



DIS Case Number: 14-1194-EL-AGG

## Section A: Application Information

### A-1. Provider type:

☒ Power Broker    ☐ Aggregator    ☐ Retail Generation Provider    ☐ Power Marketer

### A-2. Applicant's legal name and contact information.

**Legal Name:** Premiere Marketing LLC    **Country:** United States  
**Phone:** 8622108770    **Extension (if applicable):**    **Street:** 695 ROUTE 46 W STE 408  
**Website (if any):** www.transparentedge.com    **City:** Fairfield    **Province/State:** NJ  
**Postal Code:** 07004

### A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name	Type	Address	Active?	Proof
Transparent Energy	DBA	695 Route 46 West Suite 408 Fairfield, NJ 07004	Yes	File

### A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
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### A-5. Contact person for regulatory matters



## Public Utilities Commission

Sohil Desai  
695 ROUTE 46 W STE 408  
Fairfield, NJ 07004  
US  
compliance1@transparentedge.com  
8622108770

### A-6. Contact person for PUCO Staff use in investigating consumer complaints

Jamil Ahmed  
695 Route 46 W, Ste 408  
Fairfield, NJ 07004  
US  
jamila@myenergyauction.com  
8622108770

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

<b>Phone:</b> 8777243432	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b>	<b>Extension (if applicable):</b>	<b>Street:</b> 695 Route 46 West Suite 408
<b>Email:</b> compliance@transparentedge.com		<b>City:</b> Fairfield
		<b>Province/State:</b> NJ
		<b>Postal Code:</b> 07004

### A-8. Applicant's federal employer identification number

270710325

### A-9. Applicant's form of ownership

**Form of ownership:** Limited Liability Company (LLC)

### A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

#### Service area selection

Duke Energy Ohio  
FirstEnergy - Cleveland Electric Illuminating

FirstEnergy - Ohio Edison  
FirstEnergy - Toledo Edison  
AES Ohio  
American Electric Power (AEP)

**Class of customer selection**

Commercial  
Industrial  
Mercantile

**A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 08-11-2014

**A-12. Principal officers, directors, and partners**

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Paul Shagawat	compliance@transparented ge.com		695 Route 46 W Suite 408 Fairfield, NJ 07004 US

**A-13. Company history**

Premiere Marketing LLC is an energy management services firm that brings together the processes, expertise and technologies to take the complexity out of energy management and turn it into bottom-line savings for the businesses, organizations and governments we serve. The firm was established by Managing Partners, Dustin Scarpa & Paul Shagawat in August 2009. Using our proprietary software for transacting electricity, natural gas, and green power, Premiere Marketing LLC helps customers lower their total energy spend by leveraging a superior process and utilizing best in class planning which includes risk management, sourcing, sustainability, maximization of energy incentives, as well as continued energy management monitoring.

**A-14. Secretary of State**

Secretary of State Link:

## Section B: Applicant Managerial Capability and Experience

### **B-1. Jurisdiction of operations**

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: New Jersey  
Rhode Island  
New Hampshire  
Maryland  
Washington DC  
Massachusetts  
Illinois  
Maine  
Connecticut  
Texas  
Ohio  
Pennsylvania

### **B-2. Experience and plans**

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Since 2009, Premiere Marketing LLC has been working with clients across multiple energy deregulated markets, assisting to determine the best procurement solutions based on each entity's portfolio and organizational goals. Services include ongoing tracking of contract performance, continual market monitoring for procurement opportunities, addressing contractual issues that arise, and supplier dispute resolution.

While Premiere Marketing LLC provides email and toll-free phone hotlines to receive and respond to customer inquiries and complaints and to provide general customer support, most interaction between Premiere Marketing LLC's customers and staff occurs on direct lines and emails and is often initiated by Premiere Marketing LLC to ensure that customers are notified in a timely fashion of market trends, hedging opportunities, and important supplier communications.

Our proactive and transparent approach to consultation and brokering services includes provision of analogous language and terms across the supply contracts customers review and



ultimately select; full interpretation of any components about which clients are unsure - in addition to full explanation of supply costs, these include all terms and conditions such as term, relevant penalties, supplier service requirements, and proper contacts in the event that clients want to reach the supplier, utility, or consultant.

### **B-3. Disclosure of liabilities and investigations**

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

Liability and Investigations Disclosures: For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, there are NO existing, pending, or past rulings, judgments, findings, or contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

### **B-4. Disclosure of consumer protection violations**

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

**No**

### **B-5. Disclosure of certification, denial, curtailment, suspension or revocation**

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

**No**



## Section C: Applicant Financial Capability and Experience

### C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply

### C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

File(s) attached

### C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio**.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods.



## Public Utilities Commission

Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

File(s) attached

### C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 'Not Rated'.

This does not apply

### C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

File(s) attached

### C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?



## Public Utilities Commission

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

### **C-7. Merger information**

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

### **C-8. Corporate structure**

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

## **Section D: Applicant Technical Capacity**

### **D-1. Operations**

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Operations Description: Premiere Marketing LLC will perform the following business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers in order customer satisfaction and ensure the best results and accuracy for each respective client:





## Public Utilities Commission

Premiere Marketing LLC is an energy management services firm that brings together the processes, expertise and technologies to take the complexity out of energy management and turn it into bottom-line savings for the businesses, organizations and governments we serve. To date, we have transacted a vast amount in energy, demand responses and environmental commodities on behalf of our customers, creating great value value for them. Using our proprietary software for transacting electricity, natural gas, and green power, Premiere Marketing LLC helps customers lower their total

energy spend by leveraging a superior process and utilizing best in class planning which includes risk management, sourcing, sustainability, maximization of energy incentives, as well as continued energy management monitoring.

### **D-2. Operations Expertise & Key Technical Personnel**

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities  
Commission

# Application Attachments



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
12/17/2013	201335101036	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	.00		.00	.00

**Receipt**

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

PREMIERE MARKETING LLC  
75 LANE ROAD  
STE 203  
FAIRFIELD, NJ 07004

# STATE OF OHIO CERTIFICATE

**Ohio Secretary of State, Jon Husted**

**2253654**

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

**PREMIERE MARKETING LLC**

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

Document(s)

**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):

**201335101036**

**Effective Date: 12/16/2013**



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 17th day of December,  
A.D. 2013.

Ohio Secretary of State



Form 533B 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)

Mail this form to one of the following:

Regular Filing (non expedite)  
P.O. Box 670  
Columbus, OH 43216

Expedite Filing (Two-business day processing  
time requires an additional \$100.00).  
P.O. Box 1390  
Columbus, OH 43216

## Registration of a Foreign Limited Liability Company ( Filing Fee: \$125 )

CHECK ONLY ONE (1) BOX

- (1) ☒ Registration of a Foreign For-Profit Limited Liability Company  
(106-LFA)  
ORC 1705

Jurisdiction of Formation

Date of Formation

- (2) ☐ Registration of a Foreign Nonprofit Limited Liability Company  
(106-LFA)  
ORC 1705

Jurisdiction of Formation

Date of Formation

Name of Limited Liability Company in its jurisdiction of formation

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

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

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

Name

Mailing Address

City

State

ZIP Code

The limited liability company hereby appoints the following as its agent upon whom process against the limited liability company may be served in the state of Ohio. The name and complete address of the agent is

Registered Agents Inc

Name

2012 W 25th STE 501

Mailing Address

Cleveland

City

Ohio

State

44113

ZIP Code

☐ If the agent is an individual and using a P.O. Box, check this box to confirm that the agent is an Ohio resident.

The limited liability company irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the Ohio Secretary of State if:

- a. an agent is not appointed, or
- b. an agent is appointed but the authority of that agent has been revoked, or
- c. the agent cannot be found or served after the exercise of reasonable diligence.

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.

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

## D-2

**Exhibit D - 2 “Operations expertise and key personnel ”**

Since 2009, Premiere Marketing LLC has offered various services and has experience and technical expertise in performing operations described in this application.

Below are key areas we offer as a result of our experienced team:

1. **Market Research & Intelligence** - The following primary energy market information will be made available:
  - o Monthly market reports and bi-annual price forecasts,
  - o Updates and analyses of regulatory and legislative matters.
2. **Strategic Procurement Recommendations** - Prepare and periodically update a Strategic Procurement Analysis Report which will include the following:
  - o Summary of Client’s energy procurement needs and exposure by site, including all hedged and un-hedged positions.
  - o Review of current and forecasted market conditions for all relevant markets, including fundamental and technical analysis of commodity cost drivers.
  - o Procurement recommendation for each site reflecting Client’s objectives and current market conditions.
3. **Procurement & Supply Management** - Premiere Marketing LLC will manage all aspects of electricity and natural gas sourcing including the following:
  - o Data collection, analysis and dissemination of requests for proposal (RFPs) to vetted suppliers,
  - o Customized reverse auctions,
  - o Summary of results from each pricing exercise, including key agreement terms,
  - o Assistance with negotiation of final energy supplier agreements.
4. **Client Services** - Premiere Marketing LLC will manage post procurement activities:
  - o Energy Agreements –Provide Client the fully executed energy supplier agreement,
  - o Contract Monitoring – Monitor the agreement to ensure proper transition between suppliers,
  - o Supplier interaction – Prompt assistance to resolve billing or service issues with suppliers.
5. **Energy Data Management** - Client will have access to account information and market reports:
  - o Executive summary of all current and pending supply agreements,
  - o Copies of all supply agreements,
  - o All Premiere Marketing LLC market research and regulatory reports, and
  - o Historical market data and charts.
6. **Communications** - At a minimum, 12 months before customers energy contracts expire. Transparent Energy will have a Representative perform a 10-15-minute onsite meeting to discuss with Client the following matters:
  - o Current energy market price trends and outlook and future Market prices at this time,
  - o Development of new risk management strategy based off customers business goals and objectives,
  - o Craft plan to start monitoring market prices daily to ensure that business goals and objectives are met,
  - o New or additional Energy procurement opportunities,
  - o Changes at the site which could impact energy usage or supply agreements.

D-2

**Exhibit D - 2 "Operations Expertise and Key Technical Personnel"**

**Key Personnel**

**Dustin Scarpa**

**Title: Managing Partner**

**Email Address: [compliance@transparentedge.com](mailto:compliance@transparentedge.com)**

**Phone Number: 862-210-8770**

**Background:**

**With Over 10 years of experience, Dustin Scarpa oversees our business development team and ensures that our sales process and consulting efforts are running efficiently and ethnically.**

**Paul Shagawat**

**Title: Managing Partner**

**Email Address: [compliance@transparentedge.com](mailto:compliance@transparentedge.com)**

**Phone Number: 862-210-8770**

**Background:**

**With Over 10 years of experience like Dustin, Paul directly corresponds and oversees our operational staff which includes our energy procurement management team, our client services team, along with many other individuals. This ensures that all of our clients' accounts are being monitored and are protected to ensure the best positive outcome.**

# Competitive Retail Electric Service Affidavit

County of Essex :

State of New Jersey

Paul Shagawet, 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, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The 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. The applicant 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 will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant 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 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, 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.
11. The Applicant will inform the Public Utilities Commission of Ohio 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 consumer complaints.



12. The facts set forth above are true and accurate 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.

13. Affiant further sayeth naught.

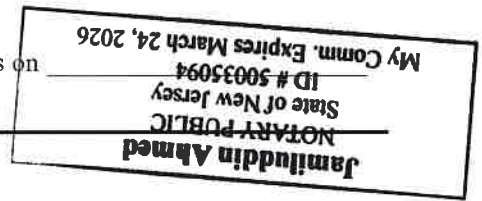
Paul Shyaway Managing Partner  
Signature of Affiant & Title

Sworn and subscribed before me this 12<sup>th</sup> day of July, 2022  
Month Year

[Signature]  
Signature of official administering oath

Jamil Ahmed.  
Print Name and Title

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



### C-3. Forecasted financial statements

<i>Year</i>	<i>Revenue</i>		<i>Administrative Expenses</i>		<i>Income</i>
<b>2022</b>	\$	9,921.88	\$	800.00	\$ 9,121.88
<b>2023</b>	\$	12,402.35	\$	1,000.00	\$ 11,402.35
<b>2024</b>	\$	15,502.94	\$	1,250.00	\$ 14,252.94

Update your information with D-U-N-S® Manager

Report as of: 07-12-2022

Premiere Marketing LLC

Alerts:

ACTIVE

SINGLE LOCATION

Address:

695 US Highway 46 Ste 408, Fairfield, NJ, 07004, United States

Affiliate offer

Manage your business with ClientBooks from 1-800Accountant. Your first two months are free.

Start for Free

1-800ACCOUNTANT™

Dun & Bradstreet offer

Transform your inbox into a more powerful sales tool with D&B Email IQ Sign up to receive 50 free contacts every month

Sign up now

SCORES AND RATINGS			
PAYDEX® Score ⓘ	Delinquency Predictor Percentile ⓘ	Financial Stress Percentile ⓘ	Supplier Evaluation Risk Rating ⓘ
<div>↔</div> <div>NO CHANGE</div> <div>SINCE 2020-07-24</div>	<div>↔</div> <div>NO CHANGE</div> <div>SINCE 2020-07-24</div>	<div>↔</div> <div>NO CHANGE</div> <div>SINCE 2020-07-24</div>	<div>←</div> <div>NO CHANGE</div> <div>SINCE 2020-07-24</div>

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COMPANY PROFILE ⓘ			>
D-U-N-S	Mailing Address	Annual Sales	
07-935-4276	United States	US\$ 2,885,207	
Business Form	Telephone	Employees ⓘ	
Corporation	(862) 210-8770	14 (14 here)	
Ownership		Age (Year Started)	

Not publicly traded

13 (2009)

Named Principal

Paul Shagawat, Member

Line of Business

Business consulting services

LEGAL EVENTS ⓘ		
Events	Open Count	Last Filed
Bankruptcies	0	-
Judgments	0	-
Liens	1	04-07-2017
Suits	0	-
UCC	0	-

TRADE PAYMENTS ⓘ

Highest Past Due

US\$ 0

Highest Now Owing

Total Trade Experiences

US\$ 100

10

Largest High Credit

Average High Credit

US\$ 250

US\$ 133

OWNERSHIP ⓘ

This company is a **Single Location**.

Total Members in Family Tree - 0

Subsidiaries

Branches

-

-

FINANCIAL OVERVIEW ⓘ

Source:

INQUIRIES ⓘ

12 Month Summary

Total number of Inquiries

Unique Customers

6 ⓘ

6

\*Trade References will be added subject to Dun & Bradstreet verification and acceptance. Dun & Bradstreet cannot guarantee that trade references will be accepted or that accepted trade references will impact your business credit file. Please see <https://www.dandb.com/glossary/trade-references/> for eligibility, process and other information regarding Trade References.

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# PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY

## Balance Sheet

As of December 31, 2021

	<u>Dec 31, 21</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	1,693,899.46
<b>Other Current Assets</b>	
1101 · Allowance for Doubtful Contract	(64,114.50)
1205 · A/R adjustment	353,843.11
1400 · Prepaid Insurance	10,694.61
<b>Total Other Current Assets</b>	<u>300,423.22</u>
<b>Total Current Assets</b>	1,994,322.68
<b>Fixed Assets</b>	
1500 · Furniture & Fixtures	1,631.23
1520 · Office Equipment	15,825.53
1530 · Accum Depreciation - Ofc Equip	(11,985.57)
1540 · Computer Equipment	65,870.53
1541 · Accum Depreciation - Cpr Equip	(73,513.88)
1600 · Computer Software	375,000.00
1601 · Accum Amortization - Software	(367,014.51)
<b>Total Fixed Assets</b>	5,813.33
<b>Other Assets</b>	
1800 · Security Deposits	20,842.62
1850 · Quip Investment	500,000.00
1860 · BR Brands Investment	120,425.00
1950 · Member Loans Receivable	69,148.95
<b>Total Other Assets</b>	<u>710,416.57</u>
<b>TOTAL ASSETS</b>	<u><b>2,710,552.58</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Credit Cards	24,039.24
<b>Other Current Liabilities</b>	
2200 · Accrued Expenses	1,415,394.65
<b>Total Other Current Liabilities</b>	<u>1,415,394.65</u>
<b>Total Current Liabilities</b>	1,439,433.89
<b>Long Term Liabilities</b>	
2500 · PPP Loan	391,225.00
2950 · Deferred Revenue	1,207,233.78
<b>Total Long Term Liabilities</b>	<u>1,598,458.78</u>
<b>Total Liabilities</b>	3,037,892.67
<b>Equity</b>	<u>(327,340.09)</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>2,710,552.58</b></u>

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY****Profit & Loss**

January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	6,598,804.00
Cost of Goods Sold	
5000 · Cost of Goods Sold	
Direct	
5005 · Channel Partners	1,509,937.84
5015 · Salaried Commissions	111,393.75
5020 · Outside Services Commissions	32,309.59
5025 · COGS Cash to Accrual	269,132.82
Total Direct	1,922,774.00
Indirect	
5035 · Outside Services	431,766.39
5040 · Revenue Generating Salaries	
5041 · Bonuses	196,528.91
5040 · Revenue Generating Salaries - Other	928,179.87
Total 5040 · Revenue Generating Salaries	1,124,708.78
5045 · Direct Payroll Taxes	92,833.07
Total Indirect	1,649,308.24
Total 5000 · Cost of Goods Sold	3,572,082.24
Total COGS	3,572,082.24
Gross Profit	3,026,721.76
Expense	
5500 · Guaranteed Payments - D S	100,000.00
5510 · Guaranteed Payments - P S	564,542.59
6010 · Office Salaries	841,052.08
6020 · State Taxes	2,368.04
6050 · Payroll Tax Expense	73,728.66
6085 · Outside Consultants	54,602.95
6090 · Legal Fees	29,774.33
6100 · Accounting Fees	16,675.00
6105 · Placement Fees	16,365.00
6120 · Rent Expense	107,929.14
6130 · Telephone	12,331.66
6140 · Utilities	7,596.21
6170 · Office Expense	47,024.41
6180 · Postage & Delivery Expense	702.44
6220 · Marketing Expenses	71,302.88
6230 · Auto Fuel & Repairs Expense	106.69
6240 · Automobile Lease Expense	120,040.00
6260 · Automobile Parking & Tolls	1,339.84
6270 · Travel Expenses	57,417.49
6280 · Meals & Entertainment	64,374.15
6290 · Insurance - General	12,391.29
6310 · Insurance - Health	56,567.11
6342 · Internet & Website Services	48,802.70
6343 · Computer Services	42,531.00
6345 · Depreciation	122,057.00
6350 · Annual Report	105.00
6360 · Licenses & Fees	4,881.29
6370 · Professional Dues	3,663.33
6371 · Consulting Expense	419,490.60
6410 · Contributions	22,921.79
6420 · Cleaning Services	338.45
6460 · Bank Charges	228.00
8225 · Data Processing Fees	38,719.75
Total Expense	2,961,970.87
Net Ordinary Income	64,750.89

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**

**Profit & Loss**

**January through December 2020**

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	<u>Jan - Dec 20</u>
Other Income/Expense	
Other Income	
9900 · Gain on Extinguishment of Debt	<u>372,900.00</u>
Total Other Income	<u>372,900.00</u>
Other Expense	
9500 · Bad Debt Expense	4,662.00
9600 · Management Fees - UA	<u>120,000.00</u>
Total Other Expense	<u>124,662.00</u>
Net Other Income	<u>248,238.00</u>
Net Income	<u><u>312,988.89</u></u>



# PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY

## Statement of Cash Flows

January through December 2020

	Jan - Dec 20
<b>OPERATING ACTIVITIES</b>	
Net Income	312,988.89
Adjustments to reconcile Net Income to net cash provided by operations:	
1010 · Cash Adjustment	72.50
1101 · Allowance for Doubtful Contract	4,662.00
1205 · A/R adjustment	660,141.15
1400 · Prepaid Insurance	(6,684.16)
2000 · Chase Credit Card	5,599.31
2002 · Amazon Credit Card	3,490.61
2200 · Accrued Expenses	273,787.32
Net cash provided by Operating Activities	1,254,057.62
<b>INVESTING ACTIVITIES</b>	
1530 · Accum Depreciation - Ofc Equip	1,403.04
1541 · Accum Depreciation - Cpr Equip	2,733.00
1601 · Accum Amortization - Software	117,920.96
1800 · Security Deposits	5,565.00
1850 · Quip Investment	(500,000.00)
1860 · BR Brands Investment	(102,500.00)
1950 · Member Loans Receivable	372,900.00
Net cash provided by Investing Activities	(101,978.00)
<b>FINANCING ACTIVITIES</b>	
2950 · Deferred Revenue	(382,000.00)
3000 · Members' Capital:3100 · Capital - D Scarpa:3101 · Capital - D Scarpa	(264,458.00)
3000 · Members' Capital:3100 · Capital - D Scarpa:3150 · Drawings - D Scarpa	(104,292.00)
3000 · Members' Capital:3100 · Capital - D Scarpa:3151 · Drawings - Taxes - D S	182,300.00
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3201 · Capital - P Shagawat	(252,516.52)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3250 · Drawings - P Shagawat	(104,292.00)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3251 · Drawings - Taxes - P S	170,358.52
Net cash provided by Financing Activities	(754,900.00)
Net cash increase for period	397,179.62
Cash at beginning of period	1,450,498.94
Cash at end of period	<u><u>1,847,678.56</u></u>

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY****Profit & Loss**

January through December 2021

	<u>Jan - Dec 21</u>
Ordinary Income/Expense	
Income	7,715,700.01
Cost of Goods Sold	
5000 · Cost of Goods Sold	
Direct	
5005 · Channel Partners	1,722,949.66
5015 · Salaried Commissions	127,630.61
5020 · Outside Services Commissions	116,575.15
5025 · COGS Cash to Accrual	671,012.58
Total Direct	2,638,168.00
Indirect	
5035 · Outside Services	327,047.90
5040 · Revenue Generating Salaries	1,479,013.04
5045 · Direct Payroll Taxes	130,556.72
Total Indirect	1,936,617.66
Total 5000 · Cost of Goods Sold	4,574,785.66
Total COGS	4,574,785.66
Gross Profit	3,140,914.35
Expense	
5500 · Guaranteed Payments - D S	100,000.00
5510 · Guaranteed Payments - P S	446,000.00
6010 · Office Salaries	980,690.32
6020 · State Taxes	1,886.00
6050 · Payroll Tax Expense	85,909.36
6085 · Outside Consultants	35,344.00
6090 · Legal Fees	126,926.28
6100 · Accounting Fees	23,701.50
6105 · Placement Fees	38,667.86
6120 · Rent Expense	101,441.16
6130 · Telephone	14,937.00
6140 · Utilities	10,450.45
6170 · Office Expense	23,601.46
6180 · Postage & Delivery Expense	1,505.45
6210 · Advertising	3,827.50
6220 · Marketing Expenses	155,563.99
6240 · Automobile Lease Expense	120,303.95
6260 · Automobile Parking & Tolls	1,205.98
6270 · Travel Expenses	156,627.44
6280 · Meals & Entertainment	70,274.00
6290 · Insurance - General	26,633.23
6310 · Insurance - Health	70,129.08
6340 · Computer Expense	8,870.91
6342 · Internet & Website Services	58,158.46
6343 · Computer Services	30,903.75
6345 · Depreciation	3,292.00
6350 · Annual Report	78.00
6360 · Licenses & Fees	14,820.20
6370 · Professional Dues	11,914.50
6371 · Consulting Expense	346,000.00
6410 · Contributions	3,485.00
6420 · Cleaning Services	304.45
6460 · Bank Charges	151.32
8225 · Data Processing Fees	44,645.13
Total Expense	3,118,249.73
Net Ordinary Income	22,664.62

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**

**Profit & Loss**

January through December 2021

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	<u>Jan - Dec 21</u>
Other Income/Expense	
Other Income	
8000 · Interest Income	<u>17,925.00</u>
Total Other Income	<u>17,925.00</u>
Other Expense	
9500 · Bad Debt Expense	7,219.10
9600 · Management Fees - UA	<u>120,000.00</u>
Total Other Expense	<u>127,219.10</u>
Net Other Income	<u>(109,294.10)</u>
Net Income	<u><u>(86,629.48)</u></u>

# PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY

## Statement of Cash Flows

January through December 2021

	<u>Jan - Dec 21</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	(86,629.48)
Adjustments to reconcile Net Income to net cash provided by operations:	
1101 · Allowance for Doubtful Contract	7,219.10
1205 · A/R adjustment	(669,082.39)
1400 · Prepaid Insurance	(4,010.45)
2000 · Chase Credit Card	(4,976.94)
2002 · Amazon Credit Card	(2,538.51)
2200 · Accrued Expenses	666,358.08
<b>Net cash provided by Operating Activities</b>	(93,660.59)
<b>INVESTING ACTIVITIES</b>	
1601 · Accum Amortization - Software	3,292.00
1860 · BR Brands Investment	(17,925.00)
<b>Net cash provided by Investing Activities</b>	(14,633.00)
<b>FINANCING ACTIVITIES</b>	
2500 · PPP Loan	391,225.00
3000 · Members' Capital:3100 · Capital - D Scarpa:3101 · Capital - D Scarpa	(186,450.00)
3000 · Members' Capital:3100 · Capital - D Scarpa:3150 · Drawings - D Scarpa	186,450.00
3000 · Members' Capital:3100 · Capital - D Scarpa:3151 · Drawings - Taxes - D S	(215,102.42)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3201 · Capital - P Shagawat	(186,450.00)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3250 · Drawings - P Shagawat	186,450.00
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3251 · Drawings - Taxes - P S	(221,608.09)
<b>Net cash provided by Financing Activities</b>	(45,485.51)
<b>Net cash increase for period</b>	(153,779.10)
<b>Cash at beginning of period</b>	1,847,678.56
<b>Cash at end of period</b>	<u><u>1,693,899.46</u></u>

# PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY

## Balance Sheet

As of December 31, 2020

	<u>Dec 31, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	1,847,678.56
<b>Other Current Assets</b>	
1101 · Allowance for Doubtful Contract	(56,895.40)
1205 · A/R adjustment	(315,239.28)
1400 · Prepaid Insurance	6,684.16
<b>Total Other Current Assets</b>	<u>(365,450.52)</u>
<b>Total Current Assets</b>	1,482,228.04
<b>Fixed Assets</b>	
1500 · Furniture & Fixtures	1,631.23
1520 · Office Equipment	15,825.53
1530 · Accum Depreciation - Ofc Equip	(11,985.57)
1540 · Computer Equipment	65,870.53
1541 · Accum Depreciation - Cpr Equip	(73,513.88)
1600 · Computer Software	375,000.00
1601 · Accum Amortization - Software	(363,722.51)
<b>Total Fixed Assets</b>	9,105.33
<b>Other Assets</b>	
1800 · Security Deposits	20,842.62
1850 · Quip Investment	500,000.00
1860 · BR Brands Investment	102,500.00
1950 · Member Loans Receivable	69,148.95
<b>Total Other Assets</b>	<u>692,491.57</u>
<b>TOTAL ASSETS</b>	<b><u>2,183,824.94</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Credit Cards	31,554.69
<b>Other Current Liabilities</b>	
2200 · Accrued Expenses	749,036.57
<b>Total Other Current Liabilities</b>	<u>749,036.57</u>
<b>Total Current Liabilities</b>	780,591.26
<b>Long Term Liabilities</b>	
2950 · Deferred Revenue	1,207,233.78
<b>Total Long Term Liabilities</b>	<u>1,207,233.78</u>
<b>Total Liabilities</b>	1,987,825.04
<b>Equity</b>	<u>195,999.90</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>2,183,824.94</u></b>

**This foregoing document was electronically filed with the Public Utilities  
Commission of Ohio Docketing Information System on**

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**in**

**Case No(s). 14-1194-EL-AGG**

Summary: In the Matter of the Application of Premiere Marketing LLC