

FILE

Ohio

Public Utilities  
Commission

PUCO USE ONLY - Version 1.07		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		14 - 1899 - GA-AGG

## RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

### SECTION A - APPLICANT INFORMATION AND SERVICES

#### A-1 Applicant intends to renew its certificate as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

#### A-2 Applicant information:

Legal Name The Brio Energy Corporation  
 Address 20836 Hall Road #266, Clinton Twp., MI 48038  
 Telephone No. 800-727-2035 Web site Address www.brioenergycorp.com  
 Current PUCO Certificate No. 14-398G (1) Effective Dates 11-29-2014

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

Name Same  
 Address  
 Web site Address Telephone No.

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

The Brio Energy Corporation

#### A-5 Contact person for regulatory or emergency matters:

Name Catherine Trefzer Title President  
 Business Address 20836 Hall Road #266, Clinton Twp., MI 48038  
 Telephone No. 800-727-2035 Fax No. 866-571-7925 Email Address ctrefzer@brioenergycorp.com

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 PUCO

(CRNGS Broker/Aggregator Renewal) Page 1 of 7

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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   *pe*   Date Processed   SEP 28 2016

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

Name Catherine Trefzer

Title President

Business address 20836 Hall Road #266, Clinton Twp., MI 48038

Telephone No. 800-727-2035

Fax No. 866-571-7925

Email Address ctrefzer@brioenergycorp.com

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

Customer service address 20836 Hall Road #266, Clinton Twp., MI 48038

Toll-Free Telephone No. 800-727-2035

Fax No. 866-571-7925

Email Address ctrefzer@brioenergycorp.com

**A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee**

Name Marty Matusoff

Title Agent

Business address 5672 Montridge Lane

Telephone No. 800-727-2035

Fax No. 866-571-7925

Email Address mmatusoff@columbus.rr.com

**A-9 Applicant's federal employer identification number 455411418**

**A-10 Applicant's form of ownership: (Check one)**

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☒ Corporation

☐ Other

**A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: residential, small commercial, and/or large commercial/industrial (mercantile) customers.** (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

**A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.**

☒ Columbia Gas of Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	12/15/2014	End Date

☒ Dominion East Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	12/15/2014	End Date

☒ Duke Energy Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	12/15/2014	End Date

☒ Vectren Energy Delivery of Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	12/15/2014	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	12/15/2014	End Date

**A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:**

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 **Exhibit A-15 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 **Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 **Exhibit A-17 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-18 **Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

## **SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

## **SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether 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.
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )  
The Brio Energy Corporation )  
for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No. 14 - 1899 -GA-AGG

County of Macomb  
State of MI

Catherine Trefzer

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

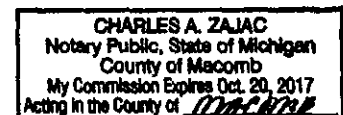
Affiant Signature & Title

Catherine Trefzer, President

Sworn and subscribed before me this 13 day of September Month 2016 Year

*Charles A. Zajac*  
Signature of Official Administering Oath

Charles Zajac  
Print Name and Title



My commission expires on October 20, 2017

(CRNGS Broker/Aggregator Renewal) Page 7 of 7

- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, 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.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization.
- 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 since applicant last filed for certification.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

#### **SECTION D – APPLICANT TECHNICAL CAPABILITY**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

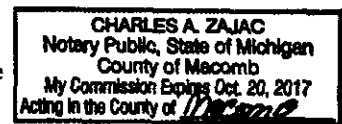
- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title  Catherine Trexler, President

Sworn and subscribed before me this 13 day of September Month 2016 Year

  
Signature of official administering oath

Charles Zajac  
Print Name and Title



My commission expires on October 20, 2017

The Brio Energy Corporation  
PUCO Application 14-1899\_GA-AGG Exhibits 2016  
Broker Licensing Renewal 14-398 G

Exhibit Attachments

A-14

Exhibit A-14 "Principal Officers, Directors & Partners"

Principal Officers:

Catherine Trefzer  
President  
20836 Hall Road # 266  
Clinton Twp, MI 48038  
800-727-2035 office  
724-905-7256 cellular  
866-571-7925 fax

Charles Zajac  
Secretary  
18530 Mack Ave #343  
Grosse Pointe MI 48236  
800-727-2035 office  
866-571-7925 fax

There are no additional directors or partners.



A-15    Exhibit A-15 "Corporate Structure"

The Brio Energy Corporation is an S Corporation incorporated in the State of Michigan.

There are no other affiliate and or subsidiary companies that supply retail or wholesale electricity or natural gas to customers and or that aggregate customers in North America.

A-16    Exhibit A-16 "Company History"

Catherine Trefzer principal of The Brio Energy Corporation began as a sales employee to a single alternative electricity supplier in Michigan in 2009 moved to the Ohio market 2010 to expand business development for electricity and natural gas opportunities for business/commercial applications in deregulated areas. In Late, 2010 Catherine Trefzer LLC was formed and Catherine Trefzer began expanding supplier brands and product resource to accommodate the individual needs of its existing and future customers. In June 2012 the Brio Energy Corporation was formed to better assist customers with their energy management needs.

Brio Energy Corporations principal business interest is to facilitate electricity and natural gas bids from suppliers and manage contract renewals on behalf and in partnership with the customer.

**The Brio Energy Corporation**  
PUCO Application 14-1899\_GA-AGG Exhibits 2016  
Broker Licensing Renewal 14-398 G

**A-17 Exhibit A-17 "Articles of Incorporation and Bylaws"**

Exhibit A-17 "Articles of  
Incorporation & Bylaws

***Michigan Department of Licensing and Regulatory Affairs***

***Filing Endorsement***

***This is to Certify that the ARTICLES OF INCORPORATION - PROFIT***

***for***

***THE BRIO ENERGY CORPORATION***

***ID NUMBER: 04643K***

***received by facsimile transmission on June 2, 2012 is hereby endorsed***

***Filed on June 4, 2012 by the Administrator.***

***The document is effective on the date filed, unless a  
subsequent effective date within 90 days after  
received date is stated in the document.***



***In testimony whereof, I have hereunto set my  
hand and affixed the Seal of the Department,  
in the City of Lansing, this 4TH day  
of June, 2012.***

A handwritten signature in black ink, appearing to read "A. Schaefer", is written over the signature line.

***Director***

***Bureau of Commercial Services***

**The Brio Energy Corporation**  
PUCO Application 14-1899\_GA-AGG Exhibits 2016  
Broker Licensing Renewal 14-398 G

A-18 Exhibit A-18 "Secretary of State"

DATE 02/02/2016 DOCUMENT ID 201603302698 DESCRIPTION Subsequent Agent Appointment (FGS)

FILING 25.00 EXPED PENALTY CERT 0 COPY

EXHIBIT A-18 SECRETARY OF  
STATE

Receipt

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

THE BRIO ENERGY CORPORATION  
20836 HALL RD # 266  
CLINTON TWP, MI, 48038

STATE OF OHIO  
CERTIFICATE

Ohio Secretary of State, Jon Husted

2280243

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

THE BRIO ENERGY CORPORATION

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

Document(s)

Subsequent Agent Appointment

Document No(s):

201603302698

Effective Date: 02/02/2016



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 2nd day of February, A.D. 2016.

*Jon Husted*

Ohio Secretary of State

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**B-1 Exhibit B-1 "Jurisdictions of Operation"**

The Brio Energy Corporation is not certified, licensed, registered, nor is application pending to provide retail or wholesale electric services or aggregated services in any jurisdiction as of the date of filing.

**B-2 Exhibit B-2 "Experience & Plans"**

Brio Energy aids properly licensed and authorized alternative electricity and natural gas suppliers in obtaining customers who provide the contracted services, billing statements and respond to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 or the Revised Code.

Brio Energy will not take title to electricity or natural gas, directly contract services or bill customers; however, will aid its customers in resolving inquiries and complaints with individual suppliers.

**B-3 Exhibit B-3 "Summary of Experiences"**

Brio Energy has not provided government or collective customer aggregation services(s) to combine electric load and representing customers in the purchase of retail electric services; therefore, number and types of customers served, utility areas, amount of load etc. Historically Brio Energy has only consulted to individual business's electricity or gas loads independent of each other.

**B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations"**

There is no known, pending, or past ruling, judgments, contingent liabilities, revocation of authority, regulatory investigations or any other matter that could adversely impact Brio Energy Corporations financial or operational status or ability to provide the services it is seeking to be certified to provide to provide.

**B-5 Exhibit B-5**

Brio Energy Corp (Applicant) nor predecessor of Brio Energy, nor any principal officer of Brio Energy has ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

**B-6 Exhibit B-6**

Brio Energy Corp (Applicant) nor predecessor of Brio Energy, nor any principal officer of Brio Energy has not 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.

## C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

### C-1 Exhibit C-1 "Annual Reports"

Brio Energy is a small business that does not report to shareholders; therefore, no annual reports are available or filed.

### C-2 Exhibit C-2 "SEC Filings"

As an agent or broker/agent Brio Energy Corp is not required to file 10-K/8K filings with the SEC. Additionally, there is no parent company affiliations therefore, there are no 10-k/8-K filings.

### C-3 Exhibit C-3 "Financial Statements"

See attached



## Exhibit C-3 Financial Statements

14-398G 14-1899-GA-AGG

11:02 AM

01/18/16

Cash Basis

## Brio Energy Corporation

## Balance Sheet

As of December 31, 2014

Dec 31, 14

## ASSETS

## Current Assets

## Checking/Savings

21,150.74

## Total Checking/Savings

21,150.74

## Total Current Assets

21,150.74

## Fixed Assets

## Vehicles

20,879.20

## Furniture and Equipment

12,930.74

## Accumulated Depreciation

-16,021.74

## Total Fixed Assets

17,788.20

## TOTAL ASSETS

38,938.94

## LIABILITIES &amp; EQUITY

## Liabilities

## Current Liabilities

## Loan

## American Express

306.07

## Loan - #794

1,300.20

## Loan #11

6,443.42

## Total Loan Liabilities

8,049.69

## Total Current Liabilities

8,049.69

## Long Term Liabilities

## Loan Payable -

18,096.65

## Loan Payable -

601.29

## Total Long Term Liabilities

18,697.94

## Total Liabilities

26,747.63

## Equity

## Capital Stock

500.00

## Retained Earnings

6,522.39

## Shareholder Distributions

-39,662.07

## Net Income

44,830.99

## Total Equity

12,191.31

## TOTAL LIABILITIES &amp; EQUITY

38,938.94

# Exhibit C-3 Financial Statements

14-398G 14-1899-GA-AGG

11:00 AM  
01/18/16  
Cash Basis

## Brio Energy Corporation Profit & Loss January through December 2014

	Jan - Dec 14
Ordinary Income/Expense	
Income	
Sales	175,345.30
Total Income	175,345.30
Cost of Goods Sold	
Contract Services	48,475.46
Total COGS	48,475.46
Gross Profit	126,869.84
Expense	
Advertising and Promotion	1,404.03
Automobile Expense	8,431.74
Bank Service Charges	70.00
Computer and Internet Expenses	2,530.08
Depreciation Expense	3,225.00
Dues and Subscriptions	963.50
Employee Benefits	10,122.89
Insurance Expense	725.22
Interest Expense	568.98
Licenses and Fees	431.00
Meals and Entertainment	1,516.18
Office Supplies	5,335.56
Officer Salary	32,241.42
Payroll Expenses	805.50
Postage and Delivery	371.29
Professional Fees	
Accounting	2,400.00
Total Professional Fees	2,400.00
Rent Expense	1,500.00
Repairs and Maintenance	2,198.59
Taxes on Payroll	2,867.57
Telephone Expense	3,459.13
Travel Expense	505.94
Uniforms and Laundry	65.23
Total Expense	62,038.85
Net Ordinary Income	44,830.99
Net Income	<u>44,830.99</u>

4:28 PM  
09/17/16  
Cash Basis

Exhibit C-3 Financial Statements

14-398G 14-1899-GA-AGG

**Brio Energy Corporation**  
**Profit & Loss**  
January through December 2015

	<u>Jan - Dec 15</u>
Ordinary Income/Expense	
Income	
Sales	199,434.04
Total Income	199,434.04
Cost of Goods Sold	
Contract Services	65,458.83
Total COGS	65,458.83
Gross Profit	133,975.21
Expense	
Advertising and Promotion	1,133.89
Automobile Expense	8,071.56
Bank Service Charges	206.95
Computer and Internet Expenses	5,696.10
Depreciation Expense	5,165.00
Dues and Subscriptions	626.60
Employee Benefits	7,416.85
Insurance Expense	379.00
Interest Expense	440.41
Licenses and Fees	609.00
Meals and Entertainment	2,428.04
Office Supplies	8,761.62
Officer Salary	46,200.00
Parking and Tolls	540.00
Payroll Expenses	1,001.92
Postage and Delivery	405.65
Professional Fees	
Legal	2,300.00
Accounting	2,335.00
Total Professional Fees	4,635.00
Rent Expense	1,500.00
Repairs and Maintenance	525.55
Taxes on Payroll	3,935.40
Telephone Expense	2,970.91
Travel Expense	416.30
Total Expense	103,065.75
Net Ordinary Income	30,909.46
Net Income	<u>30,909.46</u>

4:29 PM  
09/17/16  
Cash Basis

Brio Energy Corporation  
**Balance Sheet**  
As of December 31, 2015

Exhibit C-3 Financial Statements  
14-398G 14-1899-GA-AGG

	<u>Dec 31, 15</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Chase # 8679	<u>21,691.65</u>
Total Checking/Savings	<u>21,691.65</u>
Total Current Assets	21,691.65
<b>Fixed Assets</b>	
Vehicles	20,879.20
Furniture and Equipment	12,930.74
Accumulated Depreciation	<u>-21,186.74</u>
Total Fixed Assets	<u>12,623.20</u>
<b>TOTAL ASSETS</b>	<u><u>34,314.85</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Credit Cards	
American Express 1-62002	301.72
Chase - #7946	5,837.45
Discover # 1148	<u>2,663.92</u>
Total Credit Cards	<u>8,803.09</u>
Total Current Liabilities	8,803.09
<b>Long Term Liabilities</b>	
Loan Payable - Vehicle	13,294.16
Loan Payable - Trefzer	<u>91.29</u>
Total Long Term Liabilities	<u>13,385.45</u>
Total Liabilities	22,188.54
<b>Equity</b>	
Capital Stock	500.00
Retained Earnings	11,691.31
Shareholder Distributions	<u>-30,974.46</u>
Net Income	<u>30,909.46</u>
Total Equity	<u>12,126.31</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>34,314.85</u></u>

C-4 Exhibit C-4 "Financial Arrangements"

The applicant, Brio Energy Corporation is not requesting licensing to conduct "supplier" activities; therefore, will not be taking title to power or gas. As a result, there are no financial arrangements, guarantees, bank commitments, contractual arrangements, credit agreements etc. planned or in place.

C-5 Exhibit C-5 "Forecasted Financial Statements"

See attached Exhibit C-5

## EXHIBIT C-5 "FORCASTED FINANCIAL STATEMENTS

### BRIO ENERGY CORPORATION FORCASTED FINANCIAL STATEMENTS

Electric

		<u>2016</u>	<u>2017</u>
<u>REVENUE</u>			
TOTAL SALES		\$225,360.47	\$254,657.33
	OHIO	21.00%	31.00%
GROSS REVENUE		\$47,325.70	\$78,943.77
<u>COST OF GOOD SOLD</u>			
COST OF GOOD SOLD		\$15,533.38	\$25,911.16
<u>TOTAL COST OF GOODS SOLD</u>		\$15,533.38	\$25,911.16
<u>GROSS MARGIN</u>			
% OF NET REVENUE		67.18%	67.18%
<u>SALES, GENERAL &amp; ADMIN EXPENSES</u>			
SALES & MARKETING		\$2,324.41	\$3,877.33
TOTAL SALES & MARKETING			
% OF NET SALES		4.91%	4.91%
OTHER SG&A EXPENSES			
ADMINISTRATION		\$22,117.67	\$36,894.38
<u>TOTAL OTHER EXPENSES</u>		\$24,442.08	\$40,771.71
<u>NET PROFIT (LOSS)</u>		\$7,350.24	\$12,260.90

#### List of Assumptions

2016 renew based on estimate of renewed booked business, new and lost sales

2017 renew based on estimate of renewed booked business, new and lost sales

Increase in cost of goods based on added expenses and increase outside support

Administration costs are expected to increase as business develops. Sales and

marketing expenses are expected to increase as new hire and sales are added.

**C-6 Exhibit C-6 "Credit Rating"**

Due to the age and scope of business (does not take title of gas and electricity) the Brio Energy Corp has no credit history and or credit score. Duns or similar is not available.

**C-7 Exhibit C-7 "Credit Report"**

Due to the scope of business (does not take title of gas and electricity) the Brio Energy Corp has no credit history and or credit score. Duns or similar is not available.

**C-8 Exhibit C-8 "Bankruptcy Information"**

The applicant, The Brio Energy Corporation nor any officer of the applicant has not filed for any reorganizations, protection from creditors or any other form of bankruptcy filings within the current year or within the tow most recent years preceding this application. Brio Energy Corp does not have a parent or affiliate organization; therefore, parent corporation/affiliate statement is non-applicable.

**C-9 Exhibit C-9 "Merger Information"**

There are no dissolutions or merger or acquisition of the Brio Energy Corporation within the most recent five years preceding this application.