



Public Utilities Commission

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		10 - 1082 - 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-15 - 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 Palmer Energy Company, Inc.
Address 5577 Airport Highway, Suite 101, Toledo, Ohio 43615
Telephone No. 419-539-9180 Web site Address www.palmerenergy.com
Current PUCO Certificate No. 10-194G(2) Effective Dates September 6, 2014 through September 6, 2016

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

Name Palmer Energy Company, Inc.
Address 5577 Airport Highway, Suite 101, Toledo, Ohio 43615
Web site Address www.palmerenergy.com Telephone No. 419-539-9180

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

Alternative Gas & Electric Solutions Growers Energy Solutions
CCAOSC Energy Solutions Palmer Conservation Consulting
Chamber Energy Solutions

A-5 Contact person for regulatory or emergency matters:

Name Mark R. Frye Title President
Business Address 5577 Airport Highway, Suite 101, Toledo, Ohio 43615
Telephone No. 419-539-9180 Fax No. 419-539-9185 Email Address mfrye@palmerenergy.com

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

Name Mark R. Frye Title President
Business address 5577 Airport Highway, Suite 101, Toledo, Ohio 43615
Telephone No. 419-539-9180 Fax No. 419-539-9185 Email Address mfrye@palmerenergy.com

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

Customer service address 5577 Airport Highway, Suite 101, Toledo, Ohio 43615
Toll-Free Telephone No. 419-539-9180 Fax No. 419-539-9185 Email Address mfrye@palmerenergy.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 Mark R. Frye Title President
Business address 5577 Airport Highway, Suite 101, Toledo, Ohio 43615
Telephone No. 419-539-9180 Fax No. 419-539-9185 Email Address mfrye@palmerenergy.com

A-9 Applicant's federal employer identification number 341323368

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

☐ Dominion East Ohio

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

☐ Duke Energy Ohio

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

☐ Vectren Energy Delivery of Ohio

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

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input 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 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "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-17 Exhibit A-17 "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.
(This is generally only applicable to publicly traded companies who publish annual reports.)
- 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

C-7 Exhibit C-7 “Credit Report,” provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

- 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 two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

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

Mark R. Foye

President

Sworn and subscribed before me this

8th

day of

July

Month

2016

Year

Andrea Stokes

Signature of official administering oath

Andrea Stokes, Program Manager

Print Name and Title

My commission expires on

October 12, 2020



Notary
Seal
ANDREA R. STOKES
NOTARY PUBLIC - OHIO
MY COMMISSION EXPIRES 10-12-2020



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of

Palmer Energy Company, Inc.

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

Case No.

10

1082

-GA-AGG

County of Lucas

State of Ohio

Mark R. Frye

[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

Mark R. Frye

President

Sworn and subscribed before me this

8th

day of

July

Month

2016

Year

Andrea Stokes

Signature of Official Administering Oath

Andrea Stokes, Program Manager

Print Name and Title



My commission expires on

October 12, 2020

ANDREA R. STOKES
NOTARY PUBLIC - OHIO
MY COMMISSION EXPIRES 10-12-2020

(CRNGS Broker/Aggregator Renewal - Version 1.08, Revised May 2016)

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Exhibit A-14 Principal Officers, Directors & Partners

Mark R. Frye, President
5577 Airport Highway, Suite 101
Toledo, Ohio 43615
419-539-9180

Kirkland E. Mizerek, Executive Vice President
5577 Airport Highway, Suite 101
Toledo, Ohio 43615
419-539-9180

Elaine M. Canning, Vice President
5577 Airport Highway, Suite 101
Toledo, Ohio 43615
419-539-9180



Exhibit A-15 Company History

Palmer Energy Company was founded in 1980 as one of the first natural gas brokerage firms in the country. Today, in response to changes in the energy industry and business needs, Palmer Energy Company has evolved into a leading unbiased energy manager for over 1000 entities (encompassing thousands of locations) which include school districts, health care facilities, manufacturers, municipalities, churches, financial institutions, commercial laundries, retailers, hotels, and office buildings.



Exhibit A-16 Articles of Incorporation and Bylaws

There have been no changes to the contents of the originally filed documents since the initial application.

PALMER

ENERGY COMPANY



Exhibit A-17 Secretary of State

7/2016

Printer Friendly Report

Jon Husted
Ohio Secretary of State

[Jon Husted & the Office](#) | [Elections & Voting](#) | [Campaign Finance](#) | [Legislation & Ballot Issues](#) | [Businesses](#) | [Records](#) | [Media](#)

Business Filing Portal

[Print this report](#)

Corporation Details

Corporation Details		
Entity Number	565255	
Business Name	PALMER ENERGY COMPANY, INC.	
Filing Type	CORPORATION FOR PROFIT	
Status	Active	
Original Filing Date	12/01/1980	
Expiry Date		
Location: TOLEDO	County: LUCAS	State: OHIO
Agent / Registrant Information		
MARK R FRYE 241 N SUPERIOR ST SUITE 250 TOLEDO, OH 43604 Effective Date: 08/13/1998 Contact Status: Active		
Incorporator Information		
AUDREY SELANDER DEBORAH COFFEY		
Filings		
Filing Type	Date of Filing	Document Number/Image
DOMESTIC ARTICLES/FOR PROFIT	12/01/1980	E839 1554
DOMESTIC CONTINUED EXISTENCE LETTER	09/09/1993	000000013345
DOMESTIC AGENT SUBSEQUENT APPOINTMENT	12/03/1996	5695 0529
AGENT NAME/ADDRESS TAX UPDATE	04/07/1999	AGNTUPDT
DOMESTIC AGENT ADDRESS CHANGE	06/07/2010	201015900853



Exhibit B-1 Jurisdiction of Operation

Palmer Energy Company is certified as a Competitive Retail Natural Gas Aggregator/Broker to provide retail natural gas aggregator/broker services within the State of Ohio.



Exhibit B-2 Experience and Plans

Palmer Energy Company has been in the energy consulting business for over 30 years. As an unbiased energy advisor, Palmer Energy will continue to procure natural gas from a reliable supplier at the lowest practical cost to its clients.

End-users enter into an agreement with the third party supplier or sign a Power of Attorney with Palmer Energy Company, or one of its subsidiaries, to act on their behalf to procure natural gas.

As the administrator for an aggregation program, Palmer Energy Company will not invoice the end-user. End-users will be invoiced by their natural gas utility or third party supplier. Service calls would be made to the utility or the third party natural gas supplier. For questions or information regarding program management, Palmer Energy Company has a toll-free telephone number and a designated email address.



Exhibit B-3 Summary of Experience

Palmer Energy Company provides energy management services for over 1,000 entities that span several thousand locations, including school districts, health care facilities, manufacturers, municipalities, churches, financial institutions, commercial laundries, office buildings, retail centers and hotels.

Palmer Energy Company has been the energy consultant for the Northwest Ohio Aggregation Coalition for twelve years. NOAC covers over 140,000 residences and 15,000 small business locations.



Exhibit B-4 Disclosure of Liabilities and Investigations

Palmer Energy Company has had no past rulings, judgements, revocations of authority or regulatory investigations that would adversely impact its financial or operational status or ability to provide services.

A complaint against Palmer Energy was filed with the Public Utilities Commission of Ohio on 5/21/2010 by Buckeye Energy Brokers, case number 10-693-GE-CSS. In the opinion issued on 11/1/2011, Buckeye Energy Brokers failed to satisfy its burden of proof that Palmer Energy Company violated Sections 4928.08 and 4929.20 Revises Code. On 2/23/2012, the application for rehearing made by Buckeye Energy Brokers was denied.



Exhibit C-1 Annual Reports

Palmer Energy Company is a privately held company and is not required to prepare annual reports.



Exhibit C-2 SEC Filings

Palmer Energy Company is not required to file with the Securities and Exchange Commission because it is not a publicly traded company.



Exhibit C-3 Financial Statements

Filed under seal.



Exhibit C-4 Financial Arrangements

N/A



Exhibit C-5 Forecasted Financial Statements

Filed under seal.



Exhibit C-6 Credit Rating

As of this filing, Palmer Energy Company has been assigned a credit rating of 2R2 by Dun & Bradstreet (DUNS 01-119-1467) and a credit ranking score of 64 by Experian (BIN 891998544).



Exhibit C-7 Credit Report

Experian Credit Report for Palmer Energy Company is attached.



Report

[Home](#) | [My reports](#) | [My account](#) | [Products](#) | [Help](#) | [Logout](#)

For help reading this report, please review our sample report.

Search inquiry: Palmer Energy Company / Toledo / OH / (My company)

CreditScoreSM Report

as of: 07/07/16 13:18 ET

Palmer Energy Co Inc

Address: 241 N Superior St Ste 250
Toledo, OH 43604-1200
United States

Phone: 419-539-9180

Website: palmerenergy.com

Experian BIN: 891998544

Agent: Paul R. Francis, Cpa

Agent Address: 3266 Chanson Valley Drive
Lambertville, MI

Family Linkage:

Ultimate Parent Palmer Energy Co Inc
241 N Superior St Ste 250
Toledo, OH

Branches / Alternative Locations Palmer Energy Co Inc
2455 N Reynolds Rd
Toledo, OH United States

Key Personnel: Kirkland Mizerek
Mark Frye

SIC Code: 8748-Business Consulting Services, Nec
8742-Management Consulting Services
1711-Plumbing, Heating & A/C Contractors

NAICS Code: 541690-Other Scientific And Technical
Consulting Services
541610-Management Consulting Services
238220-Plumbing, Heating, And Air-
Conditioning Contractors

Business Type: Corporation

Experian File Established: January 1991

Experian Years on File: 25 Years

Years in Business: More than 25 Years

Total Employees: 5

Sales: \$750,000

Filing Data Provided by: Ohio

Date of Incorporation: 03/26/1984

Payment Tradelines: 3

UCC Filings: 2

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of

Businesses Scoring Worse: 63%

Page 23

too few Payment Tradelines.

Lowest 6 Month Balance: \$0
 Highest 6 Month Balance: \$0
 Current Total Account Balance: \$0
 Highest Credit Amount Extended: \$0

✓ Bankruptcies: 0
 ✓ Liens: 0
 ✓ Judgments Filed: 0
 ✓ Collections: 0

Credit Summary

[Back to top](#)

Credit Ranking Score: 64

High
RiskLow
Risk

The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Risk associated with the business type.
- Employee size of business.
- Number of commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Number of commercial accounts continuously updated.

Recommended Action: Low To Medium Risk

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Exhibit C-8 Bankruptcy Information

Palmer Energy Company, along with its officers and subsidiary companies, has never filed for reorganization or bankruptcy protection.



Exhibit C-9 Merger Information

Palmer Energy Company has not been dissolved, merged or acquired in the past five years.



Exhibit C-10 Corporate Structure

Palmer Energy Company, Inc. is an Ohio chartered C corporation. As listed in A-4 of the application, Palmer Energy Company has five subsidiary companies. Palmer Energy Company and the subsidiary companies do not supply retail or wholesale electricity or natural gas to companies that aggregate customers in North America.

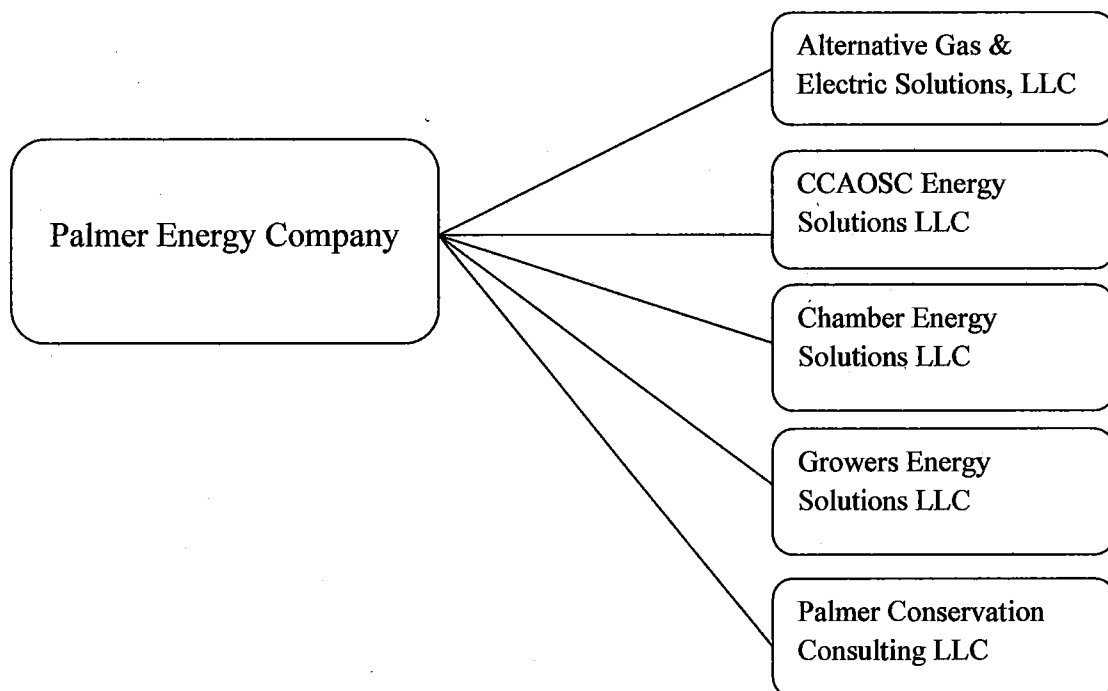




Exhibit D-1 Operations

Palmer Energy Company's primary function is providing an independent outside source of expertise so end-users can source a reliable supply of energy at the lowest practical cost. Additionally, Palmer Energy Company consults with its clients on lowering energy costs and usage through the implementation of various alternative energy solutions.



Exhibit D-2 Operations Expertise

Palmer Energy Company has been in the energy consulting business for over 30 years. Today, Palmer Energy is the energy consultant to thousands of commercial and residential end-users.

Mark R. Frye, President has over 25 years of energy procurement experience. He received a Bachelor of Science in Energy Technology from Penn State – Capital College and an Associate's Degree in Nuclear Engineering Technology from Penn State – Altoona Campus. Mark is also a Certified Energy Manager (CEM) through the Association of Energy Engineers.

Kirkland E. Mizerek, Executive Vice President has over 15 years of experience in the commercial contracting, mechanical contracting and public utility industries. He is a graduate of Lourdes College with a Bachelor of Arts in business. Kirk earned his MBA at Heidelberg College and is a Certified Energy Manager (CEM) through the Association of Energy Engineers.



Exhibit D-3 Key Technical Personnel

Mark R. Frye, C.E.M.

President, Palmer Energy Company

Mark received a Bachelor of Science in Energy Technology from Penn State – Capital College and an Associate's Degree in Nuclear Engineering Technology from Penn State – Altoona Campus. Mark is also a Certified Energy Manager (CEM) through the Association of Energy Engineers.

Prior to purchasing Palmer Energy Company in 1994, Mark Frye served as energy purchaser for Libber-Owens Ford Co., where he was honored with the LOF's President's Award for extraordinary achievement in energy cost savings. Since acquiring Palmer Energy, Mark has introduced innovative cost-savings projects in both natural gas and electricity. This has dramatically increased the diversity and size of their customer base.

Examples of Mark's direct project experience:

- Pipeline bypass saving customer over \$120,000 per year.
- Northwest Ohio Aggregation Coalition over \$52 million in natural gas and electric costs for consumers.
- Negotiated multiple electric contracts between companies, municipalities, and utilities.
- Worked with governmental aggregation communities on third-party supply contract extension, netting them \$5.4 million.
- Negotiated electric supply agreement for school group providing various schools \$6 million per year in savings.
- Assisted in negotiations on special electric agreement saving \$3.5 million over 3 years.
- Lucas County Arena Project - Assisted County in evaluating, recommending, and determining energy investment decisions including geothermal, distributed generation, and multi-facility interconnection of electric, steam, & chilled water.
- Lucas County Central Utility Plant – Assisted County in evaluating potential companies for initial design and cost estimate, bio-mass procurement, and economic viability relative to energy cost projections.
- PUCO Expert Testimony & Support – Electric
 - Case No. 03-1461-EL-UNC for NOAC/NOPEC – FE Generation Shopping Credits
 - Case No. 03-2144-EL-ATA for NOAC/NOPEC – FE Rate Stabilization Plan
 - Case No. 05-376-EL-ATA for Direct Energy – AEP IGCC Application
 - Case No. 08-917-EL-SSO for School Pool – AEP Electricity Security Plan
 - Case No. 08-935-EL-SSO for NOAC/NOPEC – FE Electric Security Plan
 - Case No. 08-1094-EL-SSO for Honda/Cargill – DPL Electric Security Plan
 - Case No. 09-906-EL-SSO for NOAC/NOPEC – FE Market Rate Offer



Exhibit D-3 Key Technical Personnel (continued)

Kirkland E. Mizerek, C.E.M.
Executive Vice President, Palmer Energy Company

Since joining Palmer Energy in 2005, Kirkland Mizerek has been responsible for the development and implementation of new energy programs. Prior to joining Palmer Energy, he held executive sales positions in the commercial contracting, mechanical contracting and public utility industries. He is a graduate of Lourdes College with a Bachelors of Arts in business. Kirk earned his MBA at Heidelberg College, and is a Certified Energy Manager.

Some of Kirk's accomplishments are:

- Created an integrated network of greenhouses and pooled their collective resources for approximately \$120,000 in annual savings.
- Negotiated flex rate with utility for customer wanting to increase service. Annual savings equal to \$30,000.
- Negotiated multi-year contract between utility and consumer resulting in a win-win proposition for both parties. Annual contract amount exceeded \$1,250,000 a year for ten years.
- Reasonably raised consumers' rate to fit appropriate compensation level for current volume. Additional monies received in excess of \$50,000 per year.
- Negotiated additional resources for company resulting in higher quality and reliability with minimal impact on operations or accounting. Savings exceeded \$50,000.

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Summary: Application Renewal Certification Application Competitive Retail Natural Gas Brokers/Aggregators electronically filed by Mr. Stephen M Howard on behalf of Palmer Energy Company, Inc.