup>\*</sup> compared to payments three months ago

# **Payment Summary**

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 6 payment experiences in D&B's file, with 3 experiences reported during the last three month period. The highest Now Owes on file is \$25,000. The highest Past Due on file is \$2,500.

Top 10 Industries

Placed for Collection

		Total		Largest High	Within	Days Slow (%)				
	Industries	Received	Total Amounts	Credit	Tenns (%)	0-30	31-60	61-90	90+	00 00 00 00 00 00 00
	Ret mail-order house	1	\$50,000	\$50,000	0	100	0	0	0	
	Telephone communictns	1	5,000	5,000	100	0	0	0	0	
	Mise business credit	1	2,500	2,500	0	100	0	0	0	
	Short-trm bush credit	1	1,000	1,000	100	0	0	0	0	
	Radiotelephone commun	1	250	250	0	50	0	50	0	
	Other Payment Categories									
	Category		Total Received		Total Dolla	Total Dollar Amounts		Largest High Credit		
	Cash Experiences			1		\$500			\$500	
	Payment record unknown			0		0			0	
	Unfavorable comments			0		0			0	

0

0



## **Detailed Payment History**

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Seiling Terms	Last Sale within(months)
December 2012	Ppt	\$1,000	\$1,000	\$0	N/A	2-3
	Slow 30	50,000	25,000	2,500	N30	1
	Slow 30	2,500	0	0	N/A	6-12
September 2012	Ppt	5,000	2,500	0	N/A	1
February 2012	Slow 30-90	250	250	250	N/A	1
January 2011	(006)Cash own option	500	0	0	N/A	6-12

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

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

This foregoing document was electronically filed with the Public Utilities

**Commission of Ohio Docketing Information System on** 

2/1/2013 2:15:27 PM

in

Case No(s). 13-0105-EL-CRS

Summary: Exhibit Supplemental Exhibit C-7 electronically filed by Mr. Stephen M Howard on behalf of Cincinnati Bell Energy, LLC