



Public Utilities Commission

19-1573-GA-AGG 32

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	19-1573-GA-AGG	

INITIAL 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 be certified as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Brilliant Source Energy LLC
Address 46 Front Street, Berea, Ohio 44017
Telephone No. 4409737199 Web site Address www.brilliantsourceenergy.com

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

Name Brilliant Source Energy LLC
Address 46 Front Street, Berea, Ohio 44017
Web site Address www.brilliantsourceenergy.com Telephone No. 4409737199

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

Brilliant Source Energy LLC

A-5 Contact person for regulatory or emergency matters:

Name Dawn M. Paytosh Title President
Business Address 46 Front Street, Berea, Ohio 44017
Telephone No. 4409737199 Fax No. Email Address dpaytosh@brilliantsourceenergy.com

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 omm

Date Processed 08/12/19

(CBNGS Broker/Aggregator Ver. 1.08, Revised May 2016) Page 1 of 8

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

Name Dawn M. Paytosh Title President
Business address 46 Front Street, Berea, Ohio 44017
Telephone No. 4409737199 Fax No. Email Address www.brilliantsourceenergy.com

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

Customer service address 46 Front Street, Berea, Ohio 44017
Toll-Free Telephone No. 440-973-7199 Fax No. Email Address dpaytosh@brilliantsourceene

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 Dawn M. Paytosh Title President
Business address 46 Front Street, Berea, Ohio 44017
Telephone No. 4409737199 Fax No. Email Address dpaytosh@brilliantsourceenergy.com

A-9 Applicant's federal employer identification number 821042149

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 checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input 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 checked="" 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 checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	September 15, 2019
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	September 15, 2019
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	September 15, 2019
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	September 15, 2019

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,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is 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 to be certified to provide (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 it is seeking to be certified to provide.

- 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 within the past five years.

☒ 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.

☒ 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 the applicant does not produce annual reports, the applicant should 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. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that 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 current 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

[Signature] President

Sworn and subscribed before me this

7th

day of

August

Month

2019

Year

Signature of official administering oath

[Signature]



SANDRA MICHELLE HELMINIAK

Notary Public, State of Ohio
My Commission Expires

4/28/2021

My commission expires on

Notary
Seal



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

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

Case No. -GA-AGG

County of Cuyahoga
State of Ohio

Dawn M. Payton

[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

Dawn M. Payton, President

Sworn and subscribed before me this

7th

day of

August

Month

2019

Year

Signature of Official Administering Oath

Print Name and Title

SANDRA MICHELLE HELMINIAK
Notary Public, State of Ohio
My Commission Expires

My commission expires on

2/28/2021

Notary
Seal



Brilliant Source Energy
46 Front Street
Berea, OH 44017
440-973-7199

A. Application Information:

A-12 Principal Officers

Dawn M. Paytosh, President
46 Front Street, Berea OH 44017
Ph# 440-973-7199

A-13 Company History

Brilliant Source Energy provides energy consulting for commercial and industrial organizations. Operating as a consultant, Dawn Paytosh, President and owner, was the Senior Vice President of Sales over a CRES for years prior, lending 10 years of industry experience.

A-14 Articles of Incorporation and Bylaws



DATE	DOCUMENT ID	DESCRIPTION	FILING	OVER PAYMENT	EXPED	CERT	COPY
03/23/2017	201708105190	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

SHORT & SHEPHERD
24461 DETROIT ROAD, SUITE 340
WESTLAKE, OH 44145

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted

4008108

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

BRILLIANT SOURCE ENERGY LLC

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG

Effective Date: 03/22/2017

Document No(s):

201708105190



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
23rd day of March, A.D. 2017.

Jon Husted

Ohio Secretary of State



Form 533A Prescribed by:
Ohio Secretary of State

JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busserv@OhioSecretaryofState.gov

Date Electronically Filed: 3/22/2017

Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$99

CHECK ONLY ONE (1) BOX

(1) ☒ Articles of Organization for Domestic
For-Profit Limited Liability Company
(115-LCA)

(2) ☐ 2Articles of Organization for Domestic
Nonprofit Limited Liability Company
(115-LCA)

Name of Limited Liability Company BRILLIANT SOURCE ENERGY LLC	
Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Ltd"	
Effective Date (Optional)	<div style="border: 1px solid black; padding: 2px;">3/22/2017</div> (The legal existence of the limited liability company begins upon the filing of the articles or on a later date specified that is not more than ninety days after filing)
This limited liability company shall exist for (Optional)	<div style="border: 1px solid black; height: 20px; width: 150px;"></div> Period of Existence
Purpose (Optional)	<div style="border: 1px solid black; padding: 5px;"> ANY PURPOSE OR PURPOSES FOR WHICH INDIVIDUALS LAWFULLY MAY ASSOCIATE THEMSELVES. </div>
**Note for Nonprofit LLCs The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.	

ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

BRILLIANT SOURCE ENERGY LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

DAWN PAYTOSH

Name of Agent

46 FRONT STREET, UP SUITE

Mailing Address

BEREA

City

OH

State

44017

ZIP Code

ACCEPTANCE OF APPOINTMENT

The undersigned, _____ named herein as the statutory agent

DAWN PAYTOSH

Statutory Agent Name

for

BRILLIANT SOURCE ENERGY LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

DAWN PAYTOSH

Individual Agent's Signature / Signature on Behalf of Business Serving as Agent

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

DAWN PAYTOSH

Signature

AUTHORIZED REPRESENTATIVE

By (If applicable)

Print Name

Signature

By (If applicable)

Print Name

Signature

By (If applicable)

Print Name

A-15 Secretary of State



DATE	DOCUMENT ID	DESCRIPTION	FILING	OVER PAYMENT	EXPED	CERT	COPY
03/23/2017	201708105190	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	88.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

SHORT & SHEPHERD
24481 DETROIT ROAD, SUITE 340
WESTLAKE, OH 44145

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
4008108

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

BRILLIANT SOURCE ENERGY LLC

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG
Effective Date: 03/22/2017

Document No(s):

201708105190



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
23rd day of March, A.D. 2017.

Jon Husted
Ohio Secretary of State

B. Applicant Managerial Capability and Experience:

B-1 Jurisdiction of Operation

n/a

B-2 Experience & Plans

BSE has office hours from 9 am to 5 pm Monday – Friday. BSE also has a dedicated office line and info@BrilliantSourceEnergy.com email which is on our website to provide contracting services, billing statements, and timely responses to customer inquiries and/ or complaints in accordance to Section 4928.10 of the Revised Code.

B-3 Summary of Experience

BSE currently manages 200,0000 annual MWh, 1,000 meters as a consultant via other broker channels. Utility service areas include Ohio, Illinois, Pennsylvania, Florida, and Texas.

B-4 Disclosure of Liabilities and Investigations

n/a

B-5 Disclosure

No

B-6 Disclosure

No

C. Applicant Financial Capability and Experience

C-1 Exhibit Annual Reports

n/a

C-2 SEC Filings

n/a- BSE operates under an LLC and is not required to file with SEC.

C- 3 Financial Statements

Brilliant Source Energy LLC

BALANCE SHEET

As of July 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BSE Checking 6030	206,151.36
Dawn Corp Checking 0743	54,694.21
Total Bank Accounts	\$260,845.57
Other Current Assets	
Undeposited Funds	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$260,845.57
TOTAL ASSETS	\$260,845.57
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
AMEX Credit Card 1007	1,756.83
Capital One SPARK 4420	377.27
Total Credit Cards	\$2,134.10
Total Current Liabilities	\$2,134.10
Total Liabilities	\$2,134.10
Equity	
Opening Balance Equity	-516.95
Owner's Contribution	61,366.67
Owner's Draw	-200,989.30
Retained Earnings	133,623.04
Net Income	265,228.01
Total Equity	\$258,711.47
TOTAL LIABILITIES AND EQUITY	\$260,845.57

Brilliant Source Energy LLC

PROFIT AND LOSS

August 2017 - July 2019

	TOTAL
Income	
Sales	0.00
Audit	132,158.19
Efficiency Consulting	147,121.53
PMP Consulting	6,365.75
Procurement Commission	1,181,992.63
Water	717.00
Total Sales	1,468,355.10
Unapplied Cash Payment Income	0.00
Total Income	\$1,468,355.10
Cost of Goods Sold	
Cost of Goods Sold	39,824.56
Administrative Contractor	16,506.50
Agent Contractor	433,235.40
Supplies & Materials - COGS	60,833.06
Total Cost of Goods Sold	550,399.52
Total Cost of Goods Sold	\$550,399.52
GROSS PROFIT	\$917,955.58
Expenses	
Administration Wages	111,123.22
Payroll Taxes	22,047.25
SEP IRA Contribution	60,673.00
Total Administration Wages	193,843.47
Advertising and Marketing	8,690.54
Bank Charges	2,394.87
Charitable Contribution	14,378.87
Dues and Subscriptions	10,427.40
Energy	792.98
Gifts	12,705.94
Insurance	3,573.99
Health Insurance Premium	9,556.24
Medical	9,216.15
Total Insurance	22,346.38

Legal & Professional Fees	9,577.99
Meals and Entertainment - 100	16,285.95
Office Expenses	5,478.60
Home Office Expense	8,746.61
Total Office Expenses	14,225.21
Postage & Shipping	724.74
Rent	6,328.00
Telephone	11,786.03
Training	543.45
Travel	34,370.96
<hr/>	
	TOTAL
Mileage	23,119.29
Total Travel	57,490.25
Total Expenses	\$382,542.07
NET OPERATING INCOME	\$535,413.51
Other Expenses	
Taxes	99,870.16
Total Other Expenses	\$99,870.16
NET OTHER INCOME	\$ -99,870.16
NET INCOME	\$435,543.35

C-4 Financial Arrangements

n/a

C-5 Forecasted Financial Statements

Brilliant Source Energy LLC Profit and Loss

2 Year Forecast for Electric related activities in the State of Ohio

	<u>Year 2020</u>	<u>Year 2021</u>
Income		
Sales		
Procurement Commission	638,392.32	1,276,784.64
Total Sales	\$638,392.32	\$1,276,784.64
Total Income	\$638,392.32	\$1,276,784.64
Cost of Goods Sold		
Contractor	185,914.82	371,829.65
Cost of Goods Sold	40,000.00	80,000.00
Total Cost of Goods Sold	\$225,914.82	\$ 451,829.65
Gross Profit	\$412,477.50	\$ 824,954.99
Expenses		
Total Expenses	\$140,793.19	\$ 281,586.38
Net Operating Income	\$271,684.30	\$ 543,368.61

Prepared by:
Dawn M. Paytosh
President
Brilliant Source Energy LLC
46 Front Street
Berea, Ohio 44017
Ph# 440-973-7199

C-6 Credit Rating

n/a

C-7 Credit Report

n/a

C-8 Bankruptcy Information

n/a

C-9 Merger Information

n/a

C-10 Merger Information

BSE is a standalone, operating under an LLC with no affiliate or subsidiary companies.



Brilliant Source Energy
46 Front Street
Berea, OH 44017
440-973-7199

A. Application Information:

A-12 Principal Officers

Dawn M. Paytosh, President
46 Front Street, Berea OH 44017
Ph# 440-973-7199

A-13 Company History

Brilliant Source Energy provides energy consulting for commercial and industrial organizations. Operating as a consultant, Dawn Paytosh, President and owner, was the Senior Vice President of Sales over a CRES for years prior, lending 10 years of industry experience.

A-14 Articles of Incorporation and Bylaws



DATE	DOCUMENT ID	DESCRIPTION	FILING	OVER PAYMENT	EXPED	CERT	COPY
03/23/2017	201708105190	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

SHORT & SHEPHERD
24461 DETROIT ROAD, SUITE 340
WESTLAKE, OH 44145

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
4008108

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

BRILLIANT SOURCE ENERGY LLC

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG

Effective Date: 03/22/2017

Document No(s):

201708105190



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
23rd day of March, A.D. 2017.

Jon Husted

Ohio Secretary of State



Form 533A Prescribed by:
Ohio Secretary of State

JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busserv@OhioSecretaryofState.gov

Date Electronically Filed: 3/22/2017

Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$99

CHECK ONLY ONE (1) BOX

(1) ☒ Articles of Organization for Domestic
For-Profit Limited Liability Company
(115-LCA)

(2) ☐ Articles of Organization for Domestic
Nonprofit Limited Liability Company
(115-LCA)

Name of Limited Liability Company **BRILLIANT SOURCE ENERGY LLC**

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "ltd.," or "ltd"

Effective Date **3/22/2017**

(Optional)

mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing of the articles or on a later date specified that is not more than ninety days after filing)

This limited liability company shall exist for

(Optional)

Period of Existence

Purpose
(Optional)

**ANY PURPOSE OR PURPOSES FOR WHICH INDIVIDUALS LAWFULLY MAY ASSOCIATE
THEMSELVES.**

****Note for Nonprofit LLCs**

The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.

ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

BRILLIANT SOURCE ENERGY LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

DAWN PAYTOSH

Name of Agent

46 FRONT STREET, UP SUITE

Mailing Address

BEREA

City

OH

State

44017

ZIP Code

ACCEPTANCE OF APPOINTMENT

The undersigned, _____ named herein as the statutory agent

DAWN PAYTOSH

Statutory Agent Name

for

BRILLIANT SOURCE ENERGY LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

DAWN PAYTOSH

Individual Agent's Signature / Signature on Behalf of Business Serving as Agent

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

DAWN PAYTOSH

Signature

AUTHORIZED REPRESENTATIVE

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

A-15 Secretary of State



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State of Ohio
Office of the Secretary of State

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Secretary of State at Columbus, Ohio this
23rd day of March, A.D. 2017.

Jon Husted

Ohio Secretary of State

B. Applicant Managerial Capability and Experience:

B-1 Jurisdiction of Operation

n/a

B-2 Experience & Plans

BSE has office hours from 9 am to 5 pm Monday – Friday. BSE also has a dedicated office line and info@BrilliantSourceEnergy.com email which is on our website to provide contracting services, billing statements, and timely responses to customer inquiries and/ or complaints in accordance to Section 4928.10 of the Revised Code.

B-3 Summary of Experience

BSE currently manages 200,0000 annual MWh, 1,000 meters as a consultant via other broker channels. Utility service areas include Ohio, Illinois, Pennsylvania, Florida, and Texas.

B-4 Disclosure of Liabilities and Investigations

n/a

B-5 Disclosure

No

B-6 Disclosure

No

C. Applicant Financial Capability and Experience

C-1 Exhibit Annual Reports

n/a

C-2 SEC Filings

n/a- BSE operates under an LLC and is not required to file with SEC.

C- 3 Financial Statements

Brilliant Source Energy LLC

BALANCE SHEET

As of July 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BSE Checking 6030	206,151.36
Dawn Corp Checking 0743	54,694.21
Total Bank Accounts	\$260,845.57
Other Current Assets	
Undeposited Funds	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$260,845.57
TOTAL ASSETS	\$260,845.57
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
AMEX Credit Card 1007	1,756.83
Capital One SPARK 4420	377.27
Total Credit Cards	\$2,134.10
Total Current Liabilities	\$2,134.10
Total Liabilities	\$2,134.10
Equity	
Opening Balance Equity	-516.95
Owner's Contribution	61,366.67
Owner's Draw	-200,989.30
Retained Earnings	133,623.04
Net Income	265,228.01
Total Equity	\$258,711.47
TOTAL LIABILITIES AND EQUITY	\$260,845.57

Brilliant Source Energy LLC

PROFIT AND LOSS

August 2017 - July 2019

	TOTAL
Income	
Sales	0.00
Audit	132,158.19
Efficiency Consulting	147,121.53
PMP Consulting	6,365.75
Procurement Commission	1,181,992.63
Water	717.00
Total Sales	1,468,355.10
Unapplied Cash Payment Income	0.00
Total Income	\$1,468,355.10
Cost of Goods Sold	
Cost of Goods Sold	39,824.56
Administrative Contractor	16,506.50
Agent Contractor	433,235.40
Supplies & Materials - COGS	60,833.06
Total Cost of Goods Sold	550,399.52
Total Cost of Goods Sold	\$550,399.52
GROSS PROFIT	\$917,955.58
Expenses	
Administration Wages	111,123.22
Payroll Taxes	22,047.25
SEP IRA Contribution	60,673.00
Total Administration Wages	193,843.47
Advertising and Marketing	8,690.54
Bank Charges	2,394.87
Charitable Contribution	14,378.87
Dues and Subscriptions	10,427.40
Energy	792.98
Gifts	12,705.94
Insurance	3,573.99
Health Insurance Premium	9,556.24
Medical	9,216.15
Total Insurance	22,346.38

Legal & Professional Fees	9,577.99
Meals and Entertainment - 100	16,285.95
Office Expenses	5,478.60
Home Office Expense	8,746.61
Total Office Expenses	14,225.21
Postage & Shipping	724.74
Rent	6,328.00
Telephone	11,786.03
Training	543.45
Travel	34,370.96
<hr/>	
	TOTAL
Mileage	23,119.29
Total Travel	57,490.25
Total Expenses	\$382,542.07
NET OPERATING INCOME	\$535,413.51
Other Expenses	
Taxes	99,870.16
Total Other Expenses	\$99,870.16
NET OTHER INCOME	\$ -99,870.16
NET INCOME	\$435,543.35

C-4 Financial Arrangements

n/a

C-5 Forecasted Financial Statements

Brilliant Source Energy LLC Profit and Loss

2 Year Forecast for Electric related activities in the State of Ohio

	<u>Year 2020</u>	<u>Year 2021</u>
Income		
Sales		
Procurement Commission	638,392.32	1,276,784.64
Total Sales	\$638,392.32	\$1,276,784.64
Total Income	\$638,392.32	\$1,276,784.64
Cost of Goods Sold		
Contractor	185,914.82	371,829.65
Cost of Goods Sold	40,000.00	80,000.00
Total Cost of Goods Sold	\$225,914.82	\$ 451,829.65
Gross Profit	\$412,477.50	\$ 824,954.99
Expenses		
Total Expenses	\$140,793.19	\$ 281,586.38
Net Operating Income	\$271,684.30	\$ 543,368.61

Prepared by:

Dawn M. Paytosh

President

Brilliant Source Energy LLC

46 Front Street

Berea, Ohio 44017

Ph# 440-973-7199

C-6 Credit Rating

n/a

C-7 Credit Report

n/a

C-8 Bankruptcy Information

n/a

C-9 Merger Information

n/a

C-10 Merger Information

BSE is a standalone, operating under an LLC with no affiliate or subsidiary companies.