Use Due Diligence

The LongFellow Investor Report

Stock Challenges

% Debt to Capital sorted by Industry, PAR

Fold at first Vertical line and compare to Original Report

Ticker	Name	Rev Size	Sales Grwth	EPS Grwth	Profit Mrgin	Trend PTP	SLS R^2	EPS R^2	Debt	%Debt to Cap	Shares Issued	Ownership % Inside	Ownership % Instn	RV	PAR	TR	REC	Tck	Cur. Price	Buy UP to
Industry	155 Utilities - Diversified					Group	Util		Sector	11 Utilities										
HNP	HUANENG POWER	L	11.3	54.1	20.4	DOWN	0.63	0.26	13288.2	52.3%	452.1	0.0	0.5	75.3	20.0	25.7		HNP	27.36	24.37
SRE	SEMPRA ENERGY ~	L	0.4	2.5	14.4	UP	0.01	0.14	17121.0	58.0%	250.6	0.5	63.4	108.7	11.1	14.5	B	SRE	113.02	117.85
D	DOMINION RESOUR	L	-3.8	-2.6	17.5	UP	0.94	0.02	0.0	0.0%	626.8	0.6	69.1	94.5	10.9	13.8	B	D	77.43	81.51
AVA	AVISTA CORP~	M	-0.5	8.4	13.6	UP	0.07	0.61	1853.6	53.3%	64.2	1.4	69.2	108.6	8.0	11.4		AVA	40.34	39.06
OTTR	OTTER TAIL CORP ~	M	-5.7	18.5	8.3	UP	0.88	0.05	581.4	47.3%	39.2	1.9	38.3	121.1	7.5	10.2		OTTR	39.50	39.34
UTL	UNITIL CORP ~	S	4.3	4.7	8.9	UP	0.70	0.30	426.8	59.9%	14.0	0.5	58.7	130.9	7.2	9.9		UTL	48.43	47.64
NGG	NATIONAL GRID U	L	1.7	2.6	18.9	UP	0.17	0.18	41540.7	70.8%	552.1	0.1	4.0	108.7	7.2	11.4		NGG	64.87	58.96
PEG	PUBLIC SERVICE E	L	-3.7	-0.5	20.8	DOWN	0.80	0.00	11783.0	46.5%	505.0	0.4	53.9	166.9	4.3	7.0		PEG	44.05	41.59
EXC	EXELON CORP ~	L	6.9	-11.9	8.8	DOWN	0.86	0.66	35913.0	57.9%	925.0	0.1	76.5	144.6	4.2	6.9		EXC	34.63	30.08
FE	FIRSTENERGY COR	L	1.8	-44.1	6.5	UP	0.43	0.50	22552.0	66.2%	429.0	0.4	75.4	-8.3	3.9	3.5	S	FE	29.94	-260.85
ETR	ENTERGY CORP ~	L	-0.5	-57.6	12.9	UP	0.04	0.51	15610.6	60.8%	179.3	0.6	85.9	-122.4	2.5	2.2	S	ETR	76.26	-73.95
MGEE	MGE ENERGY INC ~	M	0.5	5.1	20.4	UP	0.07	0.84	387.1	35.0%	34.7	0.1	28.0	149.0	1.8	4.5		MGEE	64.30	52.69
BKH	BLACK HILLS CORP	M	5.9	-1.5	14.0	DOWN	0.61	0.00	3313.5	67.4%	52.9	1.9	77.3	212.9	-5.0	-3.4	S	BKH	68.02	37.20
AES	AES CORP. (THE) ~	L	0.2	-19.3	5.2	DOWN	0.00	0.05	20463.0	87.6%	660.0	0.6	77.2	-453.9	-10.2	-12.6	S	AES	11.31	0.00
Companies	14		1.3	-3.0	13.6		0.44	0.29	13202.4	54.5%				59.8	5.2	7.5				
Industry	156 Utilities - Independent Powe					Group	Util		Sector	11 Utilities										
ORA	ORMAT TECHNOLO	M	8.7	8.5	17.4	UP	0.95	0.01	938.8	47.2%	49.6	0.0	46.8	140.8	6.3	8.5		ORA	59.06	55.42
NRG	NRG ENERGY INC ~	L	9.7	-62.0	2.0	DOWN	0.81	0.66	19226.0	86.3%	319.0	1.2	73.2	-93.8	0.3	0.3	S	NRG	16.90	-40.13
Companies	2		9.2	-26.8	9.7		0.88	0.34	10082.4	66.8%				23.5	3.3	4.4				

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Industry	157	Utilities - Regulated Electr				Group	Util		Sector	11	Utilities									
PPL	PPL CORP ~	L	2.5	1.9	21.9	UP	0.09	0.05	19249.0	65.8%	679.6	0.1	72.1	103.0	21.7	27.0	B	PPL	38.11	45.95
GXP	GREAT PLAINS ENE	M	1.6	1.0	14.7	UP	0.07	0.04	4254.5	52.9%	214.1	0.6	68.8	108.2	12.1	15.9	B	GXP	29.59	30.52
AEE	AMEREN CORP ~	L	-3.2	-4.1	15.5	UP	0.75	0.00	7834.0	52.1%	242.6	0.0	77.3	117.3	10.0	13.4	B	AEE	54.69	54.81
LNT	ALLIANT ENERGY	M	-1.0	4.8	13.6	EVEN	0.31	0.14	4564.3	54.2%	227.4	0.2	53.2	136.0	9.7	12.7		LNT	39.32	40.92
OGE	OGE ENERGY CORP	M	-6.2	3.5	18.8	UP	0.66	0.37	2866.7	45.4%	199.7	0.6	50.2	114.4	9.1	12.4	B	OGE	34.78	35.65
ALE	ALLETE INC ~	M	6.8	1.9	13.5	DOWN	0.84	0.13	1558.1	45.4%	49.3	1.1	80.0	127.4	8.9	12.0		ALE	69.91	69.52
CMS	CMS ENERGY CORP	L	0.2	58.0	11.4	UP	0.01	0.36	10034.0	70.3%	278.5	1.0	95.6	126.7	8.8	11.9	B	CMS	45.40	46.24
EE	EL PASO ELECTRIC	M	-0.5	4.2	15.2	UP	0.06	0.52	1360.2	55.8%	40.4	2.7	80.4	129.3	8.7	11.9	B	EE	51.60	53.05
WEC	WISCONSIN ENERG	L	5.1	8.2	19.5	UP	0.63	0.91	10175.6	53.3%	315.6	0.2	73.2	111.4	8.5	11.8	B	WEC	60.52	61.28
SCG	SCANA CORP ~	M	-0.9	6.0	18.4	UP	0.13	0.75	0.0	0.0%	142.9	0.2	73.2	111.2	8.5	12.6		SCG	66.31	63.98
WR	WESTAR ENERGY I	M	4.8	4.9	18.8	UP	0.94	0.57	4018.4	51.3%	142.2	1.0	71.0	130.3	8.4	11.6		WR	52.03	52.85
PCG	PG&E CORP ~	L	3.2	-3.4	7.6	UP	0.87	0.19	18436.0	51.7%	505.0	0.3	83.1	106.6	8.1	10.9		PCG	67.05	66.55
NEE	NEXTERA ENERGY,	L	0.8	6.1	21.1	UP	0.15	0.77	33864.0	58.7%	467.5	0.5	80.6	93.7	8.1	12.2		NEE	133.56	126.28
XEL	XCEL ENERGY INC	L	1.1	5.3	14.0	UP	0.34	0.96	0.0	0.0%	508.7	0.6	71.1	123.6	7.6	11.0		XEL	45.05	43.47
PNW	PINNACLE WEST C	M	0.3	5.5	19.5	UP	0.14	0.33	4324.0	47.0%	111.5	0.8	64.6	131.9	7.3	10.4		PNW	85.09	84.59
DTE	DTE ENERGY CO ~	L	3.2	2.6	10.3	EVEN	0.55	0.25	11830.0	56.5%	179.0	0.5	70.2	106.4	7.1	10.7		DTE	104.59	97.63
POR	PORTLAND GENER	M	1.1	2.4	10.9	UP	0.87	0.11	2350.0	50.4%	88.9	0.6	97.4	118.5	6.9	10.2		POR	45.34	43.89
SO	SOUTHERN CO ~	L	1.9	1.0	21.6	DOWN	0.60	0.07	47457.0	66.4%	984.0	0.0	54.1	99.0	6.8	9.9		SO	49.80	47.30
PNM	PNM RESOURCES I	M	-4.0	51.5	15.5	UP	0.77	0.18	2679.8	61.2%	79.8	1.5	74.7	137.1	6.6	9.5		PNM	37.25	36.51
HE	HAWAIIAN ELECTR	M	0.2	8.4	9.5	UP	0.00	0.82	1811.6	46.7%	108.6	0.6	46.3	84.4	6.5	10.4		HE	33.52	30.35
EIX	EDISON INTERNATI	L	-1.2	6.2	14.6	DOWN	0.33	0.00	12463.0	51.0%	326.0	0.1	92.0	127.7	5.9	9.4		EIX	79.97	75.99
DUK	DUKE ENERGY COR	L	9.1	2.7	17.1	DOWN	0.84	0.28	50382.0	55.4%	697.0	0.6	57.8	108.3	5.7	8.6		DUK	82.50	76.60
ED	CONSOLIDATED ED	L	-1.0	2.4	14.0	UP	0.59	0.73	15828.0	52.8%	304.3	0.3	55.6	117.7	5.2	8.6		ED	79.28	72.29
IDA	IDACORP INC ~	M	4.2	8.4	18.9	EVEN	0.89	0.88	1767.5	45.1%	50.3	1.4	62.9	140.5	4.8	8.1		IDA	84.52	78.81
AEP	AMERICAN ELECTR	L	2.5	-3.9	15.3	UP	0.84	0.14	21969.4	55.9%	491.7	0.1	48.1	235.1	-9.0	-7.4	S	AEP	67.83	32.32
Companies	25		1.2	7.4	15.6		0.49	0.38	11643.1	49.8%				121.8	7.7	11.0				

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Industry	158 Utilities - Regulated Gas					Group	Util		Sector	11 Utilities										
SPH	SUBURBAN PROPA	M	0.1	-23.2	3.8	DOWN	0.00	0.30	1227.6	59.7%	61.0	4.1	36.7	83.4	39.3	38.4		SPH	25.75	20.77
SJI	SOUTH JERSEY IND	M	0.0	4.4	13.1	UP	0.00	0.59	1336.0	52.3%	79.5	1.2	53.1	125.7	10.9	14.0	B	SJI	37.52	39.00
APU	AMERIGAS PARTNE	M	2.4	-10.0	7.5	UP	0.18	0.02	2605.0	69.0%	93.0	0.3	25.2	194.3	10.7	12.1		APU	45.02	34.65
NI	NISOURCE INC ~	M	-6.1	-0.9	11.3	EVEN	0.75	0.01	7909.3	67.4%	323.0	1.7	84.7	164.4	8.6	11.6		NI	24.25	24.30
WGL	WGL HOLDINGS IN	M	-0.8	1.8	8.1	UP	0.16	0.07	2069.6	59.7%	51.2	1.6	69.0	132.8	7.6	10.3		WGL	82.46	78.69
ATO	ATMOS ENERGY CO	M	-5.8	6.4	11.3	UP	0.58	0.87	3504.9	50.4%	105.3	2.6	73.2	136.3	7.1	10.1		ATO	81.02	79.33
VVC	VECTREN CORP ~	M	1.2	4.1	10.8	UP	0.26	0.57	1908.4	52.5%	82.9	0.4	67.4	126.6	6.8	9.8		VVC	59.42	57.30
NJR	NEW JERSEY RESO	M	-2.7	11.0	5.9	UP	0.14	0.36	1408.1	54.4%	86.1	1.6	61.6	174.1	6.7	8.7		NJR	40.35	37.95
CPK	CHESAPEAKE UTILI	S	7.7	9.9	13.4	UP	0.80	0.98	358.9	46.1%	16.3	5.0	47.1	142.2	5.3	8.1		CPK	73.30	70.30
SWX	SOUTHWEST GAS C	M	1.8	8.1	10.2	DOWN	0.26	0.77	1600.1	49.4%	47.5	1.9	63.2	146.9	4.9	7.7		SWX	83.76	78.16
CNP	CENTERPOINT ENE	L	-3.0	-26.9	10.5	DOWN	0.48	0.18	8592.0	71.1%	431.0	0.8	62.9	149.2	4.7	7.3		CNP	28.53	24.44
NWN	NORTHWEST NATU	M	-4.8	-3.8	13.6	UP	0.87	0.84	772.6	50.5%	28.1	1.0	48.6	124.3	4.1	6.6		NWN	59.60	51.21
UGI	UGI CORP ~	L	1.9	4.2	8.3	UP	0.18	0.47	4277.1	58.8%	173.5	1.1	84.4	104.0	4.1	7.8		UGI	50.16	45.07
SR	Spire ~	M	-3.5	1.6	9.7	UP	0.19	0.10	2577.7	59.6%	45.5	1.5	78.6	118.0	3.6	6.5		SR	68.55	63.70
Companies	14		-0.8	-1.0	9.8		0.35	0.44	2867.7	57.2%				137.3	8.9	11.4				
Industry	161 Utilities - Regulated Water					Group	Util		Sector	11 Utilities										
SJW	SJW CORP ~	S	6.0	10.7	19.4	UP	0.93	0.63	447.7	51.9%	20.5	13.1	33.5	105.0	14.4	18.4	B	SJW	48.84	55.00
WTR	AQUA AMERICA IN	M	3.4	11.0	30.2	UP	0.94	0.94	1894.8	50.8%	177.4	0.4	49.8	116.1	8.2	11.0	B	WTR	33.09	33.46
SBS	Cia Saneanento Basico	M	1.5	7.2	13.1	UP	0.05	0.04	3623.6	43.2%	683.5	51.0	17.4	61.2	7.7	17.8		SBS	9.20	8.00
AWK	AMERICAN WATER	M	4.4	173.4	22.8	EVEN	0.97	0.68	7172.0	57.7%	178.0	0.4	84.5	143.6	5.4	7.4		AWK	79.76	73.65
AWR	AMERICAN STATES	S	4.8	11.8	35.2	DOWN	0.75	0.85	411.3	45.5%	36.6	1.5	63.3	132.2	5.1	7.9		AWR	44.52	40.51
ARTNA	Artesian Resource ~	S	4.4	4.5	16.1	UP	0.96	0.63	110.8	44.8%	9.1	10.7	31.3	130.1	4.2	6.8		ARTNA	38.41	34.02
CTWS	CONNECTICUT WA	S	7.0	8.9	23.7	UP	0.93	0.95	234.9	49.7%	11.0	4.3	39.4	133.0	1.7	4.4		CTWS	53.67	47.93
CWT	CALIFORNIA WATE	M	5.8	2.6	9.3	UP	0.92	0.34	655.1	50.1%	48.0	1.6	56.2	161.2	0.9	2.7	S	CWT	35.70	27.38
MSEX	MIDDLESEX WATE	S	4.9	5.5	23.2	UP	0.98	0.71	152.7	41.0%	16.3	2.3	41.5	131.4	0.9	3.5	S	MSEX	38.12	31.83
YORW	YORK WATER CO ~	S	4.7	6.2	36.2	EVEN	0.95	0.93	84.7	42.7%	12.8	1.9	28.3	152.8	-0.8	1.0	S	YORW	37.50	25.35
Companies	10		4.7	24.2	22.9		0.84	0.67	1478.7	47.7%				126.7	4.8	8.1				

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Report Headers Legend

Rev Size = Based on Sales Revenue Size-BI value
Sales Grwth = Sales Growth
EPS Grwth = EPS Growth
Profit Mrgin = Pre-tax Profit Margin
Trend PTP = Trend of Pre-tax Profit

Sales R^2 = Sales Trend Line Predictability
EPS R^2 = EPS Trend Line Predictability
Debt = Long Term Debt
%Debt to Cap = % of Debt to Capitalization
Shares Issued = Common Issued
Inside = Insider Ownership %

Instn = Institutional Ownership %
RV = Relative Value of Current PE to Average PE
PAR = 5 yr Projected Average Return
TR = 5 yr Total Return
Rec = Recommendation
Buy Up To = Recommendation

1. Look for RV,PAR,TR Columns to be Dark Blue.
2. Sales ^2 in upper.90's should indicate good trend lines.
3. Compare PTP (Pre Tax Profit) for individual stock to the Industry
4. Compare % of Debt to Capitalization) for individual stock to the Industry
5. Check Company with Buy reccomendation to PTP Trend. If Down this may be an indication of the Barbed Wire Fence. DO NOT PROCEED!

R ^2			
	.97 to 1.00	1	1.5%
	.90 to 0.96	5	7.7%
	less than .90	59	90.8%

Large Revenue	25	38.5%
Mid Revenue	32	49.2%
Small Revenue	8	12.3%
Companies	65	

PAR			
	14.9 Plus %	3	4.6%
	12.0 to 14.8	2	3.1%
	10.0 to 11.9	5	7.7%
	< 10.0	56	86.2%

Total Return			
	20 Plus	3	4.6%
	14.9 to 19.9	3	4.6%
	10.0 to 14.8	27	41.5%
	< 10.0	32	49.2%

Relative Value			
	85.0 to 110.0	13	20.0%
	70.0 to 84.9	3	4.6%
	110.01 to 115.	3	4.6%
	Market knows something that we don't		
	< 70.0	5	7.7%
	> 115.0	41	63.1%

%Debt to Cap			
	33% or Less	0	0.0%
	33.01 to 40.0	1	1.5%
	40.01 Plus	61	93.8%
	<= Zero	3	4.6%
	Null	0	0.0%

40 Plus: Money goes to the Banks not to You. Compare to Industry

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