



**DIS Case Number: 19-1573-GA-AGG**

## Section A: Application Information

## Section B: Applicant Managerial Capability and Experience

## Section C: Applicant Financial Capability and Experience

### **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. 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

[Section D: Applicant Technical Capacity](#)



Public Utilities  
Commission

# Application Attachments

# Brilliant Source Energy LLC

## Balance Sheet

As of December 31, 2021

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BSE Checking 6030	402,282.34
<b>Total Bank Accounts</b>	<b>\$402,282.34</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$402,282.34</b>
<b>TOTAL ASSETS</b>	<b>\$402,282.34</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
AMEX Credit Card 1007	795.27
Capital One SPARK	17,286.60
<b>Total Credit Cards</b>	<b>\$18,081.87</b>
<b>Total Current Liabilities</b>	<b>\$18,081.87</b>
Long-Term Liabilities	
SBA Loan	144,783.00
SBA Loan 2	9,000.00
SBA Loan 3	350,000.00
<b>Total Long-Term Liabilities</b>	<b>\$503,783.00</b>
<b>Total Liabilities</b>	<b>\$521,864.87</b>
Equity	
Opening Balance Equity	0.00
Owner's Contribution	232,272.61
Owner's Draw	-1,081,834.07
Retained Earnings	452,317.04
Net Income	277,661.89
<b>Total Equity</b>	<b>\$ -119,582.53</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$402,282.34</b>

# Brilliant Source Energy LLC

## Balance Sheet

As of December 31, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BSE Checking 6030	68,700.49
BSE Money Market	160,000.00
<b>Total Bank Accounts</b>	<b>\$228,700.49</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$228,700.49</b>
<b>TOTAL ASSETS</b>	<b>\$228,700.49</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
AMEX Credit Card 1007	538.87
Capital One SPARK	14,958.48
<b>Total Credit Cards</b>	<b>\$15,497.35</b>
Other Current Liabilities	
Ohio Department of Taxation Payable	0.00
<b>Total Other Current Liabilities</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$15,497.35</b>
Long-Term Liabilities	
SBA Loan	118,191.00
SBA Loan 2	9,000.00
SBA Loan 3	350,000.00
<b>Total Long-Term Liabilities</b>	<b>\$477,191.00</b>
<b>Total Liabilities</b>	<b>\$492,688.35</b>
Equity	
Opening Balance Equity	0.00
Owner's Contribution	298,450.21
Owner's Draw	-1,473,998.18
Retained Earnings	729,978.93
Net Income	181,581.18
<b>Total Equity</b>	<b>\$ -263,987.86</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$228,700.49</b>

# Brilliant Source Energy LLC

## Profit and Loss

January - December 2021

	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	TOTAL
Income													
Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Audit	2,916.93	0.00	1,460.05	1,517.59	0.00	3,979.27	2,696.72	5,147.26	1,508.41	2,382.33	1,609.33	11,300.99	\$34,518.88
Efficiency Consulting	0.00	4,122.00	0.00	0.00	2,772.88	800.00	1,386.00	1,386.00	4,386.00	1,386.00	1,386.00	1,386.00	\$19,010.88
Procurement Commission	38,767.47	19,027.23	105,307.04	50,050.57	47,794.55	47,202.38	73,717.56	41,454.39	21,992.09	34,631.88	44,689.55	133,677.08	\$658,311.79
<b>Total Sales</b>	<b>41,684.40</b>	<b>23,149.23</b>	<b>106,767.09</b>	<b>51,568.16</b>	<b>50,567.43</b>	<b>51,981.65</b>	<b>77,800.28</b>	<b>47,987.65</b>	<b>27,886.50</b>	<b>38,400.21</b>	<b>47,684.88</b>	<b>146,364.07</b>	<b>\$711,841.55</b>
Unapplied Cash Payment Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
<b>Total Income</b>	<b>\$41,684.40</b>	<b>\$23,149.23</b>	<b>\$106,767.09</b>	<b>\$51,568.16</b>	<b>\$50,567.43</b>	<b>\$51,981.65</b>	<b>\$77,800.28</b>	<b>\$47,987.65</b>	<b>\$27,886.50</b>	<b>\$38,400.21</b>	<b>\$47,684.88</b>	<b>\$146,364.07</b>	<b>\$711,841.55</b>
Cost of Goods Sold													
Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Administrative Contractor	1,080.00	1,080.00	1,620.00	1,080.00	1,080.00	1,080.00	1,080.00	1,080.00	1,620.00	1,080.00	1,080.00	1,080.00	\$14,040.00
Agent Contractor	17,337.94	12,172.71	21,059.42	16,003.78	34,570.68	16,170.98	14,006.29	23,993.54	16,933.12	9,253.22	16,716.03	36,993.88	\$235,211.59
Supplies & Materials - COGS	0.00	0.00	0.00	13,255.77	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	\$16,255.77
<b>Total Cost of Goods Sold</b>	<b>18,417.94</b>	<b>13,252.71</b>	<b>22,679.42</b>	<b>30,339.55</b>	<b>35,650.68</b>	<b>17,250.98</b>	<b>15,086.29</b>	<b>25,073.54</b>	<b>21,553.12</b>	<b>10,333.22</b>	<b>17,796.03</b>	<b>38,073.88</b>	<b>\$265,507.36</b>
<b>Total Cost of Goods Sold</b>	<b>\$18,417.94</b>	<b>\$13,252.71</b>	<b>\$22,679.42</b>	<b>\$30,339.55</b>	<b>\$35,650.68</b>	<b>\$17,250.98</b>	<b>\$15,086.29</b>	<b>\$25,073.54</b>	<b>\$21,553.12</b>	<b>\$10,333.22</b>	<b>\$17,796.03</b>	<b>\$38,073.88</b>	<b>\$265,507.36</b>
<b>GROSS PROFIT</b>	<b>\$23,266.46</b>	<b>\$9,896.52</b>	<b>\$84,087.67</b>	<b>\$21,228.61</b>	<b>\$14,916.75</b>	<b>\$34,730.67</b>	<b>\$62,713.99</b>	<b>\$22,914.11</b>	<b>\$6,333.38</b>	<b>\$28,066.99</b>	<b>\$29,888.85</b>	<b>\$108,290.19</b>	<b>\$446,334.19</b>
Expenses													
Administration Wages	3,223.39	3,223.39	3,223.38	4,835.09	3,223.39	3,223.39	3,223.39	3,223.38	4,839.23	3,226.15	3,226.15	3,226.15	\$41,916.48
Payroll Taxes	1,026.61	1,022.45	959.31	1,375.48	916.99	916.99	916.99	917.00	1,371.34	914.23	914.23	914.23	\$12,165.85
<b>Total Administration Wages</b>	<b>4,250.00</b>	<b>4,245.84</b>	<b>4,182.69</b>	<b>6,210.57</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>6,210.57</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>\$54,082.33</b>
Advertising and Marketing	1,725.00	1,000.00	0.00	0.00	2,000.00	1,000.00	1,000.00	2,500.00	1,000.00	1,000.00	1,300.00	7,500.00	\$20,025.00
Automotive Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Auto Payment - 2019 GMC Truck	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	\$13,469.40
Gas - Truck	111.08	105.56	150.99	112.58	301.91	302.22	403.12	199.74	308.00	370.43	88.78	382.97	\$2,837.38
Maintenance - Truck	0.00	18.00	0.00	0.00	151.10	0.00	94.66	167.11	18.00	228.97	0.00	0.00	\$677.84
Mileage - Car	149.30	220.07	207.98	297.35	672.17	1,534.76	1,299.78	964.00	948.93	1,042.78	591.18	1,397.45	\$9,325.75
<b>Total Automotive Expense</b>	<b>1,382.83</b>	<b>1,466.08</b>	<b>1,481.42</b>	<b>1,532.38</b>	<b>2,247.63</b>	<b>2,959.43</b>	<b>2,920.01</b>	<b>2,453.30</b>	<b>2,397.38</b>	<b>2,764.63</b>	<b>1,802.41</b>	<b>2,902.87</b>	<b>\$26,310.37</b>
Bank Charges	559.00	6.00	25.00	28.00	120.00	0.00	0.00	0.00	113.47	0.00	3.00	0.00	\$854.47
Charitable Contribution	251.80	251.80	251.80	251.80	251.80	251.80	1,200.00	352.23	252.23	252.23	252.23	252.23	\$4,071.95
Dues and Subscriptions	219.55	252.81	518.20	93.20	93.20	93.20	139.80	99.68	99.68	315.67	99.68	149.52	\$2,174.19
Employee Benefits	134.47	159.00	209.00	159.00	159.00	175.20	160.08	171.00	185.08	159.00	223.80	171.00	\$2,065.63
Gifts	0.00	0.00	102.23	0.00	0.00	0.00	50.00	0.00	0.00	0.00	123.43	2,514.98	\$2,790.64
Health Insurance Premium	812.93	812.93	812.93	812.93	812.93	812.93	812.93	812.93	812.93	812.93	812.93	469.42	\$9,411.65
Insurance	0.00	0.00	1,166.00	1,834.00	0.00	0.00	428.00	0.00	0.00	0.00	0.00	0.00	\$3,428.00
Legal & Professional Fees	450.00	0.00	1,500.00	239.99	0.00	0.00	0.00	65.00	0.00	2,044.88	896.04	0.00	\$5,195.91
Meals - 100	343.73	149.91	415.22	496.14	491.29	118.43	648.25	106.04	289.61	314.02	958.56	151.89	\$4,483.09
Medical	120.15	260.42	972.22	109.22	1,002.40	1,872.27	988.88	931.40	1,618.22	535.20	326.03	4,064.47	\$12,800.88
Office Expenses	147.98	153.84	128.81	10.84	327.44	427.68	277.45	54.28	1,140.10	758.66	1,790.16	410.90	\$5,628.14
Equipment & Furniture	0.00	0.00	0.00	80.88	0.00	2,657.48	0.00	0.00	0.00	0.00	0.00	0.00	\$2,738.36
Home Office Expense	349.41	956.14	892.14	2,962.03	371.92	326.44	427.21	493.99	1,061.43	863.23	1,720.65	873.41	\$11,298.00
<b>Total Office Expenses</b>	<b>497.39</b>	<b>1,109.98</b>	<b>1,020.95</b>	<b>3,053.75</b>	<b>699.36</b>	<b>3,411.60</b>	<b>704.66</b>	<b>548.27</b>	<b>2,201.53</b>	<b>1,621.89</b>	<b>3,510.81</b>	<b>1,284.31</b>	<b>\$19,664.50</b>
Postage & Shipping	0.00	0.00	0.00	15.12	0.00	0.00	3.45	0.00	0.00	18.22	210.92	12.05	\$259.76
Rent	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	\$2,400.00
Software	2,377.46	4,271.83	5,525.56	2,899.30	3,330.81	3,693.84	3,613.84	1,920.82	2,239.25	2,494.27	2,734.75	3,604.05	\$38,705.78
Telephone & Internet	486.32	487.68	487.30	487.38	488.38	468.33	468.22	540.72	508.22	508.04	540.54	508.04	\$5,979.17
Training	1,000.00	0.00	0.00	0.00	0.00	87.00	0.00	0.00	2,229.68	0.00	0.00	0.00	\$3,316.68

# Brilliant Source Energy LLC

## Profit and Loss

January - December 2021

	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	TOTAL
Travel	1,321.90	309.95	1,298.64	56.99	187.71	146.67	558.74	53.09	357.14	1,092.30	108.09	448.08	\$5,939.30
Accommodations	3,150.00	3,000.00	3,600.00	1,209.00	3,900.00	1,500.00	1,650.00	2,550.00	1,350.00	2,100.00	1,050.00	4,650.00	\$29,709.00
<b>Total Travel</b>	<b>4,471.90</b>	<b>3,309.95</b>	<b>4,898.64</b>	<b>1,265.99</b>	<b>4,087.71</b>	<b>1,646.67</b>	<b>2,208.74</b>	<b>2,603.09</b>	<b>1,707.14</b>	<b>3,192.30</b>	<b>1,158.09</b>	<b>5,098.08</b>	<b>\$35,648.30</b>
<b>Total Expenses</b>	<b>\$19,282.53</b>	<b>\$17,984.23</b>	<b>\$23,769.16</b>	<b>\$19,688.77</b>	<b>\$20,124.89</b>	<b>\$20,931.08</b>	<b>\$19,687.24</b>	<b>\$17,444.86</b>	<b>\$22,064.99</b>	<b>\$20,373.66</b>	<b>\$19,293.60</b>	<b>\$33,023.29</b>	<b>\$253,668.30</b>
NET OPERATING INCOME	<b>\$3,983.93</b>	<b>\$ -8,087.71</b>	<b>\$60,318.51</b>	<b>\$1,539.84</b>	<b>\$ -5,208.14</b>	<b>\$13,799.59</b>	<b>\$43,026.75</b>	<b>\$5,469.25</b>	<b>\$ -15,731.61</b>	<b>\$7,693.33</b>	<b>\$10,595.25</b>	<b>\$75,266.90</b>	<b>\$192,665.89</b>
Other Income													
EIDL Advance Loan Forgiveness	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$1,000.00
PPP 1 Cares Act Forgiveness Of Debt Income	0.00	0.00	0.00	68,995.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$68,995.00
PPP 2 Cares Act Forgiveness of Debt Income	0.00	0.00	0.00	0.00	0.00	0.00	31,251.00	0.00	0.00	0.00	0.00	0.00	\$31,251.00
<b>Total Other Income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$69,995.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$31,251.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$101,246.00</b>
Other Expenses													
Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,250.00	\$16,250.00
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$16,250.00</b>	<b>\$16,250.00</b>
NET OTHER INCOME	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$69,995.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$31,251.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ -16,250.00</b>	<b>\$84,996.00</b>
NET INCOME	<b>\$3,983.93</b>	<b>\$ -8,087.71</b>	<b>\$60,318.51</b>	<b>\$71,534.84</b>	<b>\$ -5,208.14</b>	<b>\$13,799.59</b>	<b>\$74,277.75</b>	<b>\$5,469.25</b>	<b>\$ -15,731.61</b>	<b>\$7,693.33</b>	<b>\$10,595.25</b>	<b>\$59,016.90</b>	<b>\$277,661.89</b>

# Brilliant Source Energy LLC

## Profit and Loss

January - December 2022

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
Income													
Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Audit	0.00	1,959.29	6,387.64	0.00	1,540.84	3,799.58	11,260.55	12,063.50	19,080.98	5,406.85	5,525.41	7,977.79	\$75,002.43
EFEC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,500.00	0.00	0.00	\$15,500.00
Efficiency Consulting	1,386.00	0.00	2,772.88	1,386.44	1,386.44	1,386.44	1,386.44	1,386.44	1,386.44	4,886.44	358.23	0.00	\$17,722.19
Procurement Commission	48,102.66	36,530.75	87,366.78	61,420.85	52,239.61	66,290.55	60,055.62	94,602.36	52,566.31	42,770.14	49,500.34	75,850.65	\$727,296.62
<b>Total Sales</b>	<b>49,488.66</b>	<b>38,490.04</b>	<b>96,527.30</b>	<b>62,807.29</b>	<b>55,166.89</b>	<b>71,476.57</b>	<b>72,702.61</b>	<b>108,052.30</b>	<b>73,033.73</b>	<b>68,563.43</b>	<b>55,383.98</b>	<b>83,828.44</b>	<b>\$835,521.24</b>
<b>Total Income</b>	<b>\$49,488.66</b>	<b>\$38,490.04</b>	<b>\$96,527.30</b>	<b>\$62,807.29</b>	<b>\$55,166.89</b>	<b>\$71,476.57</b>	<b>\$72,702.61</b>	<b>\$108,052.30</b>	<b>\$73,033.73</b>	<b>\$68,563.43</b>	<b>\$55,383.98</b>	<b>\$83,828.44</b>	<b>\$835,521.24</b>
Cost of Goods Sold													
Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	285.40	\$285.40
Administrative Contractor	2,160.00	2,160.00	3,240.00	2,160.00	2,160.00	2,160.00	2,160.00	3,240.00	2,160.00	2,160.00	2,160.00	2,160.00	\$28,080.00
Agent Contractor	9,753.57	18,454.16	14,358.12	26,070.17	18,426.30	18,790.83	31,861.57	35,740.28	15,630.90	78,898.37	14,712.77	11,827.22	\$294,524.26
Audit Contractor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,031.99	2,983.15	986.22	1,084.34	1,799.96	\$7,885.66
Supplies & Materials - COGS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00	0.00	0.00	0.00	\$3,500.00
<b>Total Cost of Goods Sold</b>	<b>11,913.57</b>	<b>20,614.16</b>	<b>17,598.12</b>	<b>28,230.17</b>	<b>20,586.30</b>	<b>20,950.83</b>	<b>34,021.57</b>	<b>40,012.27</b>	<b>24,274.05</b>	<b>82,044.59</b>	<b>17,957.11</b>	<b>16,072.58</b>	<b>\$334,275.32</b>
<b>Total Cost of Goods Sold</b>	<b>\$11,913.57</b>	<b>\$20,614.16</b>	<b>\$17,598.12</b>	<b>\$28,230.17</b>	<b>\$20,586.30</b>	<b>\$20,950.83</b>	<b>\$34,021.57</b>	<b>\$40,012.27</b>	<b>\$24,274.05</b>	<b>\$82,044.59</b>	<b>\$17,957.11</b>	<b>\$16,072.58</b>	<b>\$334,275.32</b>
GROSS PROFIT	<b>\$37,575.09</b>	<b>\$17,875.88</b>	<b>\$78,929.18</b>	<b>\$34,577.12</b>	<b>\$34,580.59</b>	<b>\$50,525.74</b>	<b>\$38,681.04</b>	<b>\$68,040.03</b>	<b>\$48,759.68</b>	<b>\$ -13,481.16</b>	<b>\$37,426.87</b>	<b>\$67,755.86</b>	<b>\$501,245.92</b>
Expenses													
Administration Wages	3,233.39	3,233.39	4,850.08	3,233.39	3,233.39	3,233.39	3,233.39	3,233.38	4,850.09	3,233.39	3,233.39	3,233.39	\$42,034.06
Payroll Taxes	980.07	975.91	1,377.49	906.99	906.99	906.99	906.99	907.00	1,360.48	906.99	906.99	906.99	\$11,949.88
<b>Total Administration Wages</b>	<b>4,213.46</b>	<b>4,209.30</b>	<b>6,227.57</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>6,210.57</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>4,140.38</b>	<b>\$53,983.94</b>
Advertising and Marketing	1,100.00	1,100.00	1,237.22	4,350.00	1,117.55	1,100.00	1,216.47	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	\$16,721.24
Automotive Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Auto Payment - 2019 GMC Truck	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	1,122.45	\$13,469.40
Gas - Truck	128.30	337.61	334.37	218.42	352.26	0.00	347.72	93.51	46.90	50.00	36.52	0.00	\$1,945.61
Maintenance - Truck	151.65	848.73	24.00	0.00	15.00	0.00	13.00	0.00	0.00	88.52	7.00	0.00	\$1,147.90
Mileage - Car	1,567.34	1,416.30	136.53	1,040.06	403.00	693.00	1,291.00	613.00	1,398.00	931.45	490.84	1,243.36	\$11,223.88
<b>Total Automotive Expense</b>	<b>2,969.74</b>	<b>3,725.09</b>	<b>1,617.35</b>	<b>2,380.93</b>	<b>1,892.71</b>	<b>1,815.45</b>	<b>2,774.17</b>	<b>1,828.96</b>	<b>2,567.35</b>	<b>2,192.42</b>	<b>1,656.81</b>	<b>2,365.81</b>	<b>\$27,786.79</b>
Bank Charges	695.00	0.00	-490.49	0.00	95.00	0.00	0.00	0.00	59.00	0.00	0.00	0.00	\$358.51
Charitable Contribution	252.23	252.23	252.23	252.23	252.23	252.23	252.23	252.23	252.23	252.23	752.23	252.23	\$3,526.76
Dues and Subscriptions	180.51	533.68	109.68	99.68	99.68	99.68	302.51	105.66	112.66	105.66	105.66	269.09	\$2,124.15
Employee Benefits	171.00	270.14	303.75	234.60	234.60	255.00	159.00	255.28	159.00	159.00	209.00	234.60	\$2,644.97
Gifts	0.00	0.00	0.00	0.00	0.00	96.42	0.00	56.56	46.90	0.00	113.40	2,347.11	\$2,660.39
Health Insurance Premium	485.45	485.45	485.45	485.45	485.45	485.45	485.45	485.45	485.45	485.45	485.45	485.45	\$5,825.40
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	428.00	0.00	0.00	0.00	0.00	0.00	\$428.00
Legal & Professional Fees	0.00	0.00	0.00	239.99	-239.99	0.00	0.00	0.00	0.00	5,043.21	0.00	1,000.00	\$6,043.21
LTC Insurance	0.00	0.00	0.00	0.00	0.00	5,731.99	0.00	0.00	0.00	0.00	0.00	0.00	\$5,731.99
Meals - 100	392.17	235.05	521.05	257.78	0.00	703.01	205.29	636.38	236.19	988.93	138.29	554.51	\$4,868.65
Medical	622.74	748.74	402.55	280.24	1,927.29	193.95	21.73	31.91	6,783.05	0.00	158.71	374.07	\$11,544.98
Office Expenses	0.00	62.22	64.28	206.14	687.69	169.39	1,036.26	78.24	735.87	120.00	2,781.14	6.75	\$5,947.98
Home Office Expense	515.98	523.03	976.85	425.39	451.64	423.08	462.01	483.00	797.38	478.00	443.69	429.60	\$6,409.65
Office Renovation	0.00	0.00	0.00	0.00	0.00	3,000.00	8,500.00	2,743.00	0.00	0.00	0.00	0.00	\$14,243.00
<b>Total Office Expenses</b>	<b>515.98</b>	<b>585.25</b>	<b>1,041.13</b>	<b>631.53</b>	<b>1,139.33</b>	<b>3,592.47</b>	<b>9,998.27</b>	<b>3,304.24</b>	<b>1,533.25</b>	<b>598.00</b>	<b>3,224.83</b>	<b>436.35</b>	<b>\$26,600.63</b>
Postage & Shipping	0.00	4.36	16.50	0.00	0.00	0.00	118.70	0.00	69.96	0.00	3.44	6.54	\$219.50
Rent	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	\$2,400.00
Software	3,737.19	3,645.54	3,883.91	4,646.42	4,117.44	4,136.31	3,768.54	4,072.31	3,970.08	3,939.56	4,135.54	2,682.83	\$46,735.67
Telephone & Internet	507.76	507.76	529.75	529.64	529.74	531.74	461.83	532.50	532.62	533.15	492.75	626.33	\$6,315.57
Training	0.00	1,000.00	0.00	1,500.00	0.00	400.00	400.00	400.00	400.00	400.00	421.59	5,000.00	\$9,921.59



Brilliant Source Energy LLC

Profit and Loss

January - December 2022

	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	TOTAL
Travel	624.37	504.87	738.91	2,915.53	389.09	1,010.81	2,628.79	2,591.35	518.77	1,307.14	569.02	229.47	\$14,028.12
Accommodations	975.00	2,100.00	1,725.00	1,800.00	2,250.00	1,998.68	1,725.00	450.00	225.00	825.00	750.00	1,125.00	\$15,948.68
Total Travel	1,599.37	2,604.87	2,463.91	4,715.53	2,639.09	3,009.49	4,353.79	3,041.35	743.77	2,132.14	1,319.02	1,354.47	\$29,976.80
Total Expenses	\$17,642.60	\$20,107.46	\$18,801.56	\$24,944.40	\$18,630.50	\$26,743.57	\$29,286.36	\$20,443.21	\$25,462.08	\$22,270.13	\$18,657.10	\$23,429.77	\$266,418.74
NET OPERATING INCOME	\$19,932.49	\$ -2,231.58	\$60,127.62	\$9,632.72	\$15,950.09	\$23,782.17	\$9,394.68	\$47,596.82	\$23,297.60	\$ -35,751.29	\$18,769.77	\$44,326.09	\$234,827.18
Other Expenses													
Taxes	17,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35,746.00	0.00	\$53,246.00
Total Other Expenses	\$17,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$35,746.00	\$0.00	\$53,246.00
NET OTHER INCOME	\$ -17,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ -35,746.00	\$0.00	\$ -53,246.00
NET INCOME	\$2,432.49	\$ -2,231.58	\$60,127.62	\$9,632.72	\$15,950.09	\$23,782.17	\$9,394.68	\$47,596.82	\$23,297.60	\$ -35,751.29	\$ -16,976.23	\$44,326.09	\$181,581.18

**Brilliant Source Energy LLC**  
**Profit and Loss**

**2 Year Forecast for Natural Gas related activities in the State of Ohio**

	<b>Current Year 2023</b>	<b>Forecasted Year 1 2024</b>	<b>Forecasted Year 2 2025</b>	
<b>Income</b>				
Natural Gas Procurement Commission	291,903	297,741	303,696	2%
<b>Total Income</b>	<b>291,903</b>	<b>297,741</b>	<b>303,696</b>	
<b>Cost of Goods Sold</b>				
Agent Contractors	103,731	105,805	107,922	
<b>Total Cost of Goods Sold</b>	<b>103,731</b>	<b>105,805</b>	<b>107,922</b>	
<b>Gross Profit</b>	<b>188,172</b>	<b>191,936</b>	<b>195,775</b>	
<b>Total Expenses</b>	<b>98,136</b>	<b>100,099</b>	<b>102,101</b>	
<b>Net Operating Income Before Taxes</b>	<b>90,036</b>	<b>91,837</b>	<b>93,674</b>	
Provision for Income Taxes	13,500	13,770	14,045	
<b>Net Income</b>	<b>76,536</b>	<b>78,067</b>	<b>79,629</b>	

Forecast prepared by:  
Brilliant Source Energy LLC  
46 Front Street  
Berea, Ohio 44017  
440-973-7199  
info@mybrilliantsource.com

**Assumptions:** Brilliant Source Energy LLC used the current year budget as a base forecast and applied a 2% increase to sales and expenses based upon anticipated growth and expected increase in expenses.

**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). 19-1573-GA-AGG**

Summary: In the Matter of the Application of Brilliant Source Energy