

FILE

19-1574-EL-AGG

32



PUCO USE ONLY		
Date Received	Case Number	Version
	19-1574-EL-AGG	May 2016

**INITIAL CERTIFICATION APPLICATION FOR ELECTRIC AGGREGATORS/ POWER BROKERS**

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 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 input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

**A. APPLICANT INFORMATION**

**A-1 Applicant intends to be certified as: (check all that apply)**

☒ Power Broker ☐ Aggregator

**A-2 Applicant's legal name, address, telephone number and web site address**

Legal Name Brilliant Source Energy LLC  
Address 46 Front Street, Berea, Ohio 44017  
Telephone # (440) 973-7199 Web site address (if any) www.brilliantsourceenergy.com

**A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio**

Legal Name Brilliant Source Energy LLC  
Address 46 Front Street, Berea, Ohio 44017  
Telephone # (440) 973-7199 Web site address (if any) www.brilliantsourceenergy.com

**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

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 mm Date Processed 08/12/19

RECEIVED-DOCKETING DIV  
2019 AUG 12 PM 1:52  
PUCO

Business address 46 Front Street, Berea, Ohio 44017  
Telephone # (440) 973-7199 Fax # \_\_\_\_\_  
E-mail address dpaytosh@brilliantsourceenergy.com

**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 # (440) 973-7199 Fax # \_\_\_\_\_  
E-mail address dpaytosh@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 # (440) 973-7199 Fax # \_\_\_\_\_  
E-mail address dpaytosh@brilliantsourceenergy.com

**A-8 Applicant's federal employer identification number # 821042149**

**A-9 Applicant's form of ownership (check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                     |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation                         | <input type="checkbox"/> Other _____                     |

**A-10 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).**

- |  |                                      |                                     |                                     |                                     |
|--|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> <b>First Energy</b>             |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> Ohio Edison                     | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison                   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Duke Energy</b>              | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Monongahela Power</b>        | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>American Electric Power</b>  |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> Ohio Power                      | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power         | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Dayton Power and Light</b>   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

- A-11** Provide the approximate start date that the applicant proposes to begin delivering services  
September 15, 2019

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-12** **Exhibit A-12 "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-13** **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14** **Exhibit A-14 "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-15** **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

## **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 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 or wholesale electric services including aggregation services.
- B-2** **Exhibit B-2 "Experience & Plans,"** provide a 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 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

**B-4** **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever 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** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ 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.

## **C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports)

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the 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 financial 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.

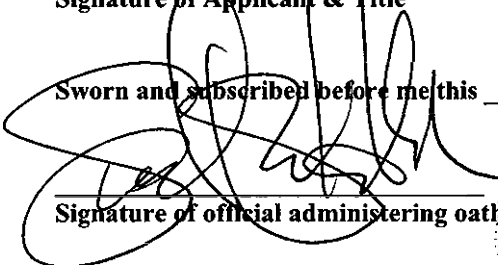
If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.


**C-5 Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant’s **ELECTRIC 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 credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, 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 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 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.

  
Signature of Applicant & Title President

Sworn and subscribed before me this 7 day of August, 2019.  
Month Year

  
Signature of official administering oath

  
SANDRA MICHELLE HELMINIAK  
Notary Public, State of Ohio  
My Commission Expires 2/28/2021

My commission expires on \_\_\_\_\_



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](http://www.OhioSecretaryofState.gov)  
[Busserv@OhioSecretaryofState.gov](mailto: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  
(Optional)

3/22/2017

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



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  
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](mailto: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
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BSE Checking 6030	206,151.36
<del>Dawn Corp</del> Checking 0743	54,694.21
<b>Total Bank Accounts</b>	<b>\$260,845.57</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$260,845.57</b>
<b>TOTAL ASSETS</b>	<b>\$260,845.57</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
AMEX Credit Card 1007	1,756.83
Capital One SPARK 4420	377.27
<b>Total Credit Cards</b>	<b>\$2,134.10</b>
<b>Total Current Liabilities</b>	<b>\$2,134.10</b>
<b>Total Liabilities</b>	<b>\$2,134.10</b>
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
<b>Total Equity</b>	<b>\$258,711.47</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$260,845.57</b>

# Brilliant Source Energy LLC

## PROFIT AND LOSS

August 2017 - July 2019

	TOTAL
<b>Income</b>	
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
<b>Total Sales</b>	<b>1,468,355.10</b>
Unapplied Cash Payment Income	0.00
<b>Total Income</b>	<b>\$1,468,355.10</b>
<b>Cost of Goods Sold</b>	
Cost of Goods Sold	39,824.56
Administrative Contractor	16,506.50
Agent Contractor	433,235.40
Supplies & Materials - COGS	60,833.06
<b>Total Cost of Goods Sold</b>	<b>550,399.52</b>
<b>Total Cost of Goods Sold</b>	<b>\$550,399.52</b>
<b>GROSS PROFIT</b>	<b>\$917,955.58</b>
<b>Expenses</b>	
Administration Wages	111,123.22
Payroll Taxes	22,047.25
SEP IRA Contribution	60,673.00
<b>Total Administration Wages</b>	<b>193,843.47</b>
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
<b>Total Insurance</b>	<b>22,346.38</b>

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

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

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.

# **AFFIDAVIT**

State of Ohio :

Berza ss.  
(Town)

County of Cuyahoga

Dawn M. Payton Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Brilliant Source Energy (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

[Signature] President  
Signature of Affiant & Title

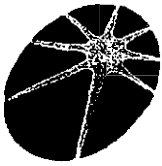
Sworn and subscribed before me this 7 day of August, 2019  
Month Year

[Signature]  
Signature of official administering oath



SANDRA MICHELLE HELMINIAK  
Notary Public and Title  
My Commission Expires 2/28/2021

My commission expires on \_\_\_\_\_



**BRILLIANT  
SOURCE  
ENERGY**

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.

**Ohio Secretary of State**



Form 533A Prescribed by:  
Ohio Secretary of State  
**JON HUSTED**  
Ohio Secretary of State

Date Electronically Filed: 3/22/2017

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

## 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



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](mailto: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
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BSE Checking 6030	206,151.36
Dawn Corp Checking 0743	54,694.21
<b>Total Bank Accounts</b>	<b>\$260,845.57</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$260,845.57</b>
<b>TOTAL ASSETS</b>	<b>\$260,845.57</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
AMEX Credit Card 1007	1,756.83
Capital One SPARK 4420	377.27
<b>Total Credit Cards</b>	<b>\$2,134.10</b>
<b>Total Current Liabilities</b>	<b>\$2,134.10</b>
<b>Total Liabilities</b>	<b>\$2,134.10</b>
Equity	
Opening Balance Equity	-516.95
Owner's Contribution	81,366.67
Owner's Draw	-200,989.30
Retained Earnings	133,623.04
Net Income	265,228.01
<b>Total Equity</b>	<b>\$258,711.47</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$260,845.57</b>

# 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
<b>Total Sales</b>	<b>1,468,355.10</b>
Unapplied Cash Payment Income	0.00
<b>Total Income</b>	<b>\$1,468,355.10</b>
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
<b>Total Cost of Goods Sold</b>	<b>550,399.52</b>
<b>Total Cost of Goods Sold</b>	<b>\$550,399.52</b>
<b>GROSS PROFIT</b>	<b>\$917,955.58</b>
Expenses	
Administration Wages	111,123.22
Payroll Taxes	22,047.25
SEP IRA Contribution	60,673.00
<b>Total Administration Wages</b>	<b>193,843.47</b>
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
<b>Total Insurance</b>	<b>22,346.38</b>

Legal & Professional Fees	9,577.99
Meals and Entertainment - 100	16,285.95
Office Expenses	5,478.60
Home Office Expense	8,746.61
<b>Total Office Expenses</b>	<b>14,225.21</b>
Postage & Shipping	724.74
Rent	6,328.00
Telephone	11,786.03
Training	543.45
Travel	34,370.96

	<b>TOTAL</b>
Mileage	23,119.29
<b>Total Travel</b>	<b>57,490.25</b>
<b>Total Expenses</b>	<b>\$382,542.07</b>
<b>NET OPERATING INCOME</b>	<b>\$535,413.51</b>
Other Expenses	
Taxes	99,870.16
<b>Total Other Expenses</b>	<b>\$99,870.16</b>
<b>NET OTHER INCOME</b>	<b>\$ -99,870.16</b>
<b>NET INCOME</b>	<b>\$435,543.35</b>

#### 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

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

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.