



## Public Utilities Commission

Original AGG Case Number	Version
14 - 1194 -EL-AGG	May 2016

### RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

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

#### A. RENEWAL INFORMATION

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

☒ Power Broker ☐ Aggregator

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

Legal Name Premiere Marketing LLC  
Address 695 Route 46 West Suite 408 Fairfield NJ 07004  
PUCO Certificate # and Date Certified 14-858E (1) 08/11/2014  
Telephone # (862) 210-8770 Web site address (if any) www.transparentedge.com

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

Legal Name Premiere Marketing LLC  
Address 695 Route 46 West, Suite 408, Fairfield NJ 07004  
Telephone # (862) 210-8770 Web site address (if any) www.transparentedge.com

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

Premiere Marketing LLC  
Transparent Energy

**A-5 Contact person for regulatory or emergency matters**

Name Jamil Ahmed  
Title Operations Manager  
Business address 695 Route 46 West Suite 408 Fairfield NJ 07004  
Telephone # (862) 210-8770 Fax # (877) 335-7306  
E-mail address compliance@transparentedge.com

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

Name Paul Shagawat  
Title Managing Partner  
Business address 695 Route 46 West Suite 408 Fairfield NJ 07004  
Telephone # (862) 210-8770 Fax # (877) 335-7306  
E-mail address compliance@transparentedge.com

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

Customer Service address 695 Route 46 West Suite 408 Fairfield NJ 07004  
Toll-free Telephone # (877) 724-3432 Fax # (877) 335-7306  
E-mail address compliance@transparentedge.com

**A-8 Applicant's federal employer identification number # 270710325**

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

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

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

- A-10 Exhibit A -10 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

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

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

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

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

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

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3**     **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**C-4**     **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1.        The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2.        Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3.        Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4.        Posting a Letter of Credit with the LDU(s) as the beneficiary.

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

- C-5 Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.
- C-7 Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.
- C-8 Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 “Merger Information,”** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C - 10 “Corporate Structure,”** provide a description of the applicant’s corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

  
 Signature of Applicant & Title

Sworn and subscribed before me this 2nd day of July, 2018  
 Month

  
 Signature of official administering oath

Year  
**JAMILUDDIN AHMED**  
 NOTARY PUBLIC OF NEW JERSEY  
 ID # 50035094  
 Print My Commission Expires 3/24/2021

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

# **AFFIDAVIT**

State of New Jersey :

Fairfield ss.

(Town)

County of Essex :

Paul Shagawat, Affiant, being duly sworn/affirmed according to law, deposes and says that:

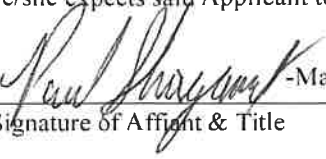
He/She is the Managing Partner (Office of Affiant) of Premiere Marketing LLC (Name of Applicant);

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

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

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

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

  
Signature of Affiant & Title

-Managing Partner

Sworn and subscribed before me this 2nd day of July, 2018 Year  
Month

  
Signature of official administering oath

**JAMILUDDIN AHMED**  
**NOTARY PUBLIC OF NEW JERSEY**  
**ID # 50035094**  
My Commission Expires **3/24/2021**

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

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**A-10**

**Exhibit A -10 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

**Paul Shagawat  
Managing Partner  
336 Big Piece Road  
Fairfield NJ 07004  
862-210-8770**

**Dustin Scarpa  
Managing Partner  
340 E Randolph Ave  
APT 2006  
Chicago IL 60601**



**B-1**

**Exhibit B-1** "Jurisdictions of Operation," provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

**New Jersey**

**New York**

**Maryland**

**Washington DC**

**Massachusetts**

**Illinois**

**Maine**

**Connecticut**

**Texas**

**Ohio**

**Pennsylvania**

**B-2**

**Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

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**

**Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**There are no existing or previous judgements, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.**

**C-1**

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

**Premiere Marketing LLC is not a publicly traded company. As a result, we do not produce annual reports to shareholders.**

**C-2**

**Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**Premiere Marketing LLC is not required to file with the SEC as it is not a public company.**

**C-3**

**Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**Please see attached**

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Balance Sheet**  
As of December 31, 2016

	Dec 31, 16
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1001 · Cash - PNC Bank #9588	742,375.84
1002 · Cash - PNC Bank #5205	1,670.00
<b>Total Checking/Savings</b>	744,045.84
<b>Total Current Assets</b>	744,045.84
<b>Fixed Assets</b>	
1520 · Office Equipment	18,385.75
1530 · Accum Depreciation - Ofc Equip	(5,305.53)
1540 · Computer Equipment	60,650.92
1541 · Accum Depreciation - Cpr Equip	(53,650.92)
<b>Total Fixed Assets</b>	20,080.22
<b>Other Assets</b>	
1600 · Computer Software	230,000.00
1800 · Security Deposits	26,407.62
1990 · Other Assets	289,999.96
<b>Total Other Assets</b>	546,407.58
<b>TOTAL ASSETS</b>	<b>1,310,533.64</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Credit Cards	
2000 · Chase Credit Card	15,776.29
<b>Total Credit Cards</b>	15,776.29
<b>Total Current Liabilities</b>	15,776.29
<b>Total Liabilities</b>	15,776.29
<b>Equity</b>	
3000 · Members' Capital	
3100 · Capital - D Scarpa	
3101 · Capital - D Scarpa	81,729.00
3150 · Drawings - D Scarpa	(105,133.00)
3151 · Drawings - Taxes - D S	(27,184.00)
<b>Total 3100 · Capital - D Scarpa</b>	(50,588.00)

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Balance Sheet**  
As of December 31, 2016

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	Dec 31, 16
3200 · Capital - Paul Shagawat	
3201 · Capital - P Shagawat	85,651.00
3250 · Drawings - P Shagawat	(103,593.00)
3251 · Drawings - Taxes - P S	(27,184.00)
	<hr/>
Total 3200 · Capital - Paul Shagawat	(45,126.00)
	<hr/>
Total 3000 · Members' Capital	(95,714.00)
	<hr/>
3900 · Retained Earnings	864,220.03
Net Income	526,251.32
	<hr/>
Total Equity	1,294,757.35
	<hr/>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,310,533.64</b>
	<hr/> <hr/>



**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Profit & Loss**  
January through December 2016

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	Jan - Dec 16
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4000 · Income	
4010 · Income - Energy Procurement	220,750.70
4000 · Income - Other	3,293,940.66
	<hr/>
<b>Total 4000 · Income</b>	3,514,691.36
	<hr/>
<b>Total Income</b>	3,514,691.36
	<hr/>
<b>Gross Profit</b>	3,514,691.36
<b>Expense</b>	
5500 · Guaranteed Payments - D S	205,000.00
5510 · Guaranteed Payments - P S	205,000.00
6000 · Outside Sales	941,033.20
6010 · Office Salaries	808,981.19
6050 · Payroll Tax Expense	82,182.36
6080 · Outside Services	246,066.39
6090 · Legal Fees	17,460.00
6100 · Accounting Fees	17,805.61
6120 · Rent Expense	96,674.57
6130 · Telephone	8,377.42
6140 · Utilites	2,070.25
6160 · Stationery & Office Supplies	197.94
6170 · Office Expense	51,176.34
6180 · Postage & Delivery Expense	1,348.95
6210 · Advertising	3,461.39
6220 · Marketing Expenses	33,461.32
6230 · Auto Fuel & Repairs Expense	40.52
6240 · Automobile Lease Expense	70,600.00
6260 · Automobile Parking & Tolls	1,164.00
6270 · Travel Expenses	48,848.06
6280 · Meals & Entertainment	78,205.82
6290 · Insurance - General	11,144.53
6310 · Insurance - Health	16,452.15
6340 · Computer Expense	3,973.88
6342 · Internet & Website Services	1,241.60
6345 · Depreciation	8,624.00
6350 · Annual Report	97.00
6360 · Licenses & Fees	9,003.41
6370 · Professional Dues	5,678.00
6410 · Contributions	3,844.88
6420 · Cleaning Services	1,164.65
6460 · Bank Charges	785.48

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Profit & Loss**  
January through December 2016

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	Jan - Dec 16
7995 · Payroll Tax Exchange	0.00
8225 · Data Processing Fees	7,275.13
<b>Total Expense</b>	<b>2,988,440.04</b>
<b>Net Ordinary Income</b>	<b>526,251.32</b>
<b>Other Income/Expense</b>	
Other Expense	
9999 · Ask My Accountant	0.00
<b>Total Other Expense</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>
<b>Net Income</b>	<b>526,251.32</b>

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Statement of Cash Flows**  
January through December 2016

	<u>Jan - Dec 16</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	526,251.32
Adjustments to reconcile Net Income to net cash provided by operations:	
1100 · Accounts Receivable	(736,730.82)
1205 · A/R adjustment	869,604.55
1300 · Advanced Commission	(706,795.39)
2100 · Accounts Payable	(2.00)
+	(218.30)
2000 · Chase Credit Card	6,740.48
2200 · Accrued Expenses	(170,000.00)
Net cash provided by Operating Activities	(211,150.16)
<b>INVESTING ACTIVITIES</b>	
1520 · Office Equipment	(13,942.44)
1530 · Accum Depreciation - Ofc Equip	1,850.10
1540 · Computer Equipment	(2,470.44)
1541 · Accum Depreciation - Cpr Equip	2,470.44
1600 · Computer Software	(119,000.00)
1800 · Security Deposits	(21,407.62)
1990 · Other Assets	(289,999.96)
Net cash provided by Investing Activities	(442,499.92)
<b>FINANCING ACTIVITIES</b>	
3000 · Members' Capital:3100 · Capital - D Scarpa:3101 · Capital - D Scarpa	25,404.00
3000 · Members' Capital:3100 · Capital - D Scarpa:3150 · Drawings - D Scarpa	(39,394.00)
3000 · Members' Capital:3100 · Capital - D Scarpa:3151 · Drawings - Taxes - D S	(27,184.00)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3201 · Capital - P Shagawat	20,109.00
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3250 · Drawings - P Shagawat	(32,559.00)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3251 · Drawings - Taxes - P S	(27,184.00)
3900 · Retained Earnings	472,604.46
Net cash provided by Financing Activities	391,796.46
Net cash increase for period	(261,853.62)
Cash at beginning of period	1,005,899.46
Cash at end of period	<u><u>744,045.84</u></u>

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Balance Sheet**  
As of December 31, 2017

	Dec 31, 17
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1001 · Cash - PNC Bank #9588	746,394.77
1002 · Cash - PNC Bank #5205	1,670.00
Total Checking/Savings	748,064.77
Total Current Assets	748,064.77
Fixed Assets	
1500 · Furniture & Fixtures	1,631.23
1520 · Office Equipment	22,867.12
1530 · Accum Depreciation - Ofc Equip	(5,305.53)
1540 · Computer Equipment	61,949.44
1541 · Accum Depreciation - Cpr Equip	(53,650.92)
Total Fixed Assets	27,491.34
Other Assets	
1600 · Computer Software	230,521.54
1800 · Security Deposits	26,407.62
1990 · Other Assets	589,999.96
Total Other Assets	846,929.12
<b>TOTAL ASSETS</b>	<b>1,622,485.23</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
2000 · Chase Credit Card	19,023.60
Total Credit Cards	19,023.60
Total Current Liabilities	19,023.60
Total Liabilities	19,023.60
Equity	
3000 · Members' Capital	
3100 · Capital - D Scarpa	
3101 · Capital - D Scarpa	81,729.00
3150 · Drawings - D Scarpa	(118,283.00)
3151 · Drawings - Taxes - D S	(138,368.00)
Total 3100 · Capital - D Scarpa	(174,922.00)

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Balance Sheet**  
As of December 31, 2017

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	Dec 31, 17
3200 · Capital - Paul Shagawat	
3201 · Capital - P Shagawat	85,651.00
3250 · Drawings - P Shagawat	(103,593.00)
3251 · Drawings - Taxes - P S	(142,368.00)
	<hr/>
Total 3200 · Capital - Paul Shagawat	(160,310.00)
	<hr/>
Total 3000 · Members' Capital	(335,232.00)
	<hr/>
3900 · Retained Earnings	1,390,471.35
Net Income	548,222.28
	<hr/>
Total Equity	1,603,461.63
	<hr/>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,622,485.23</b>
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**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Profit & Loss**  
January through December 2017

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	Jan - Dec 17
Ordinary Income/Expense	
Income	
4000 · Income	
4010 · Income - Energy Procurement	4,278,866.58
4020 · Income - Solar	4,500.00
4000 · Income - Other	223,142.73
	<hr/>
Total 4000 · Income	4,506,509.31
	<hr/>
Total Income	4,506,509.31
	<hr/>
Gross Profit	4,506,509.31
Expense	
5500 · Guaranteed Payments - D S	295,000.00
5510 · Guaranteed Payments - P S	295,000.00
6000 · Outside Sales	832,355.13
6010 · Office Salaries	1,257,029.57
6020 · State Taxes	893.00
6080 · Outside Services	345,028.00
6090 · Legal Fees	39,290.24
6100 · Accounting Fees	10,505.50
6120 · Rent Expense	135,232.48
6130 · Telephone	11,022.74
6140 · Utilites	5,221.71
6160 · Stationery & Office Supplies	244.18
6170 · Office Expense	34,873.15
6180 · Postage & Delivery Expense	1,134.28
6198 · Taxes Paid	4,204.07
6210 · Advertising	5,810.62
6220 · Marketing Expenses	16,267.71
6230 · Auto Fuel & Repairs Expense	587.13
6240 · Automobile Lease Expense	103,792.12
6260 · Automobile Parking & Tolls	934.50
6270 · Travel Expenses	86,632.86
6280 · Meals & Entertainment	103,424.98
6290 · Insurance - General	9,723.30
6310 · Insurance - Health	16,389.08
6320 · Repairs & Maintenance	29.98
6340 · Computer Expense	988.88
6342 · Internet & Website Services	6,556.60
6343 · Computer Services	156,480.47
6360 · Licenses & Fees	8,803.74
6370 · Professional Dues	10,771.50
6410 · Contributions	6,675.00
6420 · Cleaning Services	1,519.50
6450 · Interest Expense	695.50
6460 · Bank Charges	566.57

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Profit & Loss**  
January through December 2017

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	Jan - Dec 17
6470 · Credit Card Expense	
6471 · Late Fees	0.00
6472 · Credit Card Interest Charges	(0.18)
Total 6470 · Credit Card Expense	(0.18)
7995 · Payroll Tax Exchange	150,923.56
8225 · Data Processing Fees	3,679.56
Total Expense	3,958,287.03
Net Ordinary Income	548,222.28
Net Income	548,222.28

**PREMIERE MARKETING LLC T/A TRANSPARENT ENERGY**  
**Statement of Cash Flows**  
January through December 2017

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	<u>Jan - Dec 17</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	548,222.28
Adjustments to reconcile Net Income to net cash provided by operations:	
2000 · Chase Credit Card	3,247.31
Net cash provided by Operating Activities	551,469.59
<b>INVESTING ACTIVITIES</b>	
1500 · Furniture & Fixtures	(1,631.23)
1520 · Office Equipment	(4,481.37)
1540 · Computer Equipment	(1,298.52)
1600 · Computer Software	(521.54)
1990 · Other Assets	(300,000.00)
Net cash provided by Investing Activities	(307,932.66)
<b>FINANCING ACTIVITIES</b>	
3000 · Members' Capital:3100 · Capital - D Scarpa:3150 · Drawings - D Scarpa	(13,150.00)
3000 · Members' Capital:3100 · Capital - D Scarpa:3151 · Drawings - Taxes - D S	(111,184.00)
3000 · Members' Capital:3200 · Capital - Paul Shagawat:3251 · Drawings - Taxes - P S	(115,184.00)
Net cash provided by Financing Activities	(239,518.00)
Net cash increase for period	4,018.93
Cash at beginning of period	744,045.84
Cash at end of period	<u><u>748,064.77</u></u>



**C-4**

Exhibit C-4 "Financial Arrangements," provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.). Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods: 1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies. 2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s). 3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option. 4. Posting a Letter of Credit with the LDU(s) as the beneficiary. If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

**N/A**

Premiere Marketing LLC is not taking title to the electricity or natural gas as we will be acting as broker.

## C-5

**Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant’s ELECTRIC related business activities in the state of Ohio Only, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

**Forecasted Financial  
Statements FY 2019-2020**

Entity	2019 Revenue	2020 Revenue
Premiere Marketing LLC	\$ 6,433.00	\$ 6,257.89

**C-6**

**Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.

**N/A**

## C-7

**Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.



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**Premiere Marketing Llc**
DUNS: 07-935-4276

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695 Us Highway 46 Ste 408  
Fairfield, NJ 07004  
Phone: (862) 210-8770  
URL:

DBA's :  
TRANSPARENT ENERGY

**Scores and Ratings**

Score / Rating:	Change	Last Date Changed
PAYDEX®	No Change ↔	05/31/2016
Delinquency Predictor Class	No Change ↔	02/06/2018
Financial Stress Class	No Change ↔	06/05/2018
Supplier Evaluation Rating	No Change ↔	03/14/2017
D&B Rating	No Change ↔	06/19/2016
D&B Viability Rating	Good (Status)	

D&B has recently updated their scores [Learn how these changes affect your business credit profile.](#)

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INQUIRY  
05/10/18  
1 New Inquiry

INQUIRY  
05/07/18  
1 New Inquiry

INQUIRY  
05/06/18  
1 New Inquiry

INQUIRY  
04/02/18  
1 New Inquiry

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You have received 0 new inquiries.  
Inquiries are the number of individual product(s) purchased by a customer(s) on a D&B D-U-N-S® Number in a rolling one-year(365 days) time period. Although the specific name of the inquiring customer(s) is not available, your product may allow you to see the inquiring customer's industry.

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C-8

**Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

N/A

**Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.

N/A

**C-10**

**Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

**Premiere Marketing LLC is a stand-alone entity with no affiliate or subsidiary companies.**

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**7/2/2018 2:04:58 PM**

**in**

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

Summary: Application Renewal electronically filed by Mr. Paul Shagawat on behalf of  
Premiere Marketing LLC