

November 19, 2015

Public Utilities Commission of Ohio
Docketing Division
180 E. Broad Street
Columbus, OH 43215

RE: Ecova, Inc. 11-5954

Dear Sir/Madam:

Enclosed is Ecova, Inc.'s Competitive Retail Natural Gas Broker/Aggregator Renewal Application.

Sincerely,



DONNA WASSON
Senior Paralegal

lmw
Enclosures

RECEIVED-DOCKETING DIV
2015 NOV 20 AM 11:24
PUCO

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Technician Am Date Processed 11/20/15



Public Utilities Commission

PUCO USE ONLY – Version 1.07		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		11 - 5954 - GA-AGG

RENEWAL 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, 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 renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Ecova, Inc.
Address 1313 North Atlantic Street, Suite 5000, Spokane, WA 99201
Telephone No. 800-767-4197 Web site Address www.ecova.com
Current PUCO Certificate No. 12-236G Effective Dates January 13, 2012

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

Name Ecova, Inc.
Address 1313 North Atlantic Street, Suite 5000, Spokane, WA 99201
Web site Address www.ecova.com Telephone No. 800-767-4197

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

Ecova, Inc.

A-5 Contact person for regulatory or emergency matters:

Name Donna Wasson Title Sr. Paralegal
Business Address 1313 N. Atlantic Street, Suite 5000, Spokane, WA 99201
Telephone No. 800-767-4197 Fax No. 509-321-0828 Email Address legal@ecova.com

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accurate and complete representation of the
document delivered in the regular course of business.
Technician And Date Processed 11/22/15

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

Name Donato Capobianco Title SVP, GM and General Counsel
Business address 1313 N. Atlantic Street, Suite 5000, Spokane WA 99201
Telephone No. 800-767-4197 Fax No. 509-321-0828 Email Address www.ecova.com

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

Customer service address Steve Huber, 180 E. 5th Street, St. Paul MN 55101
Toll-Free Telephone No. 800-767-4197 Fax No. 866-377-7398 Email Address shuber@ecova.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 Paige Kindell Janson Title VP Client Management
Business address 8660 Trillium Ridge Lane, Cincinnati OH 45255
Telephone No. 513-763-3129 Fax No. Email Address pkindelljanson@ecova.com

A-9 Applicant's federal employer identification number 91-1701028

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 type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" 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 checked="" type="checkbox"/> Columbia Gas of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" 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 checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	06-01-2004	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	05-01-2004	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 checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	06-01-2004	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	05-01-2004	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 checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	06-01-2005	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	07-01-2006	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 checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	06-01-2009	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	08-01-2009	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:

3

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

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,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-18 Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is still 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 renewed certification (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 for which it is seeking renewed certification since applicant last filed for certification.

- 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 since applicant last filed for certification.

☒ 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 since applicant last filed for certification.

☒ 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.

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- 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 Experion, 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

Donat C. Caplan, SVP

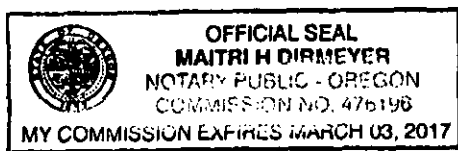
Sworn and subscribed before me this 20th day of October Month 2015 Year

Maitri Dirmeyer
Signature of official administering oath

Maitri Dirmeyer, Notary Public
Print Name and Title

My commission expires on

3/3/17



6



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Ecova, Inc.)

for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 11 - 5954 -GA-AGG

County of Spokane

State of Washington

Donato Capobianco, SVP, GM and General Counsel

[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

Donato Capobianco, SVP

Sworn and subscribed before me this

20th

day of

October

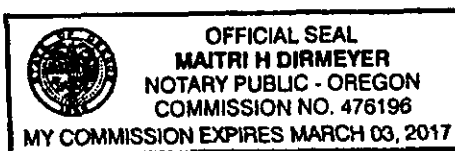
Month

2015

Year

Maitri Dirmeyer
Signature of Official Administering Oath

Maitri Dirmeyer, Public Notary
Print Name and Title



My commission expires on

3/3/17

(CRNGS Broker/Aggregator Renewal) Page 7 of 7

PUBLIC UTILITY COMMISSION OF OHIO
BROKER LICENSE NATURAL GAS APPLICATION
ECOVA, INC.
Certification Application for Aggregator/Power Brokers

Addendum to Section A

A-14 "Principal Officers, Directors & Partners" – see Exhibit A14 (List of Corporate Officers) attached

A-15 "Corporate Structure" – see Exhibit A-15 (Corporate Structure) attached

A-16 "Company History"

Founded in 1995, as WWP Energy Solutions (and formerly known as Avista Advantage and Advantage IQ), Ecova, Inc. pioneered the utility expense management industry, and today, continues as a leader in the field – offering facility information and expense management services not only for utility costs but also for telecom, lease and waste services. Ecova provides world-class outsourced bill payment, auditing, reporting and enhanced consulting services for multi-site companies nationwide. Ecova offers clients a superior and effective solution for the management and payment of facility-related energy and telecom costs – converting bill data into actionable intelligence about each facility.

A-17 "Articles of Incorporation and Bylaws" – No changes or amendments since initial application approval.

A-18 "Secretary of State" – see Exhibit A-18 attached

SECTION B – APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

B-1 "Jurisdictions of Operations" – see Exhibit B-1 (Licensing Program) attached

B-2 "Experience & Plans"

With respect to energy procurement and consulting services, Ecova intends to provide such services to commercial, industrial and government customer classes throughout the state of Ohio.

Ecova has provided retail electric procurement services via the broker and consultant model throughout the country since 2002. The company does not take title to the electricity/natural gas, and is not a supplier, therefore does not bill or contract for the electricity/natural gas supply of the customer. However, we have significant experience in providing customers with contract negotiation consulting services and billing problem resolution on behalf of our clients. For clients who have complaints or inquiries regarding the services we provide, we offer a

dedicated procurement or service representative with a direct line, 1-800#s for general inquiries, plus back up staff and higher level management for problem resolution.

See Exhibit B-2 (Procurement Team Organizational Chart)

B-3 "Summary of Experience"

Ecova has been offering consulting, brokering and simple aggregation services for hundreds of customers across the country in deregulated utility service territories totaling approximately 15 billion kwh and 400 million therm on contract with suppliers. The vast majority of the client's are commercial businesses. The aggregation services entail providing single event RFP services for a management group's portfolio of properties, within a jurisdiction, of which many of the properties will have different legal entity names. These contracts for this type of aggregation can have multiple signature lines on a single contract, or multiple contracts for each owner's sites. The RFP can have a single price across all properties or be individualized. All the above options are at the discretion of the client(s) after consulting on the best options to meet their price risk management goals.

B-4 "Disclosure of Liabilities and Investigations"

Applicant is not aware of any liabilities or investigations.

SECTION C – APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

C-1 "Annual Reports" These are extremely voluminous and therefore cannot be attached as hard copy. They can be found at <https://www.engie.com/wp-content/uploads/2015/03/gdf-suez-management-report-and-annual-consolidated-financial-statements-2014.pdf> and <https://www.engie.com/wp-content/uploads/2015/07/engie-2015-first-half-financial-report.pdf>

C-2 "SEC Filings" N/A

C-3 "Financial Statements" Please see C-1 above

C-4 "Financial Arrangements" - None

C-5 "Forecasted Financial Statements" – Please see C-1 and C-3 above

C-6 "Credit Rating" - see Exhibit C-6 attached

C-7 "Credit report" - see Exhibit C-7 attached

C-8 "Bankruptcy Information" – Applicant has not filed for bankruptcy since last filing.

C-9 “Merger Information” As noted in a letter sent on July 8, 2014 to the PUC, on June 30, 2014, 100% of Ecova’s ownership interest was acquired by Cofely USA, a subsidiary of GDF Suez Energy Services which is a business unit of ENGIE.

SECTION D – APPLICANT TECHNICAL CAPABILITY

D-1 “Operations”

Ecova Inc. provides sustainable utility expense management and energy management solutions to multi-site companies across North America to assess and manage utility costs and usage. Ecova, Inc.’s invoice processing, auditing and payment services, coupled with energy procurement, comprehensive reporting and advanced analysis, provide the critical data clients need to balance the financial, social and environmental aspects of doing business. Ecova, Inc. also provides comprehensive energy efficiency program management services to utilities across North America.

In addition to providing energy procurement services for our clients, Ecova, Inc. offers a full suite of consultative services that include, but is not limited to:

- Rate Optimization and Analysis
- Sustainability
- Facilities Optimization, including Energy Efficiency, Demand Side Management (“DSM”) and Engineering Feasibility Studies.

D-2 “Operations Expertise” See Exhibit D-2

D-3 “Key Technical Personnel”

Kris Borgert – Manager, Facility Expense Services

Kris has been with Ecova for over 4 years and is a market expert in procurement of energy in deregulated natural gas and electric markets. He leads a team of highly skilled analysts in Ecova’s procurement activities across the United States and Canada. He and his team are responsible for understanding all utility tariffs in the deregulated market place, and to provide our clients with transparency into these markets through our detailed analysis of Retail Provider pricing and Local Distribution Company pricing. Transparency is provided through our competitive bidding process, and our detailed analysis of both bid pricing and LDC pricing. In addition Kris manages Ecova’s Reverse Auction platform, utilized by several clients in place of the typical RFP process as another means by which we ensure competitive and completely transparent pricing. He is also responsible for ensuring that only licensed retail providers are used in our competitive bid process and who are recommended to our clients. Kris is a military veteran with 14 years of service in the U.S. Navy and a current member of the U.S. Navy Reserves. kborgert@ecova.com Tel. 651-900-6030

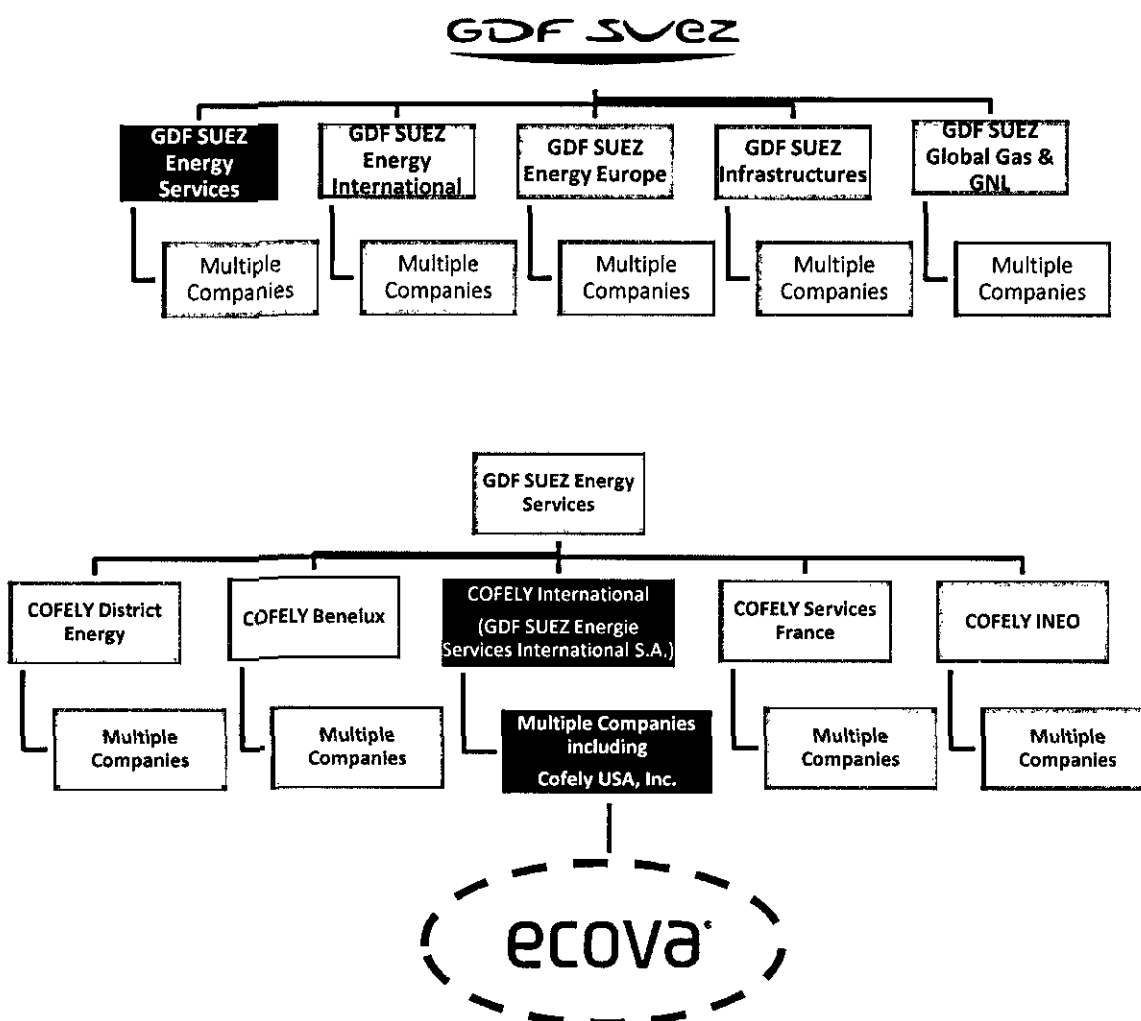
Exhibit A-14

Ecova, Inc. Principal Officers, Directors & Partners

Name	Title
Frank Demaille	Chair of the Board
Jana Schmidt	President and Chief Executive Officer
Olivier de Jonghe	Executive Vice President, Chief Financial Officer and Treasurer
Julie Kearney	Senior Vice President – Human Resources
Seth Nesbitt	Senior Vice President – Strategy, Sales and Marketing
Robert Zak	Senior Vice President and General Manager - Facility Division
Donato Capobianco	Senior Vice President and General Manager -Utility Solutions, General Counsel and Secretary
Lauren Kirkley	Vice President – Business Performance
Michael Todd Colton	Assistant Secretary
Christine Uri	Assistant Secretary

Exhibit A-15 "Corporate Structure"

Ecova is 100% owned by Cofely USA, a subsidiary of GDF Suez Energy Services, NA. Ecova provides energy efficiency and cost management programs and services for multi-site customers and utilities throughout North America. Ecova's primary product lines include expense management services for utility, telecom and lease needs as well as strategic energy management and efficiency services that include procurement, conservation, performance reporting, financial planning and energy efficiency program management for commercial enterprises and utilities.



A-18 Secretary of State

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ECOVA, INC., a Washington corporation, having qualified to do business within the State of Ohio on July 22, 2008 under License No. 1794122 is currently in GOOD STANDING upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 30th day of September, A.D. 2015.

Jon Husted

Ohio Secretary of State

Validation Number: 201527302002

B-1 "Jurisdictions of Operations"

Ecova, Inc. State Licensing Program

<u>State</u>	<u>Electric Broker License</u>	<u>Gas Broker License</u>
Connecticut	Docket No. 07-05-11	N/A
District of Columbia	EA11-21-7 Order No. 16509	GA 2013-06-5
Delaware	11-308 Order No. 8007	N/A
Illinois	11-0297	N/A
Maine	11-249	99-334
Maryland	IR-2240	IR-2242
Massachusetts	EB 201	RA-075
New Hampshire	DM 12-025	DM 12-108
New Jersey	EA-0134	PA-0099
Ohio	11-352E(1)	12-236G(1)
Pennsylvania	A-2011-2234410	A-2013-2394195
Rhode Island	D96-6(A5)	N/A
Texas	80350	N/A
Virginia	A-37	A-37

Procurement Team

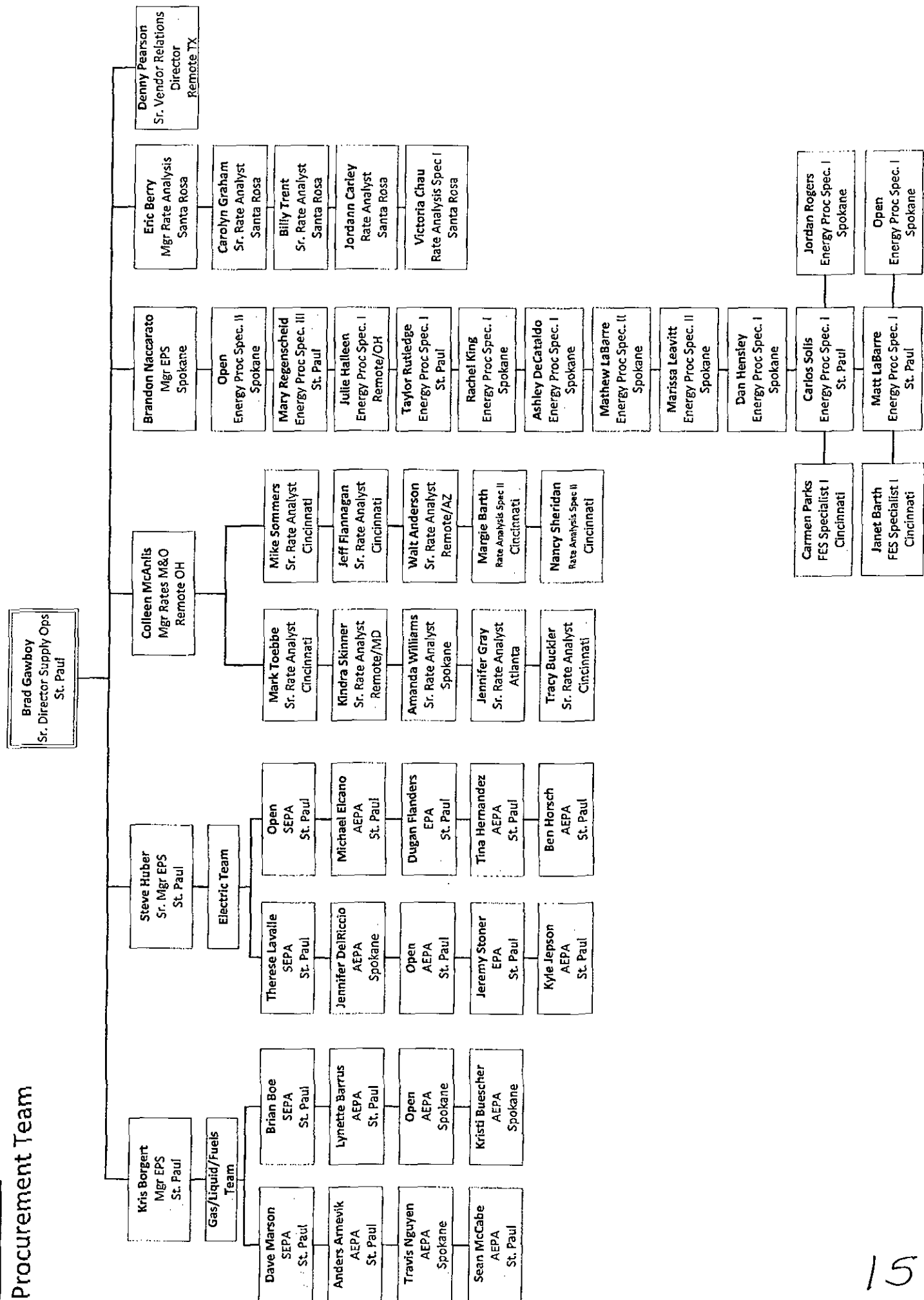




Exhibit C6 and C7 Credit Rating and Credit Report

Ecova, Inc. DUNS: 94-541-4530

Dashboard

Company Info

1313 N Atlantic St Ste 5000
Spokane, WA 99201
Phone: (509) 329-7600

DBA's :
(SUBSIDIARY OF AVISTA CAPITAL,
INC., SPOKANE, WA)
AVISTA ADVANTAGE

URL: www.advantageiq.com

Scores

Score	Score	Class	Score	Class	Rating	Recommendation	Rating
78 ▼	482 ▲	1	1484 ▲	3	4 ▼	\$400K	--

Recent Alerts

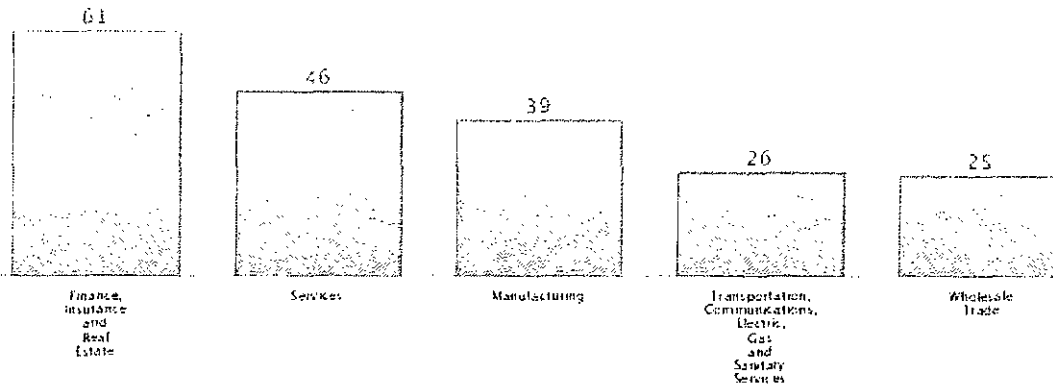
02/02/13 3 New Inquiries	02/01/13 8 New Inquiries
01/24/13 2 New Inquiries	01/18/13 3 New Inquiries

Inquiries

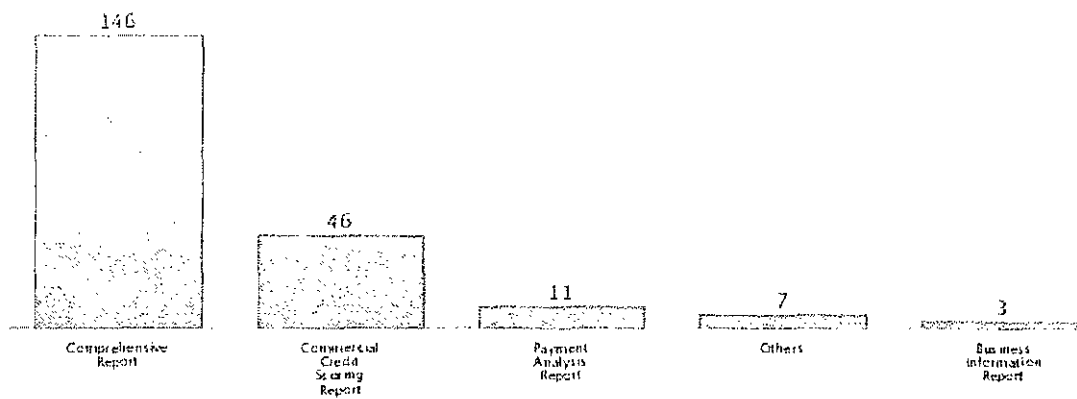
Most Recent

Date	SIC / Sector	Report Type
01/31/13	Wholesale Trade	Comprehensive Report
01/31/13	Wholesale Trade	Comprehensive Report
01/31/13	Wholesale Trade	Comprehensive Report
01/30/13	Transportation, Communications, Electric, Gas and Sanitary Services	Comprehensive Report
01/30/13	Transportation, Communications, Electric, Gas and Sanitary Services	Comprehensive Report

Top 5 Inquiries by SIC / Sector (12 Months)

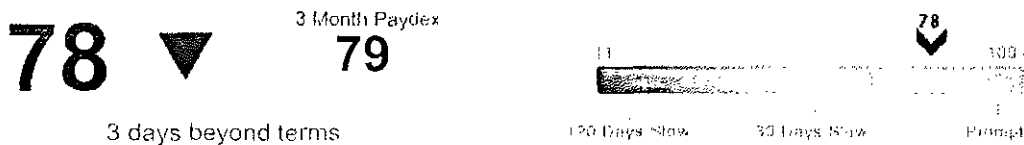


Top 5 Inquiries by Report Type (12 Months)



Scores

Paydex



Understanding My Score

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on payment experiences as reported to D&B by trade references.

Recent Payments

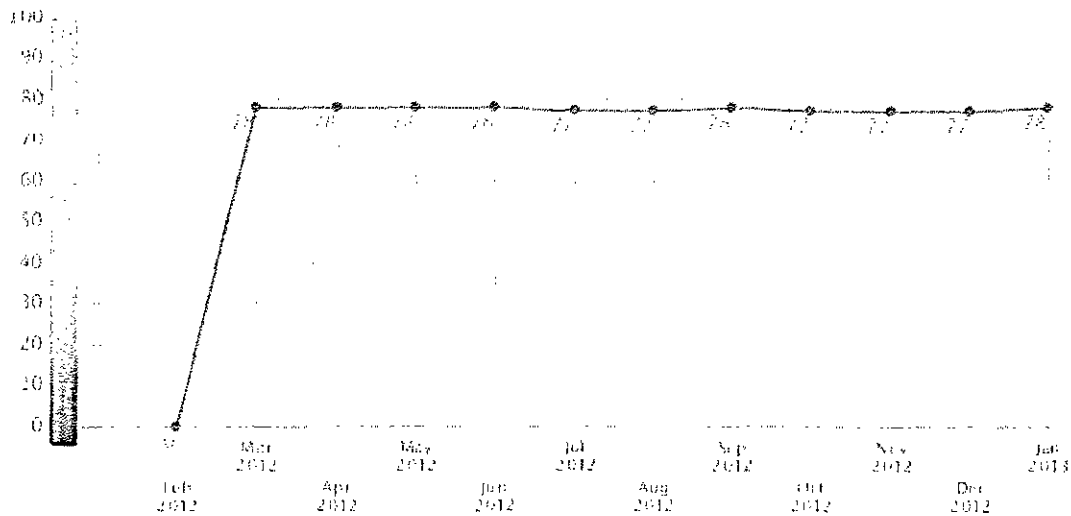
Total (Last 12 Months): 80

01/2013	Ppt	\$55,000	\$2,500	\$0 --	1 mo
01/2013	Ppt	\$7,500	\$5,000	\$0 N30	1 mo
01/2013	Ppt	\$7,500	\$0	\$0 --	1 mo
01/2013	Ppt	\$5,000	\$750	\$0 --	1 mo
01/2013	Ppt	\$1,000	\$0	\$0 --	1 mo

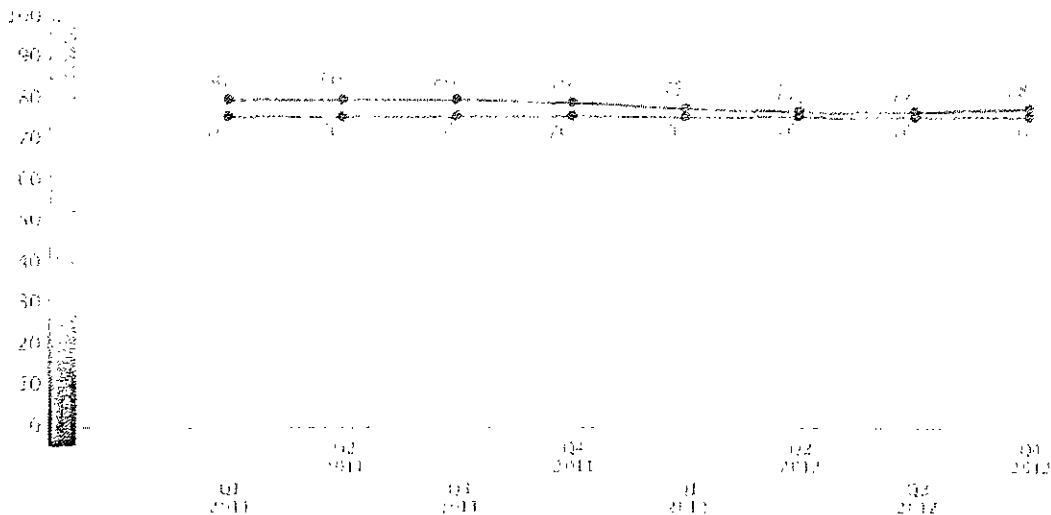
Key

100	Anticipate	40	60 Days Beyond Terms
90	Discount	30	90 Days Beyond Terms
80	Prompt	20	120 Days Beyond Terms
70	15 Days Beyond	1-19	Over 120 Days Beyond Terms
60	22 Days Beyond Terms	UN	Unavailable
50	30 Days Beyond Terms		

Trends



Industry Comparison



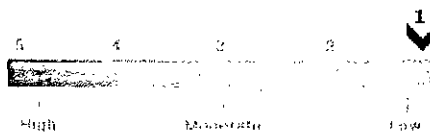
- My Company (78)
- Industry Median (76)

Based on payments collected over the last 4 quarters.

- Current PAYDEX for this business is 78, or equal to 3 days beyond terms
- The present industry median score is 76, or equal to 6 days beyond terms.

Commercial Credit Score

Score	Class	Percentile
482	1	91%



Low risk of severe payment delinquency over next 12 months

Understanding My Score

The Commercial Credit Score predicts the likelihood that a company will pay its bills in a severely delinquent manner (90 days or more past terms), obtain legal relief from creditors or cease operations without paying all creditors in full over the next 12 months. Scores are calculated using a statistically valid model derived from D&B's extensive data files.

Incidence of Delinquent Payment:

Among Companies with this Classification: **6.00%**

Factors Affecting Your Score:

Insufficient number of payment experiences.

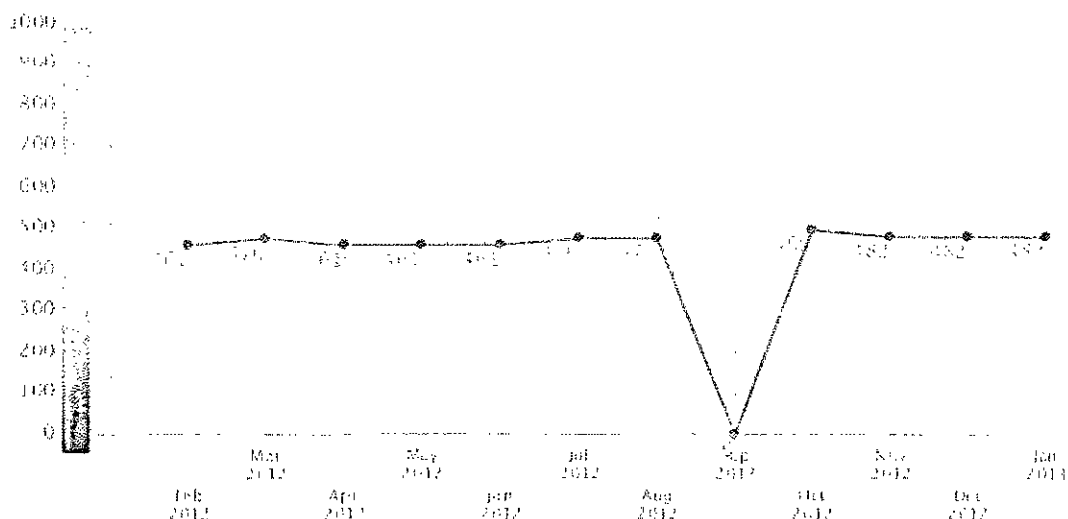
Most recent amount past due.

Low proportion of satisfactory payment experiences to total payment experiences.

Key

482 - 670	1	91 - 100	6.0%
451 - 481	2	71-90	10.6%
404-450	3	31-70	18.4%
351-403	4	11-30	31.5%
1-350	5	1-10	70.0%

Trends - Scores, 12 Month



• My Company (482)

Industry Comparison



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.

Financial Stress Score

Score Class Nat'l %

20

1484 ▼

3

55%



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

Understanding My Score

Incidence of Financial Stress:

Among Companies with this Classification: 0.24 (84 per 10000)

Factors Affecting Your Score:

UCC Filings reported.

High number of inquiries to D & B over last 12 months.

Limited time under present management control.

- The Financial Stress Class 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.

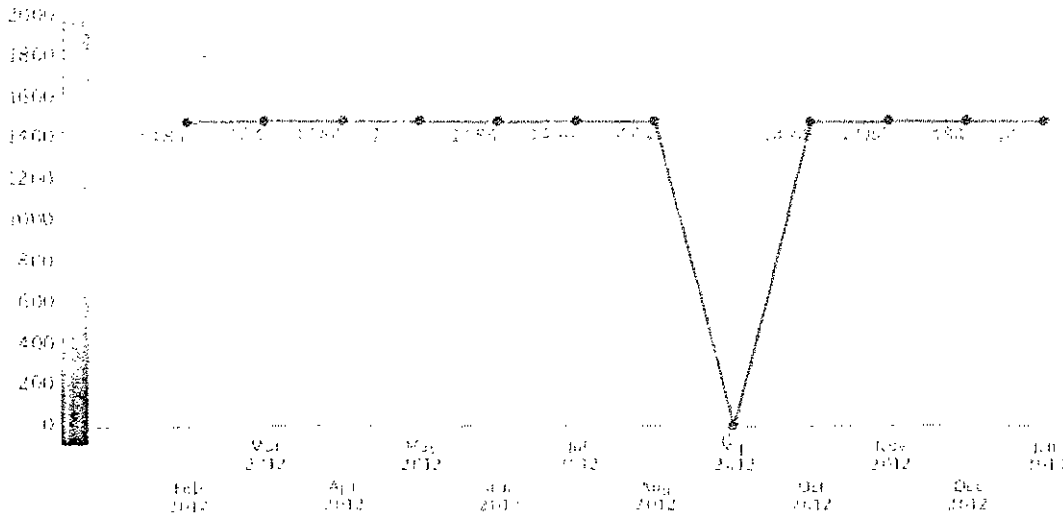
Notes:

- 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 over the past year with loss to creditors. The Incidence of Financial Stress - National Average represents the national failure rate 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

Key

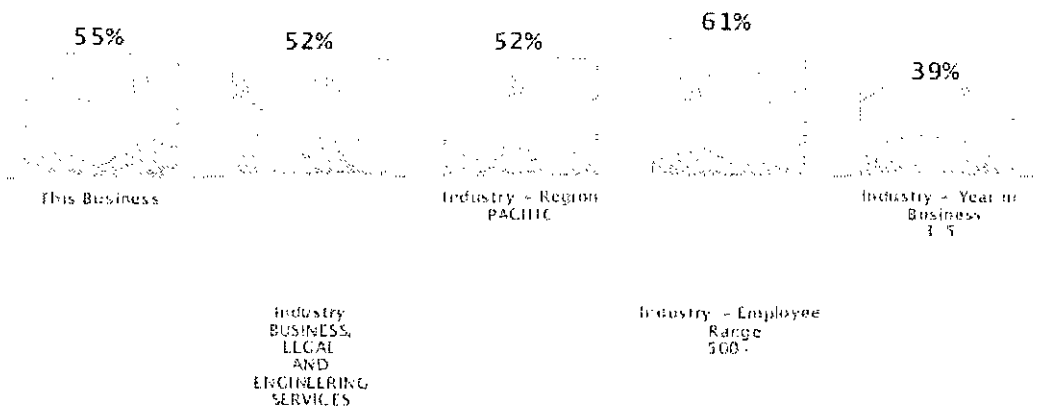
Score Range	Class	Percentile	Incidence
1570-1875	1	95-100	6.0%
1510-1569	2	60-94	10.6%
1450-1509	3	34-68	18.4%
1340-1449	4	2-33	31.5%
1001-1339	5	1	70.0%

Trends - Scores, 12 Month



• My Company (1,484)

Industry Comparison

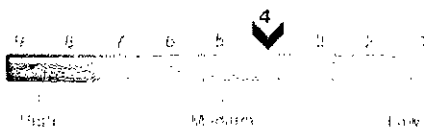


Based on payments collected over the last 4 quarters.

- 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.

Supplier Evaluation Risk Rating

4 ▼



Moderate risk of supplier experiencing severe financial stress over the next 12 months.

Understanding My Score

The Supplier Evaluation Risk Rating 1-9 segmentation derived from the Financial Stress Score that

predicts the likelihood of supplier failure over the next 12 months. The SER Rating is derived from D&B's Financial Stress Score, which is calculated using a statistically valid model derived from D&B's extensive data files.

Factors Affecting This Company's Score:

Suits, Liens, and/or Judgments are present - see PUBLIC FILINGS section.

Business under present control less than five years - see HISTORY section.

Average Payments are 3 day(s) beyond terms.

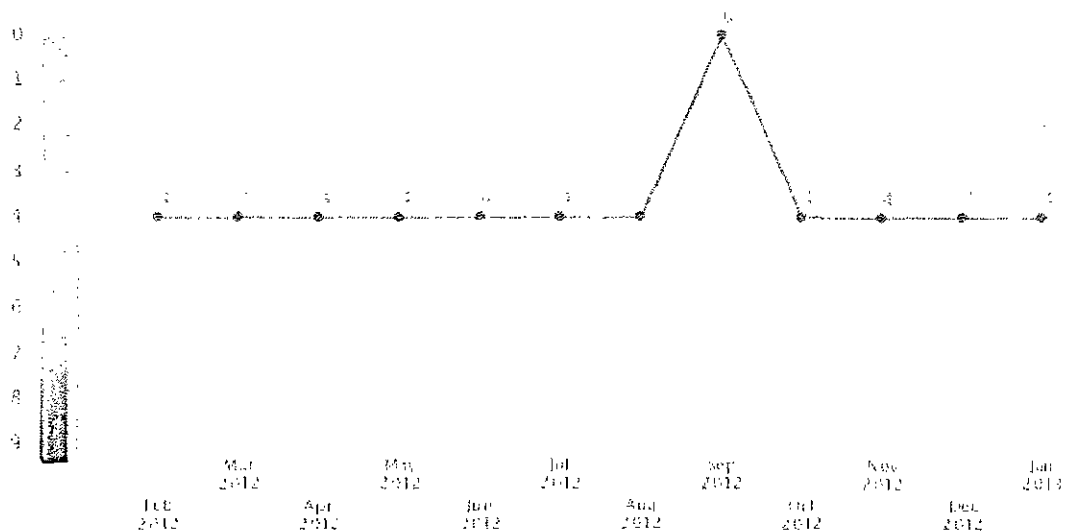
Average Industry Payments are 6 day(s) beyond terms.

UCC Filings present - See PUBLIC FILINGS section.

Financing secured - See BANK/PUBLIC FILINGS sections.

Under present management control 4 years.

Trends



• My Company (4)

Credit Limit Recommendation

Risk Category

1

Conservative Credit Limit

\$400k

Aggressive Credit Limit

\$900k

Low



Understanding My Score

D&B's Credit Limit Recommendation is intended to help you more easily manage your credit decisions. It provides two recommended dollar guidelines:

A conservative limit, which suggests a dollar benchmark if your policy is to extend less credit to minimize risk.

An aggressive limit, which suggests a dollar benchmark if your policy is to extend more credit with potentially more risk.

The dollar guideline amounts are based on a historical analysis of credit demand of customers in D&B's U.S. payments database which have a similar profile to your business.

D&B Rating®

Rating

--

2011-04-21

Understanding My Score

Factors Affecting Your Score

of Employees Total: 750 (530 here)

Payment Activity (based on 86 experiences):

Average High Credit: \$13,916

Highest Credit: \$300,000

Total Highest Credit: \$884,350

Note: The Worth amount in this section may have been adjusted by D&B to reflect typical deductions, such as certain intangible assets.

Inquiries

12 Month Summary

Over the past 12 months ending 2-2013, 213 individual requests for information on your company were received; this represents a 21.13% increase over the prior 12 month period. The 213 inquiries were made by 96 unique companies indicating that some companies have inquired on your business multiple times and may be monitoring you. Of the total products purchased, 61, or 28.64% came from the Finance, Insurance and Real Estate sector; 46, or 21.60% came from the Services sector; 39, or 18.31% came from the Manufacturing sector.

12 Mo. Total: 213

12 Mo. Unique Companies: 96

01/31/13	Comprehensive Report	Wholesale Trade
01/31/13	Comprehensive Report	Wholesale Trade
01/31/13	Comprehensive Report	Wholesale Trade
01/30/13	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
01/30/13	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
01/30/13	Commercial Credit Scoring Report	Manufacturing
01/30/13	Payment Analysis Report	Manufacturing
01/30/13	Commercial Credit Scoring Report	Manufacturing
01/30/13	Commercial Credit Scoring Report	Manufacturing
01/30/13	Commercial Credit Scoring Report	Manufacturing

01/30/13	Payment Analysis Report	Manufacturing
01/21/13	Comprehensive Report	Services
01/21/13	Comprehensive Report	Services
01/16/13	Comprehensive Report	Wholesale Trade
01/16/13	Comprehensive Report	Wholesale Trade
01/16/13	Comprehensive Report	Wholesale Trade
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/14/13	Comprehensive Report	Services
01/09/13	Comprehensive Report	Services
01/03/13	Comprehensive Report	Manufacturing
12/27/12	Comprehensive Report	Manufacturing
12/20/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
12/20/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
12/20/12	Comprehensive Report	Services
12/17/12	Comprehensive Report	Manufacturing
12/17/12	Comprehensive Report	Manufacturing
12/17/12	Comprehensive Report	Manufacturing
12/14/12	Payment Analysis Report	Finance, Insurance and Real Estate
12/14/12	Payment Analysis Report	Finance, Insurance and Real Estate
12/14/12	Payment Analysis Report	Finance, Insurance and Real Estate
12/14/12	Payment Analysis Report	Finance, Insurance and Real Estate
12/14/12	Payment Analysis Report	Finance, Insurance and Real Estate
12/14/12	Payment Analysis Report	Finance, Insurance and Real Estate
12/14/12	Comprehensive Report	Finance, Insurance and Real Estate
12/14/12	Comprehensive Report	Finance, Insurance and Real Estate
12/07/12	Others	Transportation, Communications, Electric, Gas and Sanitary Services
11/30/12	Comprehensive Report	Services
11/29/12	Comprehensive Report	Wholesale Trade
11/29/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
11/29/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
11/29/12	Commercial Credit Scoring Report	Wholesale Trade
11/15/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
11/15/12	Comprehensive Report	Services
11/14/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate

11/14/12	Comprehensive Report	Finance, Insurance and Real Estate
11/13/12	Commercial Credit Scoring Report	Services
11/09/12	Comprehensive Report	Services
11/06/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
11/08/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
11/01/12	Comprehensive Report	Retail Trade
11/01/12	Comprehensive Report	Wholesale Trade
10/30/12	Comprehensive Report	Wholesale Trade
10/25/12	Comprehensive Report	Manufacturing
10/22/12	Comprehensive Report	Manufacturing
10/15/12	Comprehensive Report	Retail Trade
10/11/12	Comprehensive Report	Services
10/09/12	Comprehensive Report	Services
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Comprehensive Report	Finance, Insurance and Real Estate
10/05/12	Comprehensive Report	Finance, Insurance and Real Estate
10/05/12	Comprehensive Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
10/04/12	Others	Services
10/04/12	Others	Services
10/04/12	Comprehensive Report	Services
10/01/12	Comprehensive Report	Services
09/26/12	Comprehensive Report	Finance, Insurance and Real Estate
09/25/12	Comprehensive Report	Finance, Insurance and Real Estate
09/25/12	Comprehensive Report	Finance, Insurance and Real Estate
09/25/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
09/20/12	Comprehensive Report	Finance, Insurance and Real Estate
09/19/12	Comprehensive Report	Services
09/18/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
09/18/12	Comprehensive Report	Wholesale Trade
09/14/12	Comprehensive Report	Wholesale Trade
09/13/12	Comprehensive Report	Services
09/11/12	Comprehensive Report	Manufacturing

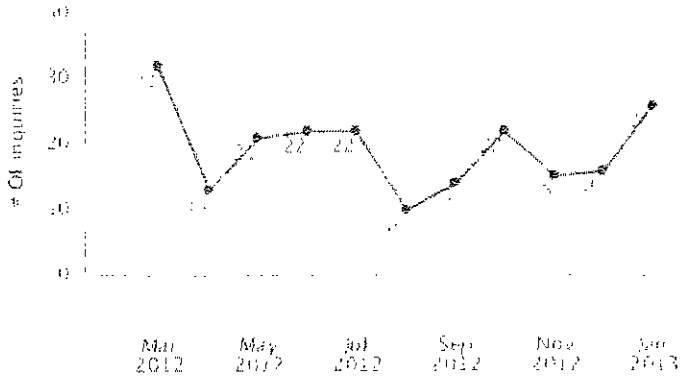
09/06/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
09/04/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
09/04/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/29/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/29/12	Comprehensive Report	Services
08/23/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/23/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
08/17/12	Comprehensive Report	Wholesale Trade
08/17/12	Comprehensive Report	Wholesale Trade
08/17/12	Comprehensive Report	Wholesale Trade
08/16/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
08/16/12	Comprehensive Report	Finance, Insurance and Real Estate
08/16/12	Comprehensive Report	Finance, Insurance and Real Estate
07/31/12	Comprehensive Report	Manufacturing
07/31/12	Comprehensive Report	Manufacturing
07/31/12	Commercial Credit Scoring Report	Manufacturing
07/31/12	Comprehensive Report	Finance, Insurance and Real Estate
07/31/12	Comprehensive Report	Finance, Insurance and Real Estate
07/31/12	Comprehensive Report	Finance, Insurance and Real Estate
07/27/12	Comprehensive Report	Services
07/23/12	Comprehensive Report	Services
07/23/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
07/23/12	Comprehensive Report	Services
07/23/12	Comprehensive Report	Finance, Insurance and Real Estate
07/19/12	Comprehensive Report	Wholesale Trade
07/18/12	Comprehensive Report	Retail Trade
07/18/12	Comprehensive Report	Services
07/18/12	Comprehensive Report	Services
07/18/12	Comprehensive Report	Services
07/16/12	Comprehensive Report	Services
07/13/12	Comprehensive Report	Services
07/03/12	Commercial Credit Scoring Report	Manufacturing
07/02/12	Comprehensive Report	Wholesale Trade
07/02/12	Comprehensive Report	Services
07/02/12	Others	Wholesale Trade
06/26/12	Comprehensive Report	Manufacturing
06/22/12	Comprehensive Report	Wholesale Trade
06/21/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/20/12	Others	Finance, Insurance and Real Estate
06/20/12	Comprehensive Report	Finance, Insurance and Real Estate

06/19/12	Comprehensive Report	Manufacturing
06/12/12	Comprehensive Report	Manufacturing
06/12/12	Commercial Credit Scoring Report	Wholesale Trade
06/11/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/11/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/11/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/11/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/07/12	Business Information Report	Manufacturing
06/06/12	Comprehensive Report	Manufacturing
06/06/12	Comprehensive Report	Manufacturing
06/04/12	Comprehensive Report	Finance, Insurance and Real Estate
06/04/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/01/12	Comprehensive Report	Wholesale Trade
06/01/12	Comprehensive Report	Services
06/01/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
06/01/12	Comprehensive Report	Services
06/01/12	Comprehensive Report	Services
05/30/12	Business Information Report	Manufacturing
05/29/12	Comprehensive Report	Manufacturing
05/23/12	Comprehensive Report	Services
05/22/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
05/22/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
05/21/12	Comprehensive Report	Manufacturing
05/21/12	Comprehensive Report	Manufacturing
05/14/12	Comprehensive Report	Wholesale Trade
05/10/12	Business Information Report	Manufacturing
05/10/12	Comprehensive Report	Services
05/08/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
05/08/12	Comprehensive Report	Finance, Insurance and Real Estate
05/08/12	Comprehensive Report	Finance, Insurance and Real Estate
05/04/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
05/02/12	Comprehensive Report	Finance, Insurance and Real Estate
05/02/12	Others	Finance, Insurance and Real Estate
05/01/12	Comprehensive Report	Retail Trade
05/01/12	Comprehensive Report	Retail Trade
05/01/12	Comprehensive Report	Retail Trade
05/01/12	Comprehensive Report	Retail Trade
05/01/12	Comprehensive Report	Retail Trade
04/30/12	Comprehensive Report	Manufacturing
04/25/12	Comprehensive Report	Retail Trade

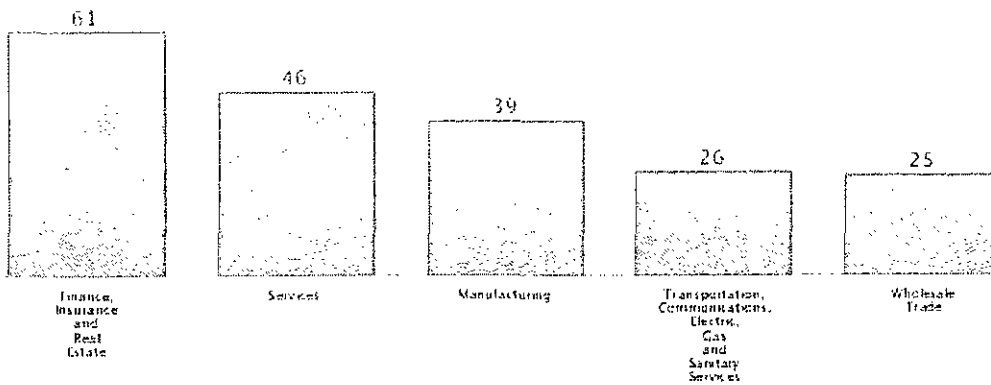
04/20/12	Comprehensive Report	Wholesale Trade
04/20/12	Comprehensive Report	Wholesale Trade
04/20/12	Comprehensive Report	Wholesale Trade
04/12/12	Comprehensive Report	Finance, Insurance and Real Estate
04/12/12	Comprehensive Report	Construction
04/11/12	Comprehensive Report	Transportation, Communications, Electric, Gas and Sanitary Services
04/09/12	Comprehensive Report	Manufacturing
04/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
04/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
04/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
04/05/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
03/31/12	Commercial Credit Scoring Report	Finance, Insurance and Real Estate
03/31/12	Commercial Credit Scoring Report	Services
03/30/12	Comprehensive Report	Finance, Insurance and Real Estate
03/29/12	Comprehensive Report	Services
03/29/12	Others	Services
03/26/12	Comprehensive Report	Finance, Insurance and Real Estate
03/26/12	Comprehensive Report	Finance, Insurance and Real Estate
03/26/12	Comprehensive Report	Finance, Insurance and Real Estate
03/26/12	Comprehensive Report	Finance, Insurance and Real Estate
03/26/12	Commercial Credit Scoring Report	Public Administration
03/22/12	Comprehensive Report	Finance, Insurance and Real Estate
03/20/12	Comprehensive Report	Services
03/15/12	Comprehensive Report	Manufacturing
03/15/12	Comprehensive Report	Finance, Insurance and Real Estate
03/14/12	Comprehensive Report	Finance, Insurance and Real Estate
03/14/12	Comprehensive Report	Services
03/13/12	Comprehensive Report	Services
03/12/12	Comprehensive Report	Construction
03/12/12	Comprehensive Report	Construction
03/12/12	Comprehensive Report	Construction
03/12/12	Commercial Credit Scoring Report	Transportation, Communications, Electric, Gas and Sanitary Services
03/07/12	Payment Analysis Report	Finance, Insurance and Real Estate
03/05/12	Comprehensive Report	Manufacturing
03/02/12	Commercial Credit Scoring Report	Services
03/01/12	Comprehensive Report	Retail Trade
03/01/12	Comprehensive Report	Retail Trade
03/01/12	Commercial Credit Scoring Report	Manufacturing
03/01/12	Commercial Credit Scoring Report	Manufacturing
03/01/12	Payment Analysis Report	Manufacturing

03/01/12	Commercial Credit Scoring Report	Manufacturing
03/01/12	Commercial Credit Scoring Report	Manufacturing
03/01/12	Payment Analysis Report	Manufacturing

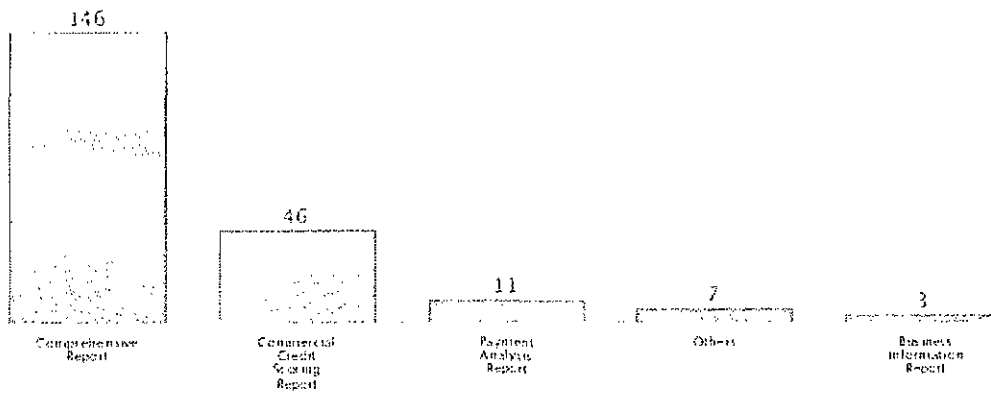
Trends - 12 Month



Top 5 Inquiries by Report Type (12 Months)



Top 5 Report Types Graph (12 Months)



All Inquiries by Industry and SIC / Sector

Construction	4	0	0	0	4
Finance, Insurance and Real Estate	21	11	21	8	61
Manufacturing	15	10	3	11	39
Public Administration	1	0	0	0	1
Retail Trade	8	1	2	0	11
Services	9	13	12	12	46
Transportation, Communications, Electric, Gas and Sanitary Services	4	10	7	5	26
Wholesale Trade	4	9	6	6	25

Inquiries by Report Type

Business Information Report	2	1	0	0	3
Commercial Credit Scoring Report	15	6	19	6	46
Comprehensive Report	44	45	30	27	146
Others	2	2	2	1	7
Payment Analysis Report	3	0	0	8	11

Payments

Currency: Shown in USD unless otherwise indicated

Payments Summary

Current Paydex: 78 Equal to 3 days beyond terms
Industry Median: 76 Equal to 6 DAYS BEYOND terms
Payment Trend: Unchanged, compared to payments three months ago

Total payment Experiences in D&Bs File (HQ): 86
Payments Within Terms (not dollar weighted): 94
Total Placed For Collection: NA
Average Highest Credit: 13,916
Largest High Credit: 300,000
Highest Now Owing: 90,000
Highest Past Due: 750

Payments Summary by Industry

Total (Last 12 Months): 86

Top Industries									
Telephone communictns	16	\$26,250	\$7,500	100%	0	0	0	0	0
Nonclassified	7	\$87,500	\$40,000	77%	23	0	0	0	0
Electric services	6	\$18,000	\$7,500	99%	1	0	0	0	0
Whol office equipment	4	\$5,600	\$5,000	100%	0	0	0	0	0
Photocopying service	4	\$7,600	\$5,000	100%	0	0	0	0	0
Whol electrical equip	3	\$105,000	\$55,000	100%	0	0	0	0	0
Misc equipment rental	3	\$62,500	\$35,000	100%	0	0	0	0	0
Radiotelephone commun	2	\$25,100	\$25,000	100%	0	0	0	0	0
Data processing svcs	2	\$15,100	\$15,000	100%	0	0	0	0	0
Misc business service	2	\$12,500	\$7,500	50%	50	0	0	0	0
Misc business credit	2	\$1,250	\$750	100%	0	0	0	0	0
Whol computers/softwr	1	\$300,000	\$300,000	100%	0	0	0	0	0
Employment agency	1	\$90,000	\$90,000	100%	0	0	0	0	0
Whol nondurable goods	1	\$50,000	\$50,000	100%	0	0	0	0	0
Misc coml printing	1	\$45,000	\$45,000	100%	0	0	0	0	0
Executive office	1	\$15,000	\$15,000	0%	100	0	0	0	0
Ret mail-order house	1	\$2,500	\$2,500	0%	0	100	0	0	0
Mfg refrig/heat equip	1	\$2,500	\$2,500	100%	0	0	0	0	0
Mfg computers	1	\$1,000	\$1,000	100%	0	0	0	0	0
Courier service	1	\$1,000	\$1,000	100%	0	0	0	0	0
Mfg photograph equip	1	\$750	\$750	100%	0	0	0	0	0
Whol industrial equip	1	\$750	\$750	100%	0	0	0	0	0
Security broker/deal	1	\$500	\$500	100%	0	0	0	0	0
Paper mill	1	\$500	\$500	0%	100	0	0	0	0
Help supply service	1	\$500	\$500	100%	0	0	0	0	0
Whol service paper	1	\$250	\$250	100%	0	0	0	0	0
Natural gas distrib	1	\$100	\$100	100%	0	0	0	0	0
Other Categories									
Cash experiences	17	\$2,550	\$1,000	--	--	--	--	--	--
Unknown	2	\$5,050	\$5,000	--	--	--	--	--	--
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	86	\$884,350	\$300,000	--	--	--	--	--	--

Payments Beyond Terms

Total (Last 12 Months): 6

01/2013	Ppt-Slow 30	\$500	\$100	\$100 --	1 mo
12/2012	Ppt-Slow 30	\$40,000	\$0	\$0 --	1 mo
12/2012	Ppt-Slow 30	\$7,500	\$1,000	\$0 --	1 mo
12/2012	Ppt-Slow 30	\$5,000	\$5,000	\$750 --	1 mo
12/2012	Slow 30	\$500	\$0	\$0 N30	4-5 mos
10/2011	Slow 60	\$2,500	\$0	\$0 --	6-12 mos

All Payments

Total (Last 12 Months): 80

01/2013	Ppt	\$55,000	\$2,500	\$0 --	1 mo
01/2013	Ppt	\$7,500	\$5,000	\$0 N30	1 mo
01/2013	Ppt	\$7,500	\$0	\$0 --	1 mo
01/2013	Ppt	\$5,000	\$750	\$0 --	1 mo
01/2013	Ppt	\$1,000	\$0	\$0 --	1 mo
01/2013	Ppt	\$750	\$750	\$0 --	1 mo
01/2013	Ppt	\$100	\$100	\$0 N30	1 mo
01/2013	Ppt-Slow 30	\$500	\$100	\$100 --	1 mo
01/2013	(009)	\$1,000	--	-- Cash account	1 mo
01/2013	(010)	\$100	--	-- Cash account	1 mo
01/2013	(011)	\$50	--	-- Cash account	6-12 mos
01/2013	(012)	\$50	--	-- Cash account	6-12 mos
01/2013	(013)	\$50	--	-- Cash account	1 mo
12/2012	Ppt	\$300,000	\$60,000	\$0 N30	1 mo
12/2012	Ppt	\$50,000	\$0	\$0 --	1 mo
12/2012	Ppt	\$35,000	\$2,500	-- Lease Agreement	--
12/2012	Ppt	\$20,000	\$750	-- Lease Agreement	--
12/2012	Ppt	\$20,000	\$2,500	\$0 --	1 mo
12/2012	Ppt	\$15,000	\$0	\$0 --	6-12 mos
12/2012	Ppt	\$15,000	\$15,000	\$0 --	1 mo
12/2012	Ppt	\$7,500	\$750	-- Lease Agreement	--
12/2012	Ppt	\$5,000	\$5,000	\$0 --	1 mo
12/2012	Ppt	\$5,000	\$5,000	\$0 --	1 mo
12/2012	Ppt	\$5,000	\$5,000	-- --	1 mo
12/2012	Ppt	\$5,000	\$0	\$0 --	1 mo
12/2012	Ppt	\$2,500	\$0	\$0 --	1 mo
12/2012	Ppt	\$2,500	\$0	\$0 --	1 mo
12/2012	Ppt	\$2,500	\$2,500	-- --	1 mo

12/2012	Ppt	\$2,500	\$2,500	--	--	1 mo
12/2012	Ppt	\$2,500	\$1,000	\$0	--	1 mo
12/2012	Ppt	\$2,500	\$2,500	\$0	--	1 mo
12/2012	Ppt	\$2,500	\$2,500	\$0	--	1 mo
12/2012	Ppt	\$2,500	\$0	\$0	N30	6-12 mos
12/2012	Ppt	\$2,500	\$0	\$0	--	1 mo
12/2012	Ppt	\$1,000	\$1,000	\$0	--	1 mo
12/2012	Ppt	\$750	\$750	\$0	--	1 mo
12/2012	Ppt	\$750	\$750	\$0	--	1 mo
12/2012	Ppt	\$750	\$750	\$0	Lease Agreement	1 mo
12/2012	Ppt	\$750	\$750	\$0	--	1 mo
12/2012	Ppt	\$500	\$0	\$0	--	2-3 mos
12/2012	Ppt	\$500	\$0	\$0	N30	1 mo
12/2012	Ppt	\$500	\$500	\$0	Lease Agreement	1 mo
12/2012	Ppt	\$250	\$0	\$0	--	1 mo
12/2012	Ppt	\$250	\$250	\$0	Lease Agreement	1 mo
12/2012	Ppt	\$250	\$0	\$0	--	6-12 mos
12/2012	Ppt	\$100	\$0	\$0	--	1 mo
12/2012	Ppt	\$100	\$50	\$0	--	1 mo
12/2012	Ppt	\$100	\$100	\$0	--	1 mo
12/2012	Ppt	--	\$0	\$0	--	1 mo
12/2012	Ppt	--	\$0	\$0	--	6-12 mos
12/2012	Ppt	--	\$0	\$0	N30	1 mo
12/2012	Ppt	--	\$0	\$0	--	1 mo
12/2012	Ppt-Slow 30	\$40,000	\$0	\$0	--	1 mo
12/2012	Ppt-Slow 30	\$7,500	\$1,000	\$0	--	1 mo
12/2012	Ppt-Slow 30	\$5,000	\$5,000	\$750	--	1 mo
12/2012	Slow 30	\$500	\$0	\$0	N30	4-5 mos
12/2012	(057)	\$750	--	--	Cash account	1 mo
12/2012	(058)	\$50	--	--	--	1 mo
12/2012	(059)	\$50	--	--	Cash account	4-5 mos
12/2012	(060)	--	\$0	\$0	Cash account	2-3 mos
11/2012	(061)	\$50	--	--	Cash account	1 mo
11/2012	(062)	\$50	--	--	Cash account	1 mo
10/2012	Ppt	\$45,000	\$0	\$0	--	1 mo
10/2012	(064)	\$100	--	--	Cash account	4-5 mos
10/2012	(065)	\$50	--	--	Cash account	1 mo
09/2012	Ppt	\$1,000	\$0	\$0	--	1 mo
09/2012	Ppt	\$1,000	\$0	\$0	--	1 mo

09/2012	Ppt	\$1,000	\$750	\$0 --	1 mo
09/2012	Ppt	\$500	\$500	\$0 --	1 mo
09/2012	(070)	\$50	--	-- Cash account	6-12 mos
04/2012	Ppt	\$25,000	\$25,000	\$0 --	1 mo
02/2012	Ppt	\$100	\$0	\$0 --	6-12 mos
02/2012	(073)	\$5,000	\$0	\$0 --	6-12 mos
01/2012	Ppt	\$750	\$0	\$0 N30	2-3 mos
12/2011	Ppt	\$1,000	\$0	\$0 --	6-12 mos
11/2011	Slow	\$15,000	--	-- --	1 mo
10/2011	Slow 60	\$2,500	\$0	\$0 --	6-12 mos
06/2011	Ppt	\$1,000	--	-- --	1 mo
04/2011	Ppt	\$90,000	\$90,000	\$0 N30	1 mo
03/2011	(080)	\$50	--	-- Cash account	6-12 mos

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 debt is disputed.

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

History & Operations

Currency: Shown in USD unless otherwise indicated

Company Overview

Company Name:	ECOVA, INC.	URL:	www.advantageiq.com
Doing Business As:	(SUBSIDIARY OF AVISTA CAPITAL, INC., SPOKANE, WA).	Stock Symbol:	NA
		Histry:	NA
		Operations:	NA
		Present Management Control:	4 Years
		Annual Sales:	NA
AVISTA ADVANTAGE Street Address:			
1313 N Atlantic St Ste	Phone:		
5000	(509) 329-7600	(509) 329-7610	
Spokane, WA 99201	Fax:		

History

The following information was reported: 06/08/2012

Officer(s):

JEFF HEGGEDAHL, CEO
 SETH NESBITT, V PRES-CMO
 DONATO CAPOBIANCO, SVP-GEN COUNSEL
 SCOTT MORRIS, CHM
 GENE LYNES, CFO-TREAS
 KAREN FELTES, SEC
 ED SCHLECT, EXEC V PRES
 JON THOMSEN, EXEC V PRES

DIRECTOR(S):

THE OFFICER(S) and Erik Anderson Kristianne Blake John Kelly Jeff Heggedahl Craig Levinsohn Jeff Lieberman Scott Morris.

The Washington Secretary of State's business registrations file showed that Ecova, Inc was registered as a corporation on November 6, 1995.

Business started 1996. Present control succeeded Dec 1, 2009. 100% of capital stock is owned by officers.

RECENT EVENTS:

On March 14, 2011, sources stated that Advantage IQ, Inc., Spokane, WA, has acquired Building Knowledge Networks. Spokane, WA, in January 2011. Under the terms of the acquisition agreement, Building Knowledge Networks will be fully integrated and operated as Advantage IQ. Further details are not available.

On July 7, 2008, sources stated that Advantage IQ, Inc., Spokane, WA, has acquired Cadence Network, Inc., Cincinnati, OH, on June 30, 2008. After this acquisition, Cadence Network, Inc. will operate as a subsidiary of Advantage IQ, Inc. Financial terms were not disclosed.

JEFF HEGGEDAHL. Antecedents not available.

SETH NESBITT Served as vice president of marketing for Parallels, Inc. Prior to Parallels, Inc., Nesbitt was vice president, products and solutions marketing for Amdocs, Inc., a member of the North American Advisory Board for the CMO Council, and serves on the Advisory Council for TM Forum.

DONATO CAPOBIANCO. He serves as a Senior Vice President and General Counsel for Hollywood Entertainment Corporation/Movie Gallery, Inc.

SCOTT MORRIS. Antecedents are undetermined.

GENE LYNES. Antecedents are undetermined.

KAREN FELTES. Antecedents not available.

ED SCHLECT. Antecedents not available.

JON THOMSEN. Antecedents not available

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF
JANUARY 28 2013.

Registered Name:	ECOVA, INC.
Business Type:	CORPORATION
Corporation Type:	PROFIT
Date Incorporated:	Nov 06 1995
State of Incorporation:	WASHINGTON
Filing Date:	Nov 06 1995
FilingFedID:	NA
Registration ID:	601668881
Duration:	PERPETUAL
Duration Date:	NA
Status:	ACTIVE
Status Attained Date:	NA
Where Filed:	SECRETARY OF STATE/CORPORATIONS DIVISION, OLYMPIA, WA
Registered Agent:	C T Corporation System, 505 Union Ave Se Ste 120, Olympia, WA, 985010000
Agent Appointed:	NA
AgentStatus:	NA
Principals:	ERIK ANDERSON, DIRECTOR, 1411 E MISSION AVE, SPOKANE, WA, 992520000
	KRISTI BLAKE, DIRECTOR, 1411 E MISSION AVE, SPOKANE, WA, 992520000
	MARIAN DURKING, VICE PRESIDENT, 1411 E MISSION AVE, SPOKANE, WA, 992520000
	KAREN FELTES, SECRETARY, 1411 E MISSION AVE, SPOKANE, WA, 992520000
	JEFF HEGGEDAHL, PRESIDENT, 1313 N ATLANTIC SUITE 5000, SPOKANE, WA, 992010000
	JOHN F KELLY, DIRECTOR, 1313 N ATLANTIC SUITE 5000, SPOKANE, WA, 992010000

GENE LYNES, VICE PRESIDENT, 1313 N ATLANTIC SUITE 5000,
SPOKANE, WA, 992010000
JOHN ROBISON, TREASURER, 600 VINE STREET SUITE 1600,
CINCINNATI, OH, 452020000
ED SCHLECT, VICE PRESIDENT, 1313 N ATLANTIC SUITE 5000,
SPOKANE, WA, 992010000

Operations

06/08/2012

Description:

Subsidiary of AVISTA CAPITAL, INC., SPOKANE, WA started 1996 which operates as holding company. Parent company owns 100% of capital stock. Parent company has numerous other subsidiary(ies) Intercompany relations: As noted, this company is a subsidiary of Avista Corporation, DUNS# 130042849, and reference is made to that report for background information on the parent company and its management.

Provides management consulting services, specializing in public utilities (100%).

Has 250 account(s). Terms are Net 30 days. Sells to manufacturers, wholesalers, retailers, commercial concerns and the government. Territory : United States and Canada.

Nonseasonal.

Employees: 750 which includes officer(s). 530 employed here.

Facilities: Rents 75,000 sq. ft. on 5th floor of five story frame building.

Location: Central business section on main street.

Branches: This business has multiple branches, detailed branch/division information is available in Dun & Bradstreet's linkage or family tree products.

Subsidiaries: NA

Subsidiaries: NA

Subsidiaries: NA

Subsidiaries: NA

Subsidiaries: This business has multiple subsidiaries, detailed subsidiary information is available in D & B's linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&Bs 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.

8742 0405 Public utilities consultant

NAICS:

541611 Administrative Management and General Management Consulting Services

Public Filings

Currency: Shown in USD unless otherwise indicated

Summary

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

Bankruptcy Proceedings	-	-
Judgments	0	-
Liens	1	04/16/12
Suits	0	-
UCCs	3	04/15/11

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.

Judgments

We currently don't have enough data to display this section.

Liens

A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

Amount: NA
 Status: Released
 FILING NO. 127310436057
 Type State: State Tax
 Filed By: EMPLOYMENT DEVELOPMENT DEPARTMENT
 Against: ADVANTAGE IQ, INC.
 Where Filed: NA
 Date Status Attained: 08/02/12
 Date Filed: 04/16/12
 Latest Info Received: 08/13/12

Suits

We currently don't have enough data to display this section.

Government Activity

We currently don't have enough data to display this section.

Banking & Finance

Financial Statements

We currently don't have enough data to display this section.

Banking

We currently don't have enough data to display this section.

Special Events

We currently don't have enough data to display this section.

Corporate Linkage

Parent

AVISTA CORPORATION	00-794-3764	SPOKANE, WASHINGTON
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Headquarters (US)

AVISTA CORPORATION	00-794-3764	SPOKANE, WASHINGTON
AVISTA UTILITIES, INC	01-113-0205	SPOKANE, WASHINGTON
AVISTA COMMUNICATIONS, INC	02-998-2647	SPOKANE, WASHINGTON
ADVANCED MANUFACTURING AND DEVELOPMENT, INC.	08-245-2046	WILLITS, CALIFORNIA
AVISTA CAPITAL, INC.	13-004-2849	SPOKANE, WASHINGTON
ECOS IQ, INC	17-600-1287	PORTLAND, OREGON
ECOVA, INC.	94-541-4530	SPOKANE, WASHINGTON

US Linkages

Subsidiaries

AVISTA ENERGY, INC.	01-518-0698	SPOKANE, WASHINGTON
PRENOVA, INC.	01-917-1503	ATLANTA, GEORGIA
AVISTA COMMUNICATIONS OF MONTANA, INC.	06-218-3699	SPOKANE VALLEY, WASHINGTON
AVISTA COMMUNICATIONS OF IDAHO, INC.	06-218-3749	SPOKANE, WASHINGTON
AVISTA COMMUNICATIONS OF WYOMING, INC.	06-218-4119	SPOKANE, WASHINGTON

Branches

ECOS IQ, INC.	01-315-3817	DURANGO, COLORADO
ECOVA, INC.	01-976-7317	PORTLAND, OREGON
AVISTA UTILITIES, INC.	02-469-8573	LEWISTON, IDAHO
AVISTA UTILITIES, INC.	03-751-9035	COEUR D'ALENE, IDAHO
ADVANTAGE IQ, INC.	03-802-3698	LOUISVILLE, KENTUCKY
AVISTA UTILITIES, INC.	04-052-4449	KETTLE FALLS, WASHINGTON
AVISTA CORPORATION	04-603-4094	WEST COLUMBIA, SOUTH CAROLINA
AVISTA CORPORATION	05-412-9966	SPOKANE, WASHINGTON
AVISTA UTILITIES, INC.	08-024-2014	NOXON, MONTANA
ADVANCED MANUFACTURING AND DEVELOPMENT, INC.	09-146-0357	FREMONT, CALIFORNIA
AVISTA UTILITIES	10-210-1669	RATHDRUM, IDAHO
AVISTA UTILITIES, INC.	10-591-6022	RITZVILLE, WASHINGTON
AVISTA UTILITIES, INC.	12-000-5215	SPOKANE, WASHINGTON
AVISTA UTILITIES, INC.	16-722-0243	OROFINO, IDAHO
AVISTA UTILITIES, INC.	17-707-9282	MEDFORD, OREGON
AVISTA UTILITIES, INC.	18-088-6251	COLFAX, WASHINGTON
AVISTA UTILITIES, INC.	18-091-1521	CLARKSTON, WASHINGTON
AVISTA UTILITIES, INC.	18-095-4141	OTHELLO, WASHINGTON
AVISTA UTILITIES, INC.	18-195-8596	BOISE, IDAHO
ADVANTAGE IQ, INC.	61-475-4831	WESTMINSTER, COLORADO
AVISTA UTILITIES, INC.	78-171-2922	DAVENPORT, WASHINGTON
AVISTA UTILITIES	78-171-3011	DEER PARK, WASHINGTON
AVISTA UTILITIES, INC.	78-171-3607	GRANGEVILLE, IDAHO
AVISTA UTILITIES	80-890-6697	SOUTH LAKE TAHOE, CALIFORNIA
ADVANCED MANUFACTURING AND DEVELOPMENT, INC.	87-650-8425	WILLITS, CALIFORNIA
AVISTA UTILITIES, INC.	92-787-8652	GOLDENDALE, WASHINGTON

International Linkages

We currently don't have enough data to display this section.

Exhibit D-2 "Operations Expertise"

Craig Schilling, VP Facility Expense Services

As the senior individual responsible for all client service delivery, Craig leads a team of Utility Expense Management, Energy Procurement, Facility Optimization, IT and Sustainability experts in providing high level, value driven solutions to the client. Craig spent two year leading the Energy Procurement and IT team in support of client contract transactions and customer technology collaborative tools before his current position. Craig brings 18 years of financial market and trading experience with a BS in Business from the University of Minnesota and an MBA from the University of Phoenix. Craig is a former Naval Aviator and a Commander in the U.S. Navy Reserve.

Brad Gawboy, Sr. Director Rates/Expense Management

A degreed engineer and graduate of the U.S. Naval Academy, Brad has worked in the energy industry for 28 years. He began his career in electric generation and then served for an extended period in the marketing and national account sales arena in the utility industry. Brad leads Ecova, Inc.'s electricity procurement solutions in deregulated states and spearheads service offerings related to demand response and the emerging Smart Grid. He is a Captain in the U.S. Navy Reserves.

Dennis Pearson - Senior Director, Supply Solutions

As Senior Director, Supply Solutions, "Denny" brings nearly 30+ years of multi-faceted, energy-related experience to Ecova Inc. Denny's experience includes hands-on operational expertise at interstate and intrastate natural gas pipeline transmission systems that move supplies from the producing regions to individual citygates located throughout the lower 48 states and to de-regulated Canadian provinces. Denny's operational and marketing experience also includes field and market storage operations, local distribution company ("LDC") delivery systems from the citygate to the meter, and marketing and retail sales of natural gas supply and electric supply throughout North America.

During the past 18 years, Denny has focused on developing and negotiating a broad range of value-added, energy-related products and services that are tailored to meet risk management strategies of individual, client-specific portfolios that are located in deregulated environments. Denny is responsible for developing, managing, maintaining, and growing Ecova's supplier network throughout North America while also insuring that state-mandated licensing requirements are met.