

FILE



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September 11, 2018

Barcy McNeal
Secretary, Docketing Division
Public Utilities Commission of Ohio
180 East Broad Street
Columbus, OH 43215

RE: Case No. 00-1711-EL-AGG

Dear Secretary McNeal:

At the request of Staff, enclosed is Amended Exhibit C-7 to be filed in Case No. 00-1711-EL-AGG.

If you have any questions regarding the attached amended exhibit, please feel free to contact me at 614-719-2844 or murraykm@mwncmh.com.

Sincerely,

Kevin M. Murray
Executive Director
Industrial Energy Users-Ohio

KMM:jmm

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician fe Date Processed 9/11/18

C0115168:1

INDUSTRIAL ENERGY USER OHIO

D-U-N-S® 08-538-6196

Single
21 East State Street, 17th
Floor,
Columbus, OH 43215

Phone 614 469-8000

Comprehensive Report

Purchase Date: 09/11/2018
Last Update Date: 10/20/2015
Attention: Austin

Executive Summary

Company Info

Year Started	1992	Working Capital	\$6,121,420
Control Year	1992	Sales (Financial Statement)	\$2,297,474
CEO	SAMUEL C. RANDAZZO, COUNSEL	Net Worth (Financial Statement)	1,626,237
Employees	10	As of 12/31/2016	

*** Update available on request ***

This information is being provided to you immediately in the interest of speed. This report may not reflect the current status of this business. D&B can investigate this business and update the information based on the results of that investigation.

By ordering a standard investigation the same day you order this report, an updated report will be provided to you at no extra cost.

D&B Rating

D&B Rating

DS

Predictive Analytics

Financial Stress Class



The Financial Stress Class of 1 for this company shows that firms with this class had a failure rate of 0.03% (3 per 10,000).

Financial Stress Class	1
Financial Stress Score	1,579
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class

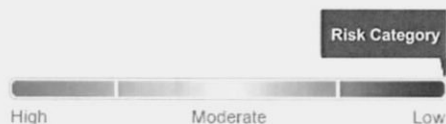


The Credit Score class of 2 for this company shows that 2.50% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	2
Credit Score	572
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

Risk Category



Conservative Credit Limit	\$20,000
Aggressive Credit Limit	\$35,000

D&B Viability Rating

D&B Viability Rating

1 4 B A

High Moderate Low

Conservative Credit Limit \$20,000

Aggressive Credit Limit \$35,000

Viability Score

1

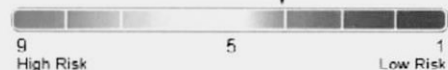
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Portfolio Comparison

4

4



Data Depth Indicator

B

B



Company Profile

A

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Business Information

Business Summary

SIC	4911 Electric services, management consulting services
NAICS	221118 Other Electric Power Generation

Credit Capacity Summary

D&B Rating

DS

Payment Activity (based on 1 experiences)	USD
Highest Credit	\$10,000
Total Highest Credit	10,000

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

1

Viability Score

1



Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 1 have a probability of becoming no longer viable: **0.2%**
- Percentage of businesses ranked 1: **0.3%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

4

Portfolio Comparison



Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Available Financial Data**

- Level of risk: **Low Risk**
- Businesses ranked 4 within this model segment have a probability of becoming no longer viable: **0.3%**
- Percentage of businesses ranked 4 within this model segment: **13%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**

B

Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at

<https://iupdate.dnb.com/iUpdate/>

A

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available (3+Trade)**
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established (5+)**

Business History

Officers JAMES EBERT, CHAIRMAN;
SAM RANDAZZO, PRINCIPAL;
BARRY MCCLEAND, PRINCIPAL;
ROBERT BOHLND, SEC-TREAS

Directors THE OFFICER(S)

As of 10/20/2015

Ohio corporate charter #834443.

Business started 1992.

JAMES EBERT. Work history unknown.

SAM RANDAZZO. Work history unknown.

BARRY MCCLEAND. Work history unknown.

ROBERT BOHLND. Work history unknown.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Aug 31 2018:

Registered Name	INDUSTRIAL ENERGY USERS- OHIO	Registration ID	834443	Principals	
		Status	ACTIVE		
		Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION , COLUMBUS , OH	Name	Title
Business Type	CORPORATION			JANET L ANTOLINI	INCORPORATOR
Corporation Type	NON- PROFIT	Registered Agent	SAMUEL C RANDAZZO 21 EAST STATE STREET, 17TH FLOOR, COLUMBUS, OH 432150000		
Incorporated Date	12/30/1992				
State of Incorporation	OHIO				
Filing Date	12/30/1992				

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Public Company	N/A	Labor Surplus Area	N/A
Importer/Exporter	N/A	Women Owned	N/A
		Minority Owned	N/A

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

Operations Data

As of 10/20/2015

Description: Provides electric services. Provides management consulting services.

Employees: 10 which includes officer(s).

Facilities: Occupies premises in building.

Special Events

As of 10/20/2015

The name and address of this business have been confirmed by D&B using available sources.

Industry Data

SIC

Code	Description
49110000	Electric services
87420000	Management consulting services

NAICS

Code	Description
221118	Other Electric Power Generation
541611	Administrative Management and General Management Consulting Services

Financial Statements

Statement Update

Fiscal statement dated DEC 31 2016:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$6,121,420	Accts Pay	\$0
Total Current Assets	6,121,420	Total Current Liabilities	0
Total Assets	6,121,420		
		Non Current Liabilities	
		L.T. Liab-Other	4,495,183
		RETAINED EARNINGS	1,626,237
		Total Liabilities & Net Worth	6,121,420

As of 06/07/2018

From JAN 01 2016 to DEC 31 2016 annual sales \$2,297,474; gross profit \$2,297,474; operating expenses \$2,056,917. Operating income \$240,557; net income \$240,557.

Statement Source

Accountant: MOTT SELF & ASSOCIATES INC, Reynoldsburg, OH. Extent of audit, if any, not indicated.

Key Business Ratios (Based on 258 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	6.9	UN
Return on Net Worth	UN	7.7	UN
Short Term Solvency			
Current Ratio	UN	1.2	UN
Quick Ratio	UN	0.5	UN
Efficiency			
Assets Sales	UN	267.8	UN
Sales / Net Working Capital	UN	10.6	UN
Utilization			
Total Liabs / Net Worth	UN	184.4	UN

As of 12/31/2016

Most Recent Financial Statement

Fiscal statement dated DEC 31 2013:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$1,100,679	Accts Pay	\$0
Notes Rec	115,000	Total Current Liabilities	0
Total Current Assets	1,215,679		
Non Current Assets		Non Current Liabilities	
Investments-Other	100,000	L.T. Liab-Other	349,144
Total Assets	1,315,679	RETAINED EARNINGS	966,535
		Total Liabilities & Net Worth	1,315,679

As of 10/20/2015

From JAN 01 2013 to DEC 31 2013 annual sales \$1,177,126. Gross profit \$1,177,126; operating expenses \$1,650,315. Operating income \$(473,189); net income before taxes \$(473,189). (net loss) \$473,189.

Statement Source

Accountant: RONALD HAGAN CPA LLC, Columbus, OH. Extent of audit, if any, not indicated.

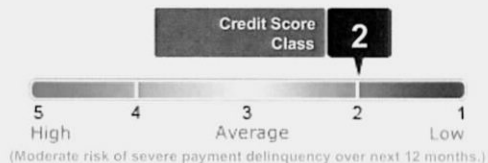
Indicators

A check of D&B's public records database indicates that no filings were found for INDUSTRIAL ENERGY USER OHIO, 21 East State Street, 17th Floor, Columbus, OH. D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands. D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

Commercial Credit Score

Summary

Credit Score Class



Incidence of Delinquent Payment

Among Companies with This Class	2.50%
Average Compared to All Businesses	10.20%
Credit Score Percentile	88
Credit Score	572
Number of Payment Experiences	1

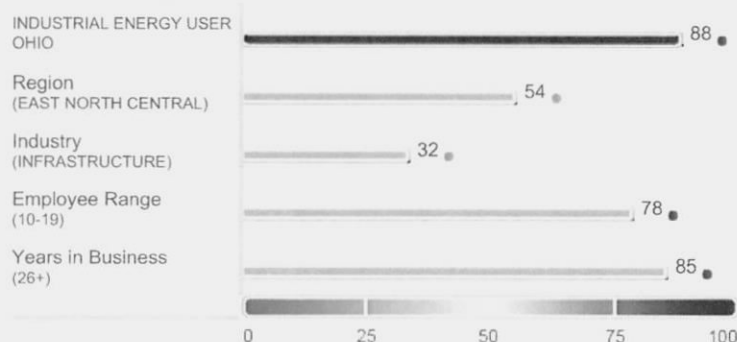
Key Factors

- Limited number of satisfactory payment experiences
- Higher risk region based on delinquency rates for this region
- Higher risk industry based on delinquency rates for this industry
- Decreasing trend in reported number of payment experiences

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- 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

Summary

Financial Stress Class



Financial Stress Score Percentile

Financial Stress National Percentile	96
Financial Stress Score	1579
Probability of Failure with This Score	0.03%
Failure per 10K	3/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	1

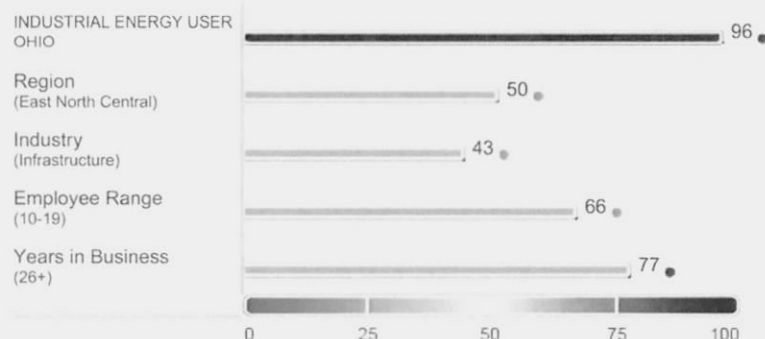
Key Factors

- Higher risk industry based on failure rates by industry.
- Higher risk state based on failure rates by state.

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 probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



- 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.

Advanced Paydex + CLR

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score.

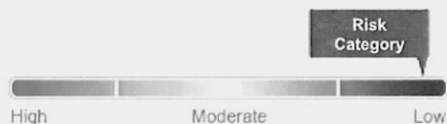
D&B receives nearly 400 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received. At this time, none of those experiences relate to this company.

D&B PAYDEX®

Total Payment Experiences for the HQ	1	Highest Now Owing	\$0
Total Placed for Collection	0	Highest Past Due	\$0
Largest High Credit	\$10,000		

Credit Limit Recommendation

Risk Category



Recommendation Date

09/11/2018

Conservative Credit Limit

\$20,000

Aggressive Credit Limit

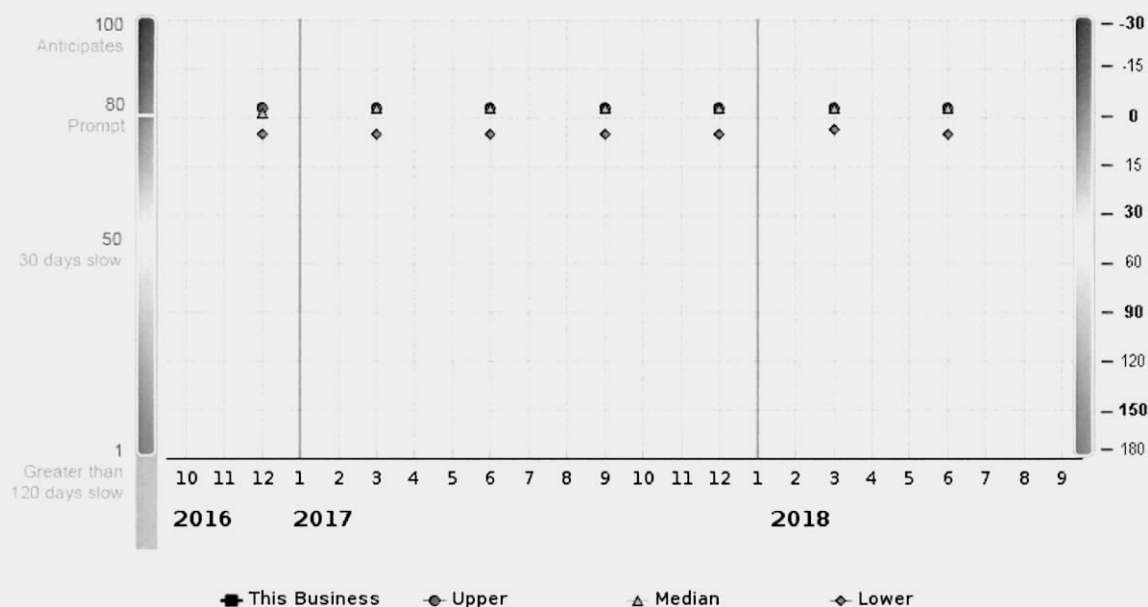
\$35,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Electric services, management consulting services, based on SIC code 4911.



Upper	80	80	80	80	80	80	80
Median	79	80	80	80	80	80	80
Lower	74	74	74	74	74	75	74

Note

- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Summary

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

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score.

There are 1 payment experiences in D&B's file, with 0 experiences reported during the last three month period. The highest Now Owes on file is \$0. The highest Past Due on file is \$0.

All Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Public finance	1	\$10,000	\$10,000	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	0	\$0	\$0
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Last Sale within(months)
August 2017	Ppt	\$10,000	1

Lines shown in red are 30 or more days beyond terms

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