



PS ENERGY GROUP

---

# Emergency Fueling Solutions

For



Jefferson Parish Department of Fleet Management  
State of Louisiana  
RFP Number: 0440

Title: Pre-Placed Emergency Contract for Fuel During a Declared Disaster  
Proposal Opening: August 8, 2022

Presented By:  
PS Energy Group, Inc.  
4480 North Shallowford Road  
Suite 100  
Dunwoody, Georgia 30338  
770-350-3000

---

Confidential and Proprietary

August 8, 2022

PS Energy Group, Inc. (PS Energy) is pleased to have this opportunity to respond to Jefferson Parish's Request for Proposal for Emergency Fueling Services for their Department of Fleet Management. A brief summary of our capabilities is below, with a detailed Proposal following.

#### About PS Energy Group, Inc.

Founded in 1985, PS Energy Group, Inc. ([www.psenergy.com](http://www.psenergy.com)) is a privately owned, Atlanta-based company that offers business, industry, and government a full range of energy and transportation solutions. As one of the nation's top diversity-owned businesses (certified as an MBE, WBE, and WOSB by WBENC, NMSDC, and various states, counties and municipalities), PS Energy Group provides:

- **Transportation Fuels**
- **Emergency Fueling**
- **Fuel Management – Including , our wireless web-based inventory management solution that monitors fixed and mobile assets to help reduce costs and lower environmental impact**
- **Fleet Management Services**

#### History of PS Energy Emergency Fueling Program

- **In 1995**, PS Energy Group developed an Emergency Fueling Service designed specifically for the utility industry. This *first-of-its-kind* program involved the development of emergency deployment strategies to help resolve power interruption due to hurricanes, tornadoes, ice storms and other natural disasters.
- **In 1998**, PS Energy formally launched its nationwide Emergency Fueling Program.
- **In 2005**, for our efforts during Hurricane Katrina, PS Energy received commendation from BellSouth for outstanding achievement.
- **In 2006**, PS Energy Group received the Supplier of the Year Award from Georgia Minority Supplier Development Council for recognition of relief efforts during Hurricane Katrina.
- **In 2012**, Hurricane Sandy brought new challenges.
- **In 2016:**
  - PS Energy Group provided support during Hurricane Matthew, the first Category 5 Atlantic hurricane since Hurricane Felix in 2007.

- PS Energy supported utilities during a fuel shortage in the fall, caused by a Pipeline break.
- **In 2017**, PS Energy provided emergency fueling during back-to-back hurricanes -- Harvey, Irma, Maria and Nate.
- **In 2018**, PS Energy provided support when Hurricane Florence caused severe damage in the Carolinas, primarily as the result of freshwater flooding, and then, again, when Hurricane Michael – the strongest storm on record in the Florida Panhandle – came ashore, causing wide-spread destruction.

Not only did PS Energy provide support in the aftermath of Hurricanes Florence and Michael in 2018, we also were involved in supporting efforts to combat the deadly California wildfires that erupted during the summer and fall.

### PS Energy's Emergency Fueling Experience

- PS Energy has been involved in every hurricane relief effort since 1995.
- In 2017, we transported 36 fueling vehicles to Puerto Rico, and spent several months aiding in restoration efforts after the devastating effects of Hurricane Maria.
- In 2004 and 2005, when Hurricanes Charley, Frances, Ivan, Jeanne and Katrina bombarded the Gulf Coast, PS Energy deployed over 110 emergency fueling resources.
- PS Energy has also provided emergency fueling services during the aftermath of every major tornado and ice storm in the Southeast and Midwest since 2001.

<u>2013-April 2022</u>	<u>Jan-Apr 2022</u>	<u>2021</u>	<u>2020</u>
	CA Snowstorms, Landon	Elsa, Henri, Ida, Nicholas, Shirley, Uri, Pipeline Shutdown, KY Tornadoes	Isaias, Sally, Zeta, Eta
• <b>954</b> Assets Deployed	• <b>6</b> Assets Deployed	• <b>144</b> Assets Deployed	• <b>82</b> Assets Deployed
• <b>156,373</b> Estimated Vehicles Fueled	• <b>174</b> Vehicles Fueled	• <b>24,310</b> Vehicles Fueled	• <b>12,377</b> Vehicles Fueled
• <b>3,249,854</b> Gallons Delivered	• <b>4,342</b> Gallons Delivered	• <b>607,748</b> Gallons Delivered	• <b>247,532</b> Gallons Delivered
• <b>1,231,153</b> Miles Traveled	• <b>463</b> Miles Traveled	• <b>252,179</b> Miles Traveled	• <b>63,125</b> Miles Traveled
• <b>Zero</b> Customer Downtime	• <b>Zero</b> Customer Downtime	• <b>Zero</b> Customer Downtime	• <b>Zero</b> Customer Downtime
	<u>2018</u>	<u>2019</u>	<u>2017</u>
	Florence, Michael	Barry, Dorian, Imelda	Harvey, Irma, Maria, Nate
	• <b>102</b> Assets Deployed	• <b>50</b> Assets Deployed	• <b>220</b> Assets Deployed
	• <b>26,748</b> Vehicles Fueled	• <b>2,050</b> Vehicles Fueled	• <b>30,358</b> Vehicles Fueled
	• <b>534,962</b> Gallons Delivered	• <b>40,992</b> Gallons Delivered	• <b>607,168</b> Gallons Delivered
	• <b>106,614</b> Miles Traveled	• <b>61,841</b> Miles Traveled	• <b>327,522</b> Miles Traveled
	• <b>Zero</b> Customer Downtime	• <b>Zero</b> Customer Downtime	• <b>Zero</b> Customer Downtime

### Nationwide Service for Fueling Needs During Disasters

- In the event of power outages following severe weather, PS Energy Group mobilizes a network of fueling units that provide fuel to fleets and emergency generators that support auxiliary power sources.
- PS Energy has an extensive and *secured* resource network that provides fueling outside of, and adjacent to, the affected areas and immediate deployment of emergency fueling vehicles for mobile refueling in a variety of emergency situations.

### Levels of Commitment

- PS Energy offers guaranteed fueling services through three distinct levels of emergency fueling service programs.
  - Dedicated/Full
  - Priority
  - Call/On Demand

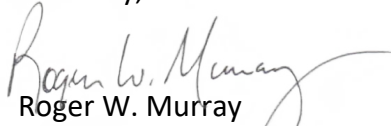
### Advantages of the PS Energy Emergency Fueling Program

- Extensive Experience
- Asset & Fuel Supply Ensured When Shortages Occur
- Reliability
- Quick Response & Time Savings
- Continuous Around-the-Clock Service
- Multiple Fueling Locations – Staging Areas
- Uninterrupted Business Operations
- One Call for All Emergency Fueling Requirements

We look forward to partnering with Jefferson Parish to guarantee fueling services in the event of an emergency.

Thank you for your consideration of our Proposal.

Sincerely,



Roger W. Murray  
Chief Operating Officer

## TABLE OF CONTENTS

<b><u>TOPIC</u></b>	<b><u>Page No.</u></b>
• PS ENERGY'S EMERGENCY FUELING PROGRAM	5
• PROJECT SCHEDULE/IMPLEMENTATION	7
• INNOVATION/ADVANTAGES OF PS ENERGY EMERGENCY FUELING PROGRAM	11
• PS ENERGY ORGANIZATION CHART & BIOS OF KEY PERSONNEL	12
• PERMITS, LICENSES AND INSURANCE	15
• FINANCIAL PROFILE	16
• REFERENCES	17
• FORMS	18
○ Anti-Lobbying Form	
○ Debarment/Suspension Certification	
○ Acknowledgement of Addenda	
○ Corporate Resolution	
○ Request for Proposal Affidavit	
• PRICING SCHEDULE	25

### **PS Energy's Emergency Fueling Program**

In 1995, PS Energy Group developed an emergency fueling service designed specifically for the utility industry. This *first-of-its-kind* program incorporated the design of equipment and strategies to be used for emergency deployment in the event of power interruption due to hurricanes, tornadoes, ice storms or other natural disasters. When conventional fueling is unavailable or ineffective, PS Energy's Emergency Fueling Program can provide several relief options. This Emergency Fueling Program was formally launched nationwide in 1998, and is utilized by numerous utilities, government entities and commercial customers today.

With this program, PS Energy Group can provide Jefferson Parish with guaranteed fueling services when necessary. Services range from Dedicated Full Service to Call on Demand Services. These services call on existing supply and distribution networks outside of and adjacent to the affected areas, deployment of emergency fueling vehicles (tank wagons, transport units and mobile trailers) for mobile refueling, equipment provision, and driver staffing in extreme emergency situations. PS Energy utilizes trucks capable of directly fueling above and below ground storage tanks, vehicles, and generators. In addition, we ensure that all drivers and network resources are screened for proper licensing, certifications, and insurance.

PS Energy's Emergency Fueling Program consists of extensive and secured resource networks, which provide significant infrastructure for major and/or multiple events. We use existing pipeline terminals and our resource networks to ensure that the emergency fueling requirements of our clients are met in a timely and efficient manner.



## **PS Energy Offers Three (3) Distinct Levels of Emergency Fueling Commitment**

### **1. Dedicated / Full Service**

#### *Includes:*

- Dedicated tank wagon or transport.
- Custom-built, equipped, to client specifications.
- Maintained, staffed and ready for immediate deployment into the affected area during an emergency.
- Priority access to PS Energy's network of assets and resources during an emergency.
- 12-hour dispatch capability after notification.
- Onsite personnel identified as coordinators/liaisons.
- Ensured continuity of fuel supply and equipment.
- Management of daily logistics of equipment and manpower necessary to meet Jefferson Parish's needs.
- Tracking of resources daily through "Storm Tracker" software.
- Complete and detailed data reporting of all fueling activities available through the PS Energy website.

### **2. Priority Service**

#### *Includes:*

- *Guarantee offered for contracted vehicles in defined territory.*
- *Priority access to PS Energy's network of assets and resources during an emergency.*
- 18-hour dispatch capability after notification – may be revised, depending upon territory commitment.
- Onsite personnel identified as coordinators/liaisons.
- Ensured continuity of fuel supply and equipment.
- Management of daily logistics of equipment and manpower necessary to meet Jefferson Parish's needs.
- Tracking of resources daily through "Storm Tracker" software.
- Complete and detailed data reporting of all fueling activities available through PS Energy website.

### 3. **Call/On Demand**

*Includes:*

- Access to PS Energy's network of assets and rapid deployment of resources.
- Dispatch based on "best efforts" by PS Energy's Emergency Supply Team.
- 24-hour dispatch capability after notification and acceptance – may be revised, depending upon location.
- Onsite personnel identified as coordinators/liaisons.
- Ensured continuity of fuel supply and equipment.
- Management of daily logistics of equipment and manpower necessary to meet Jefferson Parish's needs.
- Tracking of resources daily through "Storm Tracker" software.
- Complete and detailed data reporting of all fueling activities available through PS Energy website.

#### **PS Energy Emergency Fueling Implementation**

- PS Energy immediately implements the following emergency operation activities:
- All affected areas are identified.
  - Deployment strategies and staging areas are set, based on Jefferson Parish's requirements.
  - All supply points will be mapped to Jefferson Parish's areas for as long as needed for each deployment, starting with the closest and moving out in increments to the farthest.
  - Emergency supply is brought in from the most cost-effective supply points.
  - A 24-hour contact will be established at Jefferson Parish and PS Energy during the disaster or emergency.
  - PS Energy will update the field representative for Jefferson Parish with progress reports and inquire on additions or changes to the original request.
  - Updates will occur at set intervals until client needs are met.
  - After implementation, PS Energy will work with Jefferson Parish's field representative, at a minimum, twice daily to ensure emergency fueling services are running smoothly.
  - Submission and daily update to "Storm Tracker" asset management spreadsheet.





- PS Energy also can customize an emergency fueling strategy for Jefferson Parish to include delivery of bulk fuel straight to Jefferson Parish's plants via transport or tank wagon, as opposed to setting up at centralized staging areas.
- Cost controls and tracking mechanisms are established prior to emergency situations. PS Energy ensures that emergency services are provided in the most cost-effective manner possible. This includes website access.

### **Dispatch and Drivers**

- PS Energy Fuel Coordinator will work with Jefferson Parish's field representative on the amount of equipment and personnel required, staging site address, contact at staging site, and time frame in which equipment is to be deployed.
- All PS Energy personnel dispatched with cell phones and call-in times.
- Units equipped with GPS available upon request.
- PS Energy's Fuel Coordinator will also work with Jefferson Parish's field representative daily to check in on operations and ensure client requirements are being met.
- PS Energy Fuel Coordinator will handle daily driver and equipment refueling logistics for ease of operations for Jefferson Parish.

## **Equipment and Fuel Supply Options**

Our Resource Network includes an ample supply of all types of emergency fueling vehicles (tank wagons, transport units, mobile transport fueling facilities, and mobile trailers) for mobile refueling. PS Energy utilizes trucks capable of directly fueling above and below ground storage tanks, vehicles, and generators. This equipment ranges in capacity from 1800 to 9200 gallons. Equipment is set up with dual pump systems (gasoline and diesel) for faster and more efficient service and to help minimize cross-contamination of products. Each transport is approximately 9200 gallons and can be used to shuttle supply into the affected area; to store capacity at staging areas; or to provide mobile fueling, as needed. Truck-to-truck dispensing is done using bottom loading methods with observers both on the ground and on the truck.

Due to the extensive fuel products and locations of supply that we rely on to meet our customers' needs throughout the year on a non-emergency basis, we already have supply agreements in place when an emergency event occurs.

This broad array of supply terminals further allows us to access alternate supply sources, in case of pipeline(s) shutdown or supply disruptions in the area of a storm. By utilizing both our widespread Resource Network and our widespread supply terminals, we are able to quickly respond to any affected area with fully functioning fueling sites and continuous fuel supply, as necessary, to meet the demand of our customers in a timely, cost effective, and efficient manner.



### **Safety / Environmental**

- All drivers utilized by PS Energy must adhere to safety and environmental regulations. Drivers are required to take the necessary time to safely perform the fueling procedure.
- All drivers will be CDL-Hazmat certified, and equipment will meet all DOT and state requirements.
- All trucks are equipped with a spill kit. If a spill should occur, the driver will immediately effect containment of spill using the spill clean-up material and notify PS Energy's Operations Manager for further action and/or proper disposal according to federal, state and local regulations. Jefferson Parish will also be notified.

### **Fueling Routes**

- PS Energy will use the Jefferson Parish sites contained in RFP 0440 (Attachment C) as the locations to be serviced. We will use the addresses provided to map directions to these locations. PS Energy is flexible and will be during any emergency event. The key is communication between Jefferson Parish's site contacts and PS Energy's operations contact.
- During deployment, drivers will work with a Jefferson Parish employee at these locations to help familiarize the drivers with the facility.

### **Fueling Procedures/Logs**

- Drivers will be required to complete a Driver Fueling Log for each shift during which they operate.
- Drivers will fuel based upon the schedule and requirements of Jefferson Parish.
- Drivers will collect the following information during fueling operations:
  - Date
  - Shift Starting and Ending Times
  - Location/Site
  - Route Number and Mileage per Shift
  - Driver Name & Truck Number
  - Unit Numbers Fueled and Volume
  - Fuel Type
  - Total Fuel Quantity at Location by Fuel Type
  - Fuel Transfer to Other Units Kept on Separate Log

### **Web Access**

- Fueling and asset tracking information consolidated and made available to Jefferson Parish on a custom-made PS Energy website.

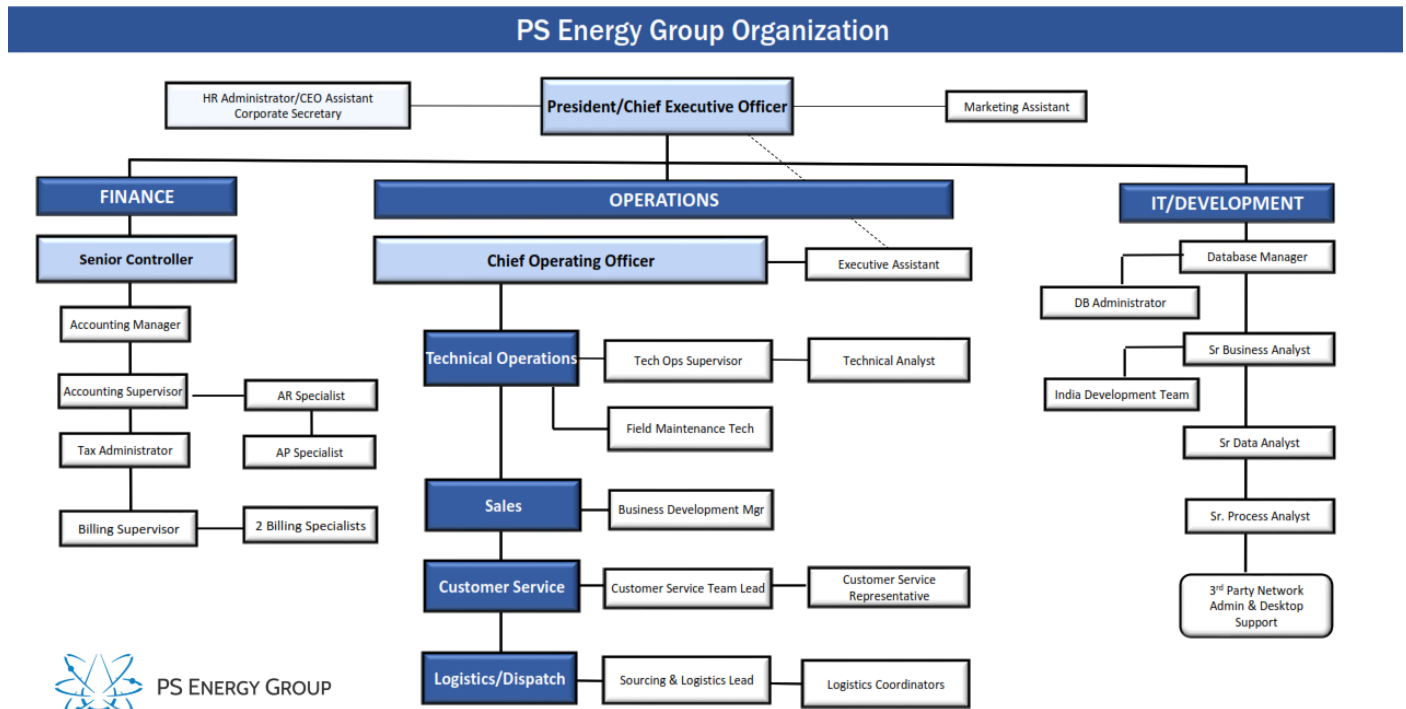
### **Innovation**

- PS Energy was a pioneer in developing our *first-of-its-kind* Emergency Fueling Service over 25 years ago and has been perfecting the Program ever since.
- PS Energy developed and utilizes a proprietary Emergency Fueling software that enables us to track assets and fueling activity during an emergency event, which can be used for reporting to Jefferson Parish.

### **Advantages of the PS Energy Emergency Fueling Program**

- Asset and fuel supply dedicated to Jefferson Parish in areas where shortages may occur, for each deployment.
- Reliability – PS Energy’s seasoned professionals will work with Jefferson Parish to provide services to identified areas for as long as equipment and drivers are required.
- Quick Response & Time Savings.
- Continuous Service – Around-the-clock fueling services provided.
- Multiple Fueling Locations – PS Energy will place drivers and equipment in multiple locations, as required.
- Continued Business Operations – PS Energy’s emergency fueling services will provide Jefferson Parish with the ability to operate around the clock in extreme circumstances, by providing needed fueling services directly to Jefferson Parish in situations where supply is limited, and work is critical.
- One call for all emergency fueling requirements.

## PS ENERGY ORGANIZATIONAL CHART & BIOS OF KEY PERSONNEL



### Livia Whisenhunt – President and Chief Executive Officer

Livia Whisenhunt has over 35 years' experience in purchasing and marketing fuels for transportation and production. She developed a passion for the fuel industry in 1979, as the owner and operator of a convenience store and self-service fuel station. She later served as the General Manager of a leading fuel distributor in Atlanta. In 1985, she started her own company, now known as PS Energy Group, Inc.

As President and CEO of PS Energy Group, Inc. Ms. Whisenhunt has been instrumental in spearheading and executing most of PS Energy's major milestones and is responsible for setting the company's strategic direction and leading its growth.

Ms. Whisenhunt's hard work and determination have earned her tremendous respect and recognition in the industry, as well as in the community.

**Roger W. Murray – Chief Operating Officer**

Roger Murray joined the management team of PS Energy Group in 1993, with responsibility for natural gas sales. He brought to the company a strong background in both fuel marketing and transportation, having served for five years as Director of Sales for an interstate common carrier, where he managed both operations and sales functions and expanded the company's service area into new geographical markets.

Previously, Mr. Murray held the position of General Manager for eight years with a petroleum marketing company, generating annual revenues exceeding \$50 million

Mr. Murray has helped guide the growth of PS Energy into new marketing arenas with new products and services and now manages all divisions of the company, including natural gas pipelines, fuel management, emergency fueling services, and commercial retail services.

Roger W. Murray, PS Energy Group's Chief Operating Officer and the Head of our Emergency Fueling Program, has been asked to speak at numerous Industry Events, including to:

- The Association for the Work Truck Industry (NTEA) at The Work Truck Show in 2019 on the topic of "Securing Fuel During Supply Disruptions."
- The Missouri Energy Assurance Workshop in 2013 on the topic of "Critical Transportation Fuel Supply, Transport & Dispensing Issues."

A copy of each presentation is included separately as further demonstration of Roger's knowledge and expertise in the area of Emergency Fueling.

**Gary Hendley – Controller**

Gary Hendley joined the management team of PS Energy Group in May 2021, with responsibility for the accounting and finance department. He brought to the company more than 23 years accounting and finance experience, with companies ranging from \$60M to \$750M in revenue, as well as over 15 years in team management.

With over eight years in the gasoline distribution business, Mr. Hendley possesses a strong understanding of gasoline inventory valuation, based on market fluctuations and overall fuel industry business models.

**Aimee Underwood – Supply & Distribution Manager**

Aimee came to PS Energy in March of 2021 and is responsible for sourcing fuel products and establishing and maintaining relationships with our vendors and carriers. She serves our customers' fuel and transportation needs directly and through her management of the Logistics Team.

Aimee comes from 10 years of petroleum supply, operations, transportation and logistics management on a national scale. With a well-rounded base of experience in all operational aspects of petroleum distribution and team management, she possesses the experience and industry expertise needed to overcome the challenges inherent in fuel distribution and supply procurement.

**Guy Holloway – Business Development Rep and Emergency Fueling Coordinator**

Guy Holloway has over 30 years' experience in business development. He has been responsible for bottom-line factors, including P&L management, long-range strategic planning, contract negotiations and strategic alliances. He has directed sales teams, spearheading vision, forecasting and implementing creative growth strategies, and executing activities to support established organizational objectives. During the annual storm season, Guy focuses exclusively on managing PS Energy's Emergency Fueling Program and has done so for the past four years.

**Sam Jew – Sr. Business Systems Analyst**

Business analyst, project manager and software developer; Supervises the development of custom applications for Fortune 500 clients; Manages a team of 8 offshore developers; Conducts systems analysis and design, writes, tests and implements software that provides added security and greater user productivity. Sam has been part of the PS Energy Team for 20 years.

**PS Energy Group, Inc.  
2022 Contacts**

Category	Contact Name	Title	Company Phone	EXT	Company Fax	Cell Phone	Email Address
<b>Strategic Direction &amp; Growth</b>	Livia Whisenhunt	President & CEO	770-350-3000	111	770-391-1928	404-401-2815	<a href="mailto:livia.whisenhunt@psenergy.com">livia.whisenhunt@psenergy.com</a>
<b>Contract &amp; Operational Issues</b>	Roger Murray	Chief Operating Officer	770-350-3000	118	770-391-1928	404-285-7587	<a href="mailto:roger.murray@psenergy.com">roger.murray@psenergy.com</a>
<b>Financial &amp; Accounting Issues</b>	Gary Hendley	Chief Financial Officer	770-350-3000	125	770-391-1928	678-427-1681	<a href="mailto:gary.hendley@psenergy.com">gary.hendley@psenergy.com</a>
<b>Billing Issues</b>	Rebecca Babich	Senior Process Analyst	770-350-3000	182	770-391-1928		<a href="mailto:rebecca.babich@psenergy.com">rebecca.babich@psenergy.com</a>
<b>Procurement Issues</b>	Aimee Underwood	Supply & Distribution Manager	770-350-3000	143	770-391-1928	770-331-6935	<a href="mailto:aimee.underwood@psenergy.com">aimee.underwood@psenergy.com</a>
<b>Dispatch</b>	Daniel Laude	Logistics Coordinator	770-350-3000	137	770-391-1928	678-315-6690	<a href="mailto:daniel.laude@psenergy.com">daniel.laude@psenergy.com</a>
	Keosha Pouch-Allen	Logistics Coordinator	770-350-3000	122	770-391-1928		<a href="mailto:keosha.allen@psenergy.com">keosha.allen@psenergy.com</a>
	Barbara Durosier	Logistics Coordinator	770-350-3000	193	770-391-1928	470-226-8931	<a href="mailto:barbara.durosier@psenergy.com">barbara.durosier@psenergy.com</a>
<b>Emergency Fueling</b>	Guy Holloway	Emergency Fueling Coordinator	770-350-3000	188	770-391-1928	470-902-1096	<a href="mailto:guy.holloway@psenergy.com">guy.holloway@psenergy.com</a>
<b>Technical &amp; Equipment Issues</b>	Lee Dingle	Sr. Technical Operations Analyst	770-350-3000	140	770-391-1928	404-775-1923	<a href="mailto:lee.dingle@psenergy.com">lee.dingle@psenergy.com</a>
<b>Customer Service</b>	Ashley Motta	Customer Service Rep.	770-350-3000	126	770-391-1928	321-301-6417	<a href="mailto:ashley.motta@psenergy.com">ashley.motta@psenergy.com</a>

**Toll-Free Number: 800-334-7548**

**After-Hours Answering Svc: 770-977-6053**

## **PERMITS, LICENSES & INSURANCE**

PS Energy Group only utilizes contractors who certify that they will comply with the following requirements.

- Drivers must:
  - Meet all DOT guidelines, including compliance with all minimum federal standards, including all physical qualification requirements, set forth in 49 CFR §391.41.
  - Have a minimum of two years' verifiable experience driving like vehicles.
  - Hold a CDL, where required, with HazMat endorsements and all endorsements for the type of vehicle being driven, for a two-year period.
  - Must be at least 23 years of age and no older than 70 years of age.
  - Must have passed all driving skills tests in a vehicle representative of the class being driven.
  - Have not had a license revocation, suspension or cancellation.



- Have not been involved in a chargeable accident.
- Have not received any citations which would initiate a suspension, revocation, cancellation or disqualification of the driver's license.
- Have no conviction of a serious moving violation within the previous two years.
- Have no major violations including DUI, hit and run, manslaughter or use of a vehicle in the commission of a felony.
- Have no reckless driving violations.
- Equipment must be permitted and meet all DOT and state requirements.
- The following insurance coverage will be maintained in full force and effect:
  - Workers' Compensation Insurance, at statutory limits;
  - Employer's Liability Insurance, with \$1,000,000 limit of liability;
  - Comprehensive General Liability Insurance, including Products – Complete Operations coverage and Broad Form Contractual with \$1,000,000 per occurrence for Bodily Injury and Property Damage (combined) arising out of Products, Completed Operations and Broad Form Contractual/\$2,000,000 aggregate;
  - Comprehensive Automobile Insurance with a combined single limit of liability of \$1,000,000/accident, and with coverage endorsed in accordance with Section 30 of the Motor Carrier Act of 1980 (Category 2) and the CA 99 48 endorsement; and
  - Umbrella Liability with \$4,000,000 each occurrence and \$4,000,000 General Aggregate, including Products, Completed Operations.

Contractors must further agree to name PS Energy Group as an additional insured on its liability policies of insurance and to provide a copy of a Certificate of Insurance evidencing said policies to PS Energy within 30 days of the issuance of the same.

### **PS Energy Group Certificate of Liability Insurance**

A copy of PS Energy Group's current Certificate of Liability Insurance is included with this Proposal as Attachment A.

### **FINANCIAL PROFILE**

Please see Attachment C for a copy of PS Energy Group's Financial Information for 2019-2021.

## REFERENCES

Client Information	Project Description
<b>Reference 1:</b>  <b>Contact's Name</b> Jim McClure <b>Contact's Company</b> AT&T Fleet Services <b>Contact's Title</b> Emergency Fuel Manager <b>Contact's Phone Number</b> 614-591-6194	<b>PS Energy has served as AT&amp;T's Emergency Fuel provider since 1995.</b>
<b>Reference 2:</b>  <b>Contact's Name</b> Marvin Reeves <b>Contact's Company</b> Charter Communications, Inc. <b>Contact's Title</b> Director, Corp. Fleet Management <b>Contact's Phone Number</b> 636-207-5100	<b>PS Energy has served as Charter's Emergency Fuel provider since 2016.</b>
<b>Reference 3:</b>  <b>Contact's Name</b> Thomas Smith <b>Contact's Company</b> Comcast Cable Communications, Inc. <b>Contact's Title</b> Director, BCP <b>Contact's Phone Number</b> 215-286-4052	<b>PS Energy has served as Comcast's Emergency Fuel provider since 2017.</b>
<b>Reference 4:</b>  <b>Contact's Name</b> Jason Alexander <b>Contact's Company</b> PepsiCo/Frito Lay <b>Contact's Title</b> Supply Chain Sr. Manager <b>Contact's Phone Number</b> 205-421-4427	<b>PS Energy has served as PepsiCo/Frito Lay's Emergency Fuel provider since 2011.</b>
<b>Reference 5:</b>  <b>Contact's Name</b> Laurie Stark <b>Contact's Company</b> PG&E <b>Contact's Title</b> Supervisor, Fleet Administration <b>Contact's Phone Number</b> 925-415-6818	<b>PS Energy has served as PG&amp;E's Fuel Management provider since 2009, providing the following services:</b> <ol style="list-style-type: none"> <li>1. Consignment Fuel</li> <li>2. Bulk Fuel Deliveries</li> <li>3. Retail Fuel Card</li> <li>4. Mobile Fueling</li> <li>5. Equipment Sales and Installation</li> <li>6. Inventory Monitoring and Supply Management</li> <li>7. Reporting Services</li> <li>8. Consignment Jet Fuel</li> <li>9. Emergency Fueling</li> </ol>



# FORMS

## Anti-Lobbying Form

### CERTIFICATION OF RESTRICTIONS ON LOBBYING

I, Livia Whisenhunt, President & CEO, hereby certify on  
(name and title of bidder's official)

behalf of PS Energy Group, Inc. that:  
(name of bidder)

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit standard Form-LLL, "Disclosure Form to Report Lobbying, " in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all sub awards at all tiers (including subcontracts, sub grants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance is placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Executed this 8th day of August, 2022.

By   
(signature of authorized official)

President & CEO  
(title of authorized official)

Debarment/Suspension Form

**DEBARMENT/SUSPENSION CERTIFICATION**

**Debarment:**

Federal Executive Order (E.O.) 12549 "Debarment" requires that all contractors receiving individual awards, using federal funds, and all subrecipients certify that the organization and its principals are not debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government. By signing this document you certify that your organization and its principals are not debarred. Failure to comply or attempts to edit this language may disqualify your bid. Information on debarment is available at the following websites: [www.sam.gov](http://www.sam.gov) and <https://acquisition.gov/far/index.html> see section 52.209-6.

Your signature certifies that neither you nor your principal is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency.


\_\_\_\_\_  
Livia Whisenhunt -- President & CEO  
(Name and Title of bidder's official)

\_\_\_\_\_  
PS Energy Group, Inc.  
(Name of bidder/company)

\_\_\_\_\_  
4480 N. Shallowford Road, Suite 100  
(Address)  
\_\_\_\_\_  
Dunwoody, GA 30338  
(Address)

PHONE 770-350-3000 FAX 770-391-1928

EMAIL info@psenergy.com

\_\_\_\_\_  
 Signature August 8, 2022 Date

## Request for Proposals # 0440

### To Provide Pre-Placed Emergency Fuel During A Declared Disaster

### SIGNATURE PAGE

The Jefferson Parish Department of Purchasing is soliciting Request for Proposals (RFP'S) from qualified proposers who are interested in providing To Provide Pre-Placed Emergency Fuel During A Declared Disaster for the for the Jefferson Parish Fleet Management Department.

**Request for Proposals will be received until 3:30 p.m. Local Time on: August 8, 2022.**

Acknowledge Receipt of Addenda:      Number: Addendum #1 - 7939001  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_

Name of Proposer: \_\_\_\_\_

PS Energy Group, Inc.

Address: \_\_\_\_\_


4480 N. Shallowford Road, Suite 100

Dunwoody, GA 30338

Phone Number: 770-350-3000      Fax Number 770-391-1928

Type Name of Person Authorized to Sign: Livia Whisenhunt

Title of Person Authorized to Sign: President & CEO

Signature of Person Authorized to Sign: 

Email Address of Person Authorized to Sign: info@psenergy.com

Date: August 8, 2022

This RFP signature page must be signed by an authorized Representative of the Company/Firm for proposal to be valid. Signing indicates you have read and comply with the Instructions and Conditions.

## CORPORATE RESOLUTION

EXCERPT FROM MINUTES OF MEETING OF THE BOARD OF DIRECTORS OF  
PS Energy Group,  
INCORPORATED.

AT THE MEETING OF DIRECTORS OF PS Energy Group, Inc.  
INCORPORATED, DULY NOTICED AND HELD ON 8-4-2022,  
A QUORUM BEING THERE PRESENT, ON MOTION DULY MADE AND SECONDED. IT WAS:

RESOLVED THAT Livia Whisenhunt, BE AND IS HEREBY  
APPOINTED, CONSTITUTED AND DESIGNATED AS AGENT AND ATTORNEY-IN-FACT OF  
THE CORPORATION WITH FULL POWER AND AUTHORITY TO ACT ON BEHALF OF THIS  
CORPORATION IN ALL NEGOTIATIONS, BIDDING, CONCERNS AND TRANSACTIONS WITH  
THE PARISH OF JEFFERSON OR ANY OF ITS AGENCIES, DEPARTMENTS, EMPLOYEES  
OR AGENTS, INCLUDING BUT NOT LIMITED TO, THE EXECUTION OF ALL PROPOSALS,  
PAPERS, DOCUMENTS, AFFIDAVITS, BONDS, SURETIES, CONTRACTS AND ACTS AND  
TO RECEIVE ALL PURCHASE ORDERS AND NOTICES ISSUED PURSUANT TO THE  
PROVISIONS OF ANY SUCH PROPOSAL OR CONTRACT, THIS CORPORATION HEREBY  
RATIFYING, APPROVING, CONFIRMING, AND ACCEPTING EACH AND EVERY SUCH ACT  
PERFORMED BY SAID AGENT AND ATTORNEY-IN-FACT.

I HEREBY CERTIFY THE FOREGOING TO BE A  
TRUE AND CORRECT COPY OF AN EXCERPT OF  
THE MINUTES OF THE ABOVE DATED MEETING OF  
THE BOARD OF DIRECTORS OF SAID  
CORPORATION, AND THE SAME HAS NOT BEEN  
REVOKED OR RESCINDED.

  
\_\_\_\_\_  
SECRETARY-TREASURER

August 8, 2022  
DATE



## Request for Proposal

### AFFIDAVIT

STATE OF GEORGIA

PARISH/COUNTY OF DEKALB

BEFORE ME, the undersigned authority, personally came and appeared: Livia Whisenhunt  
\_\_\_\_\_, (Affiant) who after being by me duly sworn, deposed and said that he/she  
is the fully authorized President & CEO of PS Energy Group, Inc. (Entity), the party  
who submitted a proposal in response to RFP Number 0440, to the Parish of Jefferson.

Affiant further said:

#### Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_

Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

**Choice B** X \_\_\_\_\_

there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

**Choice B**   X   There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

**Choice B**   X   there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and



That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

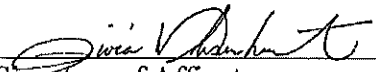
Choice A   X  

Note: Per the RFP instructions, this list shall be submitted prior to payment on the contract.

Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B           

There are **NO** subcontractors which would require disclosure under Choice A of this section.

  
\_\_\_\_\_  
Signature of Affiant

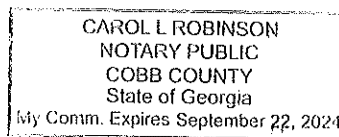
\_\_\_\_\_  
Livia Whisenhunt  
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE   8th   DAY OF   August  , 2022.

  
\_\_\_\_\_  
Notary Public

Carol L Robinson  
\_\_\_\_\_  
Printed Name of Notary



\_\_\_\_\_  
Notary/Bar Roll Number

My commission expires   9-22-24  .



## **PRICING**

Please see separate Attachment B for Pricing Schedule.



## CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/23/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Arthur J. Gallagher Risk Management Services, Inc. 4250 Congress ST STE 200 Charlotte NC 28209		<b>CONTACT NAME:</b> Certificate Request Team <b>PHONE (A/C, No, Ext):</b> 704-362-2992 <b>E-MAIL ADDRESS:</b> CertRequests@ajg.com		<b>FAX (A/C, No):</b> 704-362-1997
		<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
		<b>INSURER A:</b> Crestbrook Insurance Company		18961
		<b>INSURER B:</b> Navigators Specialty Insurance Company		36056
		<b>INSURER C:</b> Hallmark Specialty Insurance Company		26808
		<b>INSURER D:</b> Underwriters at Lloyd's London		15792
		<b>INSURER E:</b>		
		<b>INSURER F:</b>		

## COVERAGES

CERTIFICATE NUMBER: 1001226279

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			CPP119977A	8/15/2021	8/15/2022	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			CPP119977A	8/15/2021	8/15/2022	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0			CU119977A	8/15/2021	8/15/2022	EACH OCCURRENCE \$2,000,000 AGGREGATE \$2,000,000 \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WCC119977A	8/15/2021	8/15/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
B	Contractors Pollution Liability			NY21ECPX00199NC	8/15/2021	8/15/2022	Aggregate Limit \$1,000,000
C	1st Layer Excess Liability			77HX219829	8/15/2021	8/15/2022	Each/Aggregate \$5,000,000
D	2nd Layer Excess Liability			21RENMA21000559013901	8/15/2021	8/15/2022	Each/Aggregate \$3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 Proof of Insurance

## CERTIFICATE HOLDER

## CANCELLATION

PS Energy Group, Inc.  
 4480 N Shallowford RD STE 100  
 Dunwoody GA 30338

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

**ATTACHMENT C**

**PS Energy Group  
Income Statement  
YE Audit 2021**

<b>CONSOL-PSE</b>	<b>YEAR-TO-DATE</b>
<b>SALES</b>	
LIQUID FUEL SALES	76,157,103
MOBILE FUELING SALES	940,655
RETAIL SALES	42,299,241
NATURAL GAS SALES	1,644,954
EMERGENCY FUELING SALES	10,830,986
MISCELLANEOUS SALES	7,222,183
<b>TOTAL SALES</b>	<b>139,095,122</b>
	-
<b>COST OF SALES</b>	
LIQUID FUEL PURCHASES	74,291,919
MOBILE FUELING PURCHASES	886,975
RETAIL PURCHASES	41,028,157
NATURAL GAS PURCHASES	1,066,499
EMERGENCY FUELING PURCHASES	8,108,160
MISCELLANEOUS PURCHASES	2,386,138.00
<b>TOTAL COST OF SALES</b>	<b>127,767,847</b>
	-
<b>GROSS PROFIT</b>	<b>11,327,275</b>
<b>OPERATING EXPENSES</b>	
GENERAL OPERATING EXPENSE	4,048,323
SALARY & BENEFITS EXPENSE	3,916,249
AMORTIZATION EXPENSE	20,963
DEPRECIATION EXPENSE	486,068
INTEREST EXPENSE	665,804
<b>TOTAL OPERATING EXPENSES</b>	<b>9,137,408</b>
<b>OTHER INCOME / (EXPENSE)</b>	<b>575,948</b>
<b>INCOME TAX</b>	<b>4,196</b>
<b>NET INCOME / LOSS</b>	<b>2,761,619</b>

PS Energy Group

Year 2021  
Month 13

YE Audit 2021

**CONSOLIDATED PSE**  
**ASSETS**

**Current Assets**

Cash	2,491,618
AR	8,955,768
<i>Reserve for bad debts</i>	<i>(415,289)</i>
<b>Net AR</b>	<b>8,540,479</b>
Inventory	
Fuel	1,490,404
Parts	51,091
Prepaid Assets	
From Broker	110,762
Retail Purchases	-
Fuel Taxes	627,826
Insurance	94,748
Other	165,068
<b>Total</b>	<b>998,405</b>

**Total Current Assets 13,571,997**

**Property & Equipment**

Land	457,635
Buildings & improvements	370,615
Automobiles	1,596,700
Equipment, fixtures & furniture	10,746,070
Equipment subject to Cap. Lease	1,921,483
Accumulated depreciation	(12,561,959)

**Net Property & Equipment 2,530,545**

**Intercompany -**

**Other Assets**

Deferred Financing Costs	-
Deposits	242,386
Goodwill	136,261

**Total Other Assets 378,647**

**TOTAL ASSETS 16,481,188**

## **LIABILITIES AND EQUITY**

### **Current Liabilities**

Accounts Payable	3,319,334
Accrued Liabilities	
Fuel	-
Payroll	200,000
Taxes	347,078
Other	455,641
Current Portion of Long Term Debt	237,855

**Total Current Liabilities** **4,559,907**

### **Long-Term Debt**

Line of Credit	4,160,240
Notes Payable	3,165,840
Loan from Stockholder	62,122
Deferred Compensation	-
	-

**Total Long-Term Debt** **7,388,202**

### **STOCKHOLDER'S EQUITY**

Capital Stock	850
Paid-in Capital	2,883,914
Retained Earnings	
Beginning Bal	7,811,266
Net Income	2,761,619
SH Distributions	(8,924,571)
Ending Bal	1,648,315
<b>Total Stockholder's Equity</b>	<b>4,533,079</b>

**TOTAL LIABILITIES AND EQUITY** **16,481,188**

**PS Energy Group**  
**Income Statement**  
**YE 2020**

<b>CONSOL-PSE</b>	<b>YEAR-TO-DATE</b>
<b>SALES</b>	
LIQUID FUEL SALES	43,151,544
MOBILE FUELING SALES	1,169,176
RETAIL SALES	43,608,416
NATURAL GAS SALES	1,257,471
EMERGENCY FUELING SALES	3,015,423
MISCELLANEOUS SALES	5,206,489
<b>TOTAL SALES</b>	<b>97,408,519</b>
<b>COST OF SALES</b>	
LIQUID FUEL PURCHASES	41,576,375
MOBILE FUELING PURCHASES	941,671
RETAIL PURCHASES	42,822,202
NATURAL GAS PURCHASES	600,304
EMERGENCY FUELING PURCHASES	2,297,740
MISCELLANEOUS PURCHASES	1,242,387.85
<b>TOTAL COST OF SALES</b>	<b>89,480,681</b>
	-
<b>GROSS PROFIT</b>	<b>7,927,838</b>
<b>OPERATING EXPENSES</b>	
GENERAL OPERATING EXPENSE	4,032,757
SALARY & BENEFITS EXPENSE	3,799,763
AMORTIZATION EXPENSE	24,997.92
DEPRECIATION EXPENSE	556,798.70
INTEREST EXPENSE	607,045
<b>TOTAL OPERATING EXPENSES</b>	<b>9,021,362</b>
<b>OTHER INCOME / (EXPENSE)</b>	<b>1,250</b>
<b>INCOME TAX</b>	<b>1,216</b>
<b>NET INCOME / LOSS</b>	<b>(1,093,490)</b>

PS Energy Group

Year 2020  
Month 13

YE 2020

CONSOLIDATED PSE	
ASSETS	
<b>Current Assets</b>	
Cash	1,562,585
AR	9,296,499
<i>Reserve for bad debts</i>	<i>(570,000)</i>
<b>Net AR</b>	<b>8,726,499</b>
Inventory	
Fuel	2,247,530
Parts	66,515
Prepaid Assets	
From Broker	165,604
Retail Purchases	(4,609)
Fuel Taxes	676,127
Insurance	65,829
Other	60,388
<b>Total</b>	<b>963,339</b>
<b>Total Current Assets</b>	<b>22,292,967</b>
<b>Property &amp; Equipment</b>	
Land	457,635
Buildings & improvements	370,615
Automobiles	1,171,020
Equipment, fixtures & furniture	10,913,170
Equipment subject to Cap. Lease	1,921,483
Accumulated depreciation	(12,255,257)
<b>Net Property &amp; Equipment</b>	<b>2,578,666</b>
<b>Intercompany</b>	<b>-</b>
<b>Other Assets</b>	
Deferred Financing Costs	-
Deposits	252,386
Goodwill	157,224
<b>Total Other Assets</b>	<b>409,610</b>
<b>TOTAL ASSETS</b>	<b>16,554,744</b>



## LIABILITIES AND EQUITY

### Current Liabilities

Accounts Payable	4,306,500
Accrued Liabilities	
Fuel	158,035
Taxes	65,761
Other	288,628
Current Portion of Long Term Debt	233,614

**Total Current Liabilities** **5,052,539**

### Long-Term Debt

Line of Credit	7,090,747
Notes Payable	2,132,928
Loan from Stockholder	539,870
Deferred Compensation	-

**Total Long-Term Debt** **9,763,546**

### STOCKHOLDER'S EQUITY

Capital Stock	850
Paid-in Capital	2,848,914
Retained Earnings	
Beginning Bal	8,906,955
Net Income	(1,093,490)
SH Distributions	(8,924,571)
Ending Bal	(1,111,105)
<b>Total Stockholder's Equity</b>	<b>1,738,659</b>

**TOTAL LIABILITIES AND EQUITY** **16,554,744**

**PS Energy Group**  
**Income Statement**  
**YE 2019**

<b>CONSOL-PSE</b>	<b>YEAR-TO-DATE</b>
<b>SALES</b>	
LIQUID FUEL SALES	57,024,818
MOBILE FUELING SALES	2,486,148
RETAIL SALES	54,167,616
NATURAL GAS SALES	1,563,168
EMERGENCY FUELING SALES	3,121,823
MISCELLANEOUS SALES	3,667,004
<b>TOTAL SALES</b>	<b>122,030,575</b>
	-
<b>COST OF SALES</b>	
LIQUID FUEL PURCHASES	53,119,433
MOBILE FUELING PURCHASES	2,282,413
RETAIL PURCHASES	54,857,637
NATURAL GAS PURCHASES	862,080
EMERGENCY FUELING PURCHASES	1,493,183
MISCELLANEOUS PURCHASES	1,307,961.48
<b>TOTAL COST OF SALES</b>	<b>113,922,708</b>
	-
<b>GROSS PROFIT</b>	<b>8,107,867</b>
<b>OPERATING EXPENSES</b>	
GENERAL OPERATING EXPENSE	3,676,966
SALARY & BENEFITS EXPENSE	3,507,416
AMORTIZATION EXPENSE	24,998
DEPRECIATION EXPENSE	600,656
INTEREST EXPENSE	851,824
<b>TOTAL OPERATING EXPENSES</b>	<b>8,661,861</b>
<b>OTHER INCOME / (EXPENSE)</b>	<b>4,100</b>
<b>INCOME TAX</b>	-
<b>NET INCOME / LOSS</b>	<b>(549,894)</b>

PS Energy Group

Year 2019  
Month 13

YE 2019

**CONSOLIDATED PSE**  
**ASSETS**

**Current Assets**

Cash	717,485
AR	15,758,430
<i>Reserve for bad debts</i>	<i>(270,000)</i>
<b>Net AR</b>	<b>15,488,430</b>
Inventory	
Fuel	3,098,020
Parts	128,868
Prepaid Assets	
From Broker	58,132
Retail Purchases	61,774
Fuel Taxes	671,198
Insurance	64,922
Other	118,346
<b>Total</b>	<b>974,372</b>

**Total Current Assets 20,407,174**

**Property & Equipment**

Land	457,635
Buildings & improvements	370,615
Automobiles	1,171,020
Equipment, fixtures & furniture	10,755,614
Equipment subject to Cap. Lease	1,892,764
Accumulated depreciation	(11,698,458)

**Net Property & Equipment 2,949,190**

**Intercompany -**

**Other Assets**

Deferred Financing Costs	4,002
Deposits	252,386
Goodwill	178,188

**Total Other Assets 434,575**

**TOTAL ASSETS 23,790,939**

## **LIABILITIES AND EQUITY**

### **Current Liabilities**

Accounts Payable	6,593,163
Accrued Liabilities	
Fuel	196,295
Payroll	-
Taxes	(264)
Other	1,061,738
Current Portion of Long Term Debt	259,580

**Total Current Liabilities** **8,110,513**

### **Long-Term Debt**

Line of Credit	11,316,192
Notes Payable	1,494,612
Loan from Stockholder	-
Deferred Compensation	37,475

**Total Long-Term Debt** **12,848,278**

### **STOCKHOLDER'S EQUITY**

Capital Stock	850
Paid-in Capital	2,848,914
Retained Earnings	
Beginning Bal	9,456,848
Net Income	(549,894)
SH Distributions	(8,924,571)
Ending Bal	(17,616)
<b>Total Stockholder's Equity</b>	<b>2,832,148</b>

**TOTAL LIABILITIES AND EQUITY** **23,790,939**