



Public Utilities Commission

19-0679-GA-AGG

PUCO USE ONLY - Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	- GA-AGG	

INITIAL 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-15 - 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 be certified as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Revenue Source Group, Inc.
Address 112 29th Avenue South, Nashville, TN 37212
Telephone No. 615.327.4882 Web site Address <http://revenuesourcegroup.com/>

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

Name Revenue Source Group, Inc.
Address 112 29th Avenue South, Nashville, TN 37212
Web site Address <http://revenuesourcegroup.com/> Telephone No. 615.327.4882

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

Revenue Source Group, Inc.

A-5 Contact person for regulatory or emergency matters:

Name Robert Mark Parten Title President
Business Address 112 29th Avenue South, Nashville, TN 37212
Telephone No. 615.327.0393 Fax No. 615.301.4008 Email Address mark@revenuesourcegroup.com

19-0679-GA-AGG
Date Processed 3/22/19
Technician J. [Signature]
PUCO
2019 MAR 22 PM 1:39
I certify that the images appearing are an accurate reproduction of a true file document delivered in the regular course of business.

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

Name Mark Burlingame Title Energy Procurement Specialist
Business address 112 29th Avenue South, Nashville, TN 37212
Telephone No. 844.394.6454 Fax No. 615.301.4008 Email Address mburlingame@revenuesourceg

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

Customer service address 112 29th Avenue South, Nashville, TN 37212
Toll-Free Telephone No. 844.394.6454 Fax No. 615.301.4008 Email Address mburlingame@revenuesourc

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 Robert Parten Title President
Business address 7216 Willowbrook Lane, Cincinnati OH 45237
Telephone No. 844 394-6454 Fax No. 615 301-4008 Email Address mark@revenuesourcegroup.com

A-9 Applicant's federal employer identification number 753187054

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

- | | |
|--|--|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Corporation | <input type="checkbox"/> 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 type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input 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 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 type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Dominion East Ohio

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

☐ Duke Energy Ohio

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

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	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 checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	April 1, 2019
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	April 1, 2019
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	April 1, 2019
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	April 1, 2019

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 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 **Exhibit A-16 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-17 **Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is 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 to be certified to provide (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 it is seeking to be certified to provide.

- 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 within the past five years.

☒ No ☐ Yes

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

- B-6 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.

☒ 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 the applicant does not produce annual reports, the applicant should 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 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 current financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.).

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

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

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

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

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS 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 current 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 current 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.

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

Robert M. Pata

President

Sworn and subscribed before me this *28th* day of *March* Month *2019* Year

[Signature]

Signature of official administering oath

Ryan Quicksall

Print Name and Title

My commission expires on

7.9.2022





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

Revenue Source Group, Inc.)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. - -GA-AGG

County of Davidson
State of Tennessee

Robert M. Parten [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

Robert M. Parten President

Sworn and subscribed before me this

20th

day of

MARCH

Month

2014

Year

[Signature]

Signature of Official Administering Oath

Ryan Quicksall

Print Name and Title



My commission expires on

7.9.2022

EXHIBITS

Revenue Source Group, Inc.

Exhibits

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.

Robert Mark Parten
President
112 29th Avenue South
Nashville, TN 37212
615-327-4882

A-15 Exhibit A-15 "Company History," provide a concise description of the applicant's company history and principal business interests.

Revenue Source Group, Inc. was formed on March 22, 2005. It operated prior to that as TTC, Inc. Revenue Source Group, Inc. has provided utility bill auditing and energy procurement services in previous legal forms since 1995.

Prior to this filing, Revenue Source Group or its founder, Robert Mark Parten have provided utility and telecommunications bill auditing services for 29 years across the US. In addition, Revenue Source group has provided consulting and brokering for natural gas procurement for clients outside the State of Ohio.

As of the date of this filing, there have no complaints against Revenue Source Group, Inc with any public or private agencies.

Revenue Source Group, Inc.

A-16 Exhibit A-16 "Articles of Incorporation and Bylaws," if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.

Attached

Revenue Source Group, Inc.

A-17 Exhibit A-17 "Secretary of State," provide evidence that the applicant has registered with the Ohio Secretary of the State.

Attached

Revenue Source Group, Inc.

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.

Ohio is the first state in which Revenue Source Group is filing for a broker’s license. We are in the process of filing in other jurisdictions.

Revenue Source Group, Inc.

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.

Nearly all the requirements specified in Ohio Revised Code Section 4929.22 pertain to utilities, suppliers and governmental aggregators, all categories inapplicable to Revenue Source Group, Inc. As an energy broker, Revenue Source Group, Inc. does not directly invoice clients nor is Revenue Source Group, Inc. a party to the natural gas supply agreements executed by clients. In order to ensure full compliance, Revenue Source Group, Inc. on behalf of its clients, will solicit competitive offers only from suppliers licensed to conduct business in Ohio, who are therefore subject to the requirements of 4901:1-29. Revenue Source Group, Inc. will always provide all competitive suppliers the same information on which to base offers for service, thus ensuring a level playing field. This benefits the end-user by providing a selection of the highest value, most competitive offers and alternatives. This also ensures that the suppliers are also provided an open, transparent and level competitive playing field.

Any questions, concerns or complaints are answered and followed-through directly by Mark Burlingame and Mark Parten, whose deep experience in competitive energy markets is documented in Exhibit B-3.

The company is in good standing with The State of Tennessee.

Revenue Source Group, Inc.

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 to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

Revenue Source Group, Inc. has managed natural gas brokering services or advised client on natural gas purchasing since 1995.

This includes managing supply acquisition processes or consulting for large users of natural gas in Oklahoma and Kentucky:

- Oneok Gas Transportation LLC, Oklahoma for an annual consumption of 54,451 mmBtu
- Texas Gas, Kentucky Zone 3 for an annual consumption of 191,999 mmBtu

Mark Burlingame, CPA, PMP will be primarily responsible for providing aggregation and brokering services.

Burlingame has 27 years of extensive energy and utility industry experience, including 11 years in the deregulated energy marketing sector. Prior to entering the utility industry, he was a Senior Management Consultant with PricewaterhouseCoopers. Mark's hands-on experience in several jurisdictions and markets includes the United Kingdom, Massachusetts, Pennsylvania, California, Washington, Florida, Texas, Ohio, New Jersey, Maryland, New York, Indiana, Illinois, and Oklahoma. He has consulted for business customers, utilities, retail energy companies, utility commissions, vendors, software companies and investors.

Retail Energy Market Experience:

- Brasovan Energy Group – assisted with electricity and natural gas procurement for a large Texas university system. The system consumes over 340,000 MWh/yr. and approximately 530,000 mmBtu/year for over \$20 million in annual spend. Participated and led development and filing of written testimony in two electric utility industry cases before the Public Utility Commission of Texas and in rate case #10580 natural gas pipeline rate case before the Texas Railroad Commission.
- Just Energy – set up a tariff analysis desk. Responsible for tracking and analysis of natural gas and power tariffs in over 100 utility service territories in North America.
- Stream Energy - consulted for the fastest growing Retail Electric Provider in the Texas. Initially brought in to investigate and reduce costs, he implemented corrected tax billing procedures resulting in additional revenues of \$300,000 a month. He moved into a progressive role as a business development leader. In this role, he provided analysis of entry into new natural gas and power markets; smart meters data, deployments and opportunities; time-of-use pricing, etc. in search of new business opportunities.
- Energy Knowledge Group - Managed the aggregation of commercial customers in Texas. Responsible for retail power procurement and electricity aggregation for Texas retail utility customers. Contracts evaluated, negotiated and closed for 6 cold storage warehouses, over 400 convenience stores, 50 dry cleaners & quick lube

Revenue Source Group, Inc.

centers and 6 restaurants for a total load of over 35 MW. Responsible for negotiating electric contracts totaling \$18 million in annual electricity spend.

- CSW Energy Services, Inc. (a subsidiary of Central and Southwest Corp. before CSW was acquired by AEP in 2000) - led the initial investigations and business plan development for sales, pricing, and administrative services for CSW's preparation for the Texas retail market.
- CSW Energy Services, Inc. - priced and marketed electricity in California and in the Pennsylvania pilot market in 1997 through 1999. Managed the development and administration of daily market forecasts of the California wholesale power market. Marketed and contracted 3.1 MWh retail load in in the PA pilot market.
- At PricewaterhouseCoopers, he was an IT project manager for the measurement point software development efforts of Arkla Gas as it prepared for unbundling of sales and transportation of gas due to FERC Order 636.

Revenue Source Group, Inc.

B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

None

B-5 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

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

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.

☒ No ☐ Yes

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Revenue Source Group, Inc.

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)

Not applicable. Revenue Source Group is not a publicly traded company.

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.

Not applicable. Revenue Source Group is not a publicly traded company.

Revenue Source Group, Inc.

Revenue Source Group, Inc.

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).

Attached are Income Statements and Balance Sheets. As a single stockholder corporation, we do not use Cash Flow Statements

Revenue Source Group, Inc.

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

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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).
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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 - Not applicable.

Revenue Source Group, Inc.

Revenue Source Group, Inc.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant’s **NATURAL GAS 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.

Revenue Source Group does not forecast financial statements.

Forecast prepared by:
Robert Mark Parten
112 29th Avenue South
Nashville, TN 37212

tel: 615.327.4882
fax: 615.301.4008

mark@revenuesourcegroup.com

Revenue Source Group, Inc.

Revenue Source Group, Inc.

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

N/A

C-7 Exhibit C-7 “Credit Report,” provide a copy of the applicant’s credit report from Experion, 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.

Attached

Revenue Source Group, Inc.

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.

None

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.

None

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.

Revenue Source Group is a standalone entity.

Revenue Source Group, Inc.

D-1 Exhibit D-1 “Operations,” provide a current written description of the operational nature of the applicant’s business functions.

Revenue Source Group conducts utility and telecommunications bill audits for its clients. In addition, we provide energy procurement consulting services to our clients.

Revenue Source Group’s utility and telecommunications bill auditing services reduce operational costs of water/sewer, gas, electricity, telecommunications, waste/recycling and property taxes. Through utility bill cost reduction, we improve our customers’ bottom lines.

We help our customers select natural gas suppliers through a transparent, competitive RFP process. We analyze and recommend favorable pricing, structure, term and non-price considerations to our customers. We provide recommendations to our customers for price and quantity lock-in strategies.

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.

Both Mark Parten, President and Mark Burlingame, Energy Procurement Specialist, have experience brokering and negotiating natural gas contracts. Parten’s experience includes negotiating natural gas contracts in Oklahoma, Tennessee and Kentucky. Burlingame has participated or led negotiations in Texas. In addition, Burlingame wrote and submitted testimony and rebuttals on behalf of Smurfit Kappa North America LLC in the Atmos Pipeline Rate Case #10580.

Revenue Source Group does not take title to natural gas and does not trade in either wholesale or retail natural gas markets. Therefore, our operations are simple, requiring much less back office support and systems and less technical expertise.

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.

Robert Mark Parten
President
mark@revenuesourcegroup.com
615.327.4882

Mark Burlingame, CPA, PMP
Energy Procurement Specialist
mburlingame@revenuesourcegroup.com
834.394.6454

Mark Burlingame, CPA, PMP will be primarily responsible for providing aggregation and brokering services.

Burlingame has 27 years of extensive energy and utility industry experience, including 11 years in the deregulated energy marketing sector. Prior to entering the utility industry, he was a Senior

Revenue Source Group, Inc.

Management Consultant with PricewaterhouseCoopers. Burlingame's hands-on experience in several jurisdictions and markets includes the United Kingdom, Massachusetts, Pennsylvania, California, Washington, Florida, Texas, Ohio, New Jersey, Maryland, New York, Indiana, Illinois, and Oklahoma. He has consulted for business customers, utilities, retail energy companies, utility commissions, vendors, software companies and investors.

Retail Energy Market Experience:

- Brasovan Energy Group – assisted with electricity and natural gas procurement for a large Texas university system. The system consumes over 340,000 MWh/yr. and approximately 530,000 mmBtu/year for over \$20 million in annual spend. Participated and led development and filing of written testimony in two electric utility industry cases before the Public Utility Commission of Texas and in natural gas pipeline rate case #10580 before the Texas Railroad Commission.
- Just Energy – set up a tariff analysis desk. Responsible for tracking and analysis of natural gas and power tariffs in over 100 utility service territories in North America.
- Stream Energy – consulted for the fastest growing Retail Electric Provider in the Texas. Initially brought in to investigate and reduce costs, he implemented corrected tax billing procedures resulting in additional revenues of \$300,000 a month. He moved into a progressive role as a business development leader. In this role, he provided analysis of entry into new natural gas and power markets; smart meters data, deployments and opportunities; time-of-use pricing, etc. in search of new business opportunities.
- Energy Knowledge Group – Managed the aggregation of commercial customers in Texas. Responsible for retail power procurement and electricity aggregation for Texas retail utility customers. Contracts evaluated, negotiated and closed for 6 cold storage warehouses, over 400 convenience stores, 50 dry cleaners & quick lube centers and 6 restaurants for a total load of over 35 MW. Responsible for negotiating electric contracts totaling \$18 million in annual electricity spend.
- CSW Energy Services, Inc. (a subsidiary of Central and Southwest Corp. before CSW was acquired by AEP in 2000) - led the initial investigations and business plan development for sales, pricing, and administrative services for CSW's preparation for the Texas retail market.
- CSW Energy Services, Inc. - priced and marketed electricity in California and in the Pennsylvania pilot market in 1997 through 1999. Managed the development and administration of daily market forecasts of the California wholesale power market. Marketed and contracted 3.1 MWh retail load in in the PA pilot market.
- SEEBOARD plc (now part of EDF) – managed a project to prepare the metering operations organization of a British regional electric company for stand-alone operations in the restructured marketplace.
- PricewaterhouseCoopers – he was an IT project manager for the measurement point software development efforts of Arkla Gas as it prepared for unbundling of sales and transportation of gas due to FERC Order 636.

ATTACHMENTS

Exhibit A-16 "Articles of Incorporation & Bylaws"

B Y L A W S

OF

REVENUE SOURCE GROUP, INC.

Article I

OFFICES

1. The principal office of the Corporation shall be located at 112 29th Avenue South Nashville Tennessee 37212. The Corporation may have such other offices as the Board of Directors may from time to time designate or the business of the Corporation may require.

Article II

MEETINGS OF STOCKHOLDERS

1. ANNUAL MEETING. The annual meeting of the Stockholders shall be held at the principal office of the Corporation on the first Monday of the second month after the end of the fiscal year at 5:00 p.m. If the day so designated falls on a legal holiday, then the meeting shall be held upon the first business day thereafter. The order of business for annual meetings of the Stockholders shall be as follows:

- 1) Roll Call.
- 2) Proof of notice of meeting or waiver of notice.
- 3) Reading of minutes of preceding meeting.
- 4) Reports of officers.
- 5) Reports of committees.
- 6) Election of directors.
- 7) Unfinished business.
- 8) New business.

2. SPECIAL MEETINGS. Special meetings of Stockholders other than those regulated by statute may be called at any time upon notice by one (1) director as provided in Section 3 of this Article II. The Board of Directors shall also call a special meeting of the Stockholders upon the written request of any one (1) Stockholder of the Corporation for the purpose of a transfer of corporate stock or upon the request of Stockholders owning a majority of the outstanding capital stock entitled to vote for any purpose specified by the Stockholders making such request. Any such request shall state the purpose of the proposed meeting. No business other than that specified in the call for the meeting shall be transacted at any special meeting of the Stockholders.

3. NOTICE. The Secretary of the Corporation shall serve personally at least five (5) days before any meeting of the Stockholders or send through the mail at least ten (10) days before such meeting, including the day of mailing, a written or printed notice thereof addressed to each Stockholder at his last known post office address and shall publish notice thereof as required by law. No such notice shall be delivered more than sixty (60) days before the date of the meeting. The Secretary shall certify that the required notice has been given. If the notice is to call a special meeting of the Stockholders, such notice shall specify the business to be transacted at such meeting. At any meeting at which all Stockholders shall be present or of which all Stockholders not present have waived notice in writing, the giving of notice as required above may be dispensed with.

4. LOCATION. All meetings of the Stockholders shall be held at the principal office of the Corporation unless otherwise ordered by the Board of Directors, who are authorized to designate such other place as they may choose in the call for meeting required to be given by Section 3 of this Article II. The Stockholders shall have the power upon unanimous consent to specify a location for any meeting of the Stockholders other than the principal office of the Corporation or the location specified by the Board of Directors.

5. QUORUM. At all meetings of Stockholders, except where it is otherwise provided by law, it shall be necessary that Stockholders representing two-thirds (2/3) of the capital stock issued and outstanding and entitled to vote be present in person, be represented by proxy, or have submitted a written ballot on the issues to be decided at such meeting, as provided for in Section 6 of this Article II, in order for there to be a quorum.

6. PROXY. Any Stockholders who shall be unable to attend a meeting of the Stockholders may appoint in writing any person, who need not be a Stockholder, to cast his votes for them at the meeting. In the alternative, a Stockholder who is unable to attend a meeting may, within the five (5) days preceding such meeting, demand that he be provided with a ballot on which he may submit his written votes on the issues to be decided at such meeting. Such written ballot shall state the name of the Stockholder and the number of shares with voting rights owned by him. The completed ballots shall be submitted to the Secretary prior to the meeting.

7. VOTING. Unless otherwise required by statute, by the Charter or by these Bylaws, all questions to be decided at all meetings of Stockholders shall be determined by a majority vote of the Stockholders casting a vote (whether in person, by proxy or by ballot submitted to the Secretary); provided, however, that any qualified voter may demand a stock vote, in which case each Stockholder casting a vote shall be entitled to cast one vote for each share of voting stock owned by him. All voting shall be viva voce, except that a stock vote shall be by ballot, each of which shall state the name of the Stockholder voting and the number of voting shares owned by him. The casting of all votes at special meetings of Stockholders shall be governed by the provisions of the General Corporation Act of the State of Tennessee.

Article III

DIRECTORS

1. NUMBER AND QUALIFICATIONS. The property and the business affairs of the Corporation shall be governed, controlled and managed by a Board of one (1) Director.

2. ELECTION. The Director shall be elected by a plurality vote at the annual meeting of the Stockholders, and shall be elected to serve until his successor shall be elected and shall qualify. In the event of a failure to hold an election of Directors at any annual meeting of Stockholders, election of Directors may be held at a special meeting of the Stockholders called for that purpose.

3. TERM OF OFFICE. The term of office of each of the Director shall be one (1) year, and thereafter until his successor has been elected and qualified.

4. REMOVAL OF DIRECTORS. Any one or more of the Directors may be removed either with or without cause at any time by a majority vote of the Stockholders at any special meeting called for this purpose or at their annual meeting.

5. VACANCIES. Whenever any vacancy shall occur in the Board of Directors by death, resignation, removal or otherwise, the same shall be filled without undue delay in accordance with the provisions of Section 2 of this Article III. Such election shall be held within sixty (60) days after the occurrence of such vacancy. The person so chosen shall hold office until the next annual meeting or until his successor is chosen at a special meeting of the Stockholders.

6. POWERS. The Director shall in all cases act as a Board, regularly convened, in conformance with Article IV hereof, and they may adopt such rules and regulations for the conduct of their meetings and the management of the Corporation as they may deem proper, not inconsistent with these Bylaws and the laws of the State of Tennessee.

7. COMPENSATION. Director, as such, shall not receive any stated salary for their services, but by resolution of the Board of Directors, a fixed sum of expenses of attendance, if any, may be allowed for attendance, at each regular or special meeting of the Board of Directors; provided that nothing herein contained shall be construed to preclude any Director from serving the

Corporation in any other capacity and receiving compensation therefor.

Article IV

MEETING OF THE BOARD OF DIRECTORS

1. REGULAR MEETING. A regular meeting of the newly elected Board of Directors shall be held at the same place prescribed for the meeting of Stockholders electing such Board, immediately following the adjournment of the meeting of Stockholders unless otherwise provided in the resolution electing such Board of Directors. At such regular meeting, the Directors shall elect Officers and transact all other business properly brought before the meeting, and no notice of such meeting shall be necessary to the newly elected Board, provided a quorum shall be present.

2. SPECIAL MEETINGS. Special meetings of the Board of Directors may be called by the President of the Corporation at any time and shall be called by the President or the Secretary upon the written request of one (1) Director. No business other than the business specified in the call for meeting shall be transacted at any special meeting.

3. NOTICE. The Secretary of the Corporation shall serve personally at least five (5) days before any regular or special meeting of the Board of Directors or send through the mails or email at least ten (10) days before such meeting, including the day of mailing, a written or printed notice thereof addressed to each Director at his last known post office address and shall publish notice thereof as required by law. No such notice shall be delivered more than sixty (60) days before the date of the

meeting. The Secretary shall certify that the required notice has been given. If the notice is to call a special meeting of the Board of Directors, such notice shall specify the business to be transacted at such meeting. At any meeting at which all Directors shall be present or of which all Directors not present have waived notice in writing, the giving of notice as required above may be dispensed with.

4. LOCATION. All meetings of the Board of Directors shall be held at the principal office of the Corporation unless otherwise designated in the call for meeting.

5. QUORUM. At any meeting of the Board of Directors, a majority of the Board shall constitute a quorum for the transaction of business, and the act of a majority of the Directors casting a vote at any meeting at which there is a quorum shall be the act of the Board of Directors, except as may be otherwise specifically provided by statute, by the Charter or by these Bylaws. In the event that a quorum is not present, those attending may adjourn the meeting to some future time, not more than ten (10) days later.

6. VOTING. At all meetings of the Board of Directors, each Director shall have one (1) vote, regardless of the number of shares of stock that he may hold.

7. ACTION BY WRITTEN CONSENT. The Directors may take any action which they are required or permitted to take under these Bylaws or the General Corporation Act of the State of Tennessee without a formal meeting, but in lieu thereof action may be taken by unanimous written consent setting forth the action so taken and signed by all of the Directors entitled to vote thereon.

8. MEETINGS BY CONFERENCE TELEPHONE. Meetings of the Board of Directors may be held by means of a conference telephone or similar communication equipment by means of which all persons participating in such meeting can hear each other at the same time and participation by such means shall constitute presence in person at such a meeting. The Directors shall be promptly furnished a copy of the minutes of such meeting.

Article V

OFFICERS

1. NUMBER AND QUALIFICATIONS. The Officers of the Corporation shall be:

1. President.
2. Secretary.

The Board of Directors may, in its discretion, also elect such other Officers or Agents as it may deem advisable. Any two (2) or more offices may be held by the same person, except that the same person may not hold the offices of President and Secretary, unless there is only one Director. Any of said offices with the exception of President and Secretary need not be filled unless the Board of Directors shall so determine. An Officer need not be either a Stockholder or a Director.

2. ELECTION. All officers of the Corporation shall be elected annually by the Board of Directors at its regular meeting and shall hold office for the term of one (1) year or until their successors are duly elected and qualified.

3. VACANCIES. All vacancies in any office shall be filled by the Board of Directors without undue delay at its regular meeting or at a meeting specially called for that purpose.

4. REMOVAL OF OFFICERS. The Board of Directors may remove any Officer by a majority vote at any time, with or without cause.

5. COMPENSATION. The Officers shall receive such salary or compensation as may be determined by the Board of Directors.

6. DUTIES. All Officers and Agents of the Corporation shall from time to time perform such duties and exercise such powers as may be required of or given to them by the Board of Directors. All contracts of the Corporation shall be executed in the name of the Corporation by such Officers or Agents as the Board of Directors from time to time shall designate. The duties and powers of the Officers of the Corporation shall include, but not be limited to, the following:

PRESIDENT

The President shall be the Chief Executive Officer of the Corporation, and he shall preside at all meetings of the Board of Directors and Stockholders.

The President shall cause to be called regular and special meetings of the Stockholders and Directors in accordance with these Bylaws.

In addition, the President shall present at each meeting of the Stockholders and the Board of Directors a report of the condition of the business of the Corporation.

The President shall see that the books, reports, statements and certificates required by statute are properly kept, made and filed according to law.

The President shall enforce these Bylaws and perform all the duties incident to the position and office and which are required by law.

The President shall be primarily responsible for implementing the goals, policies and directives established by the Board of Directors, unless the Board of Directors specifically appoints some other Officer or employee as charged with implementing a specific directive.

The President shall have the authority to execute notes, checks, drafts, mortgages, bonds and conveyances of property for and on behalf of the Corporation, in the normal and usual course of business of the Corporation. The President shall have the authority to execute bonds, mortgages and other conveyances of the property of the Corporation, other than in the normal course of business, only on resolution of the Board of Directors, and on such bonds, checks, drafts, mortgages or conveyances, must be attested by the Secretary of the Corporation.

VICE-PRESIDENT

During the absence or inability of the President to render and perform his duties or exercise his powers as set forth in these Bylaws or in the acts under which this Corporation is organized, the same shall be performed and exercised by the Vice-President; and when so acting, he shall have all the powers and be subject to all the responsibilities hereby given to or imposed upon such President.

The Vice-President shall perform such other duties as may be assigned to him by the President or the Board of Directors.

SECRETARY

The Secretary shall keep the minutes of the meetings of the Board of Directors and of the Stockholders in appropriate books.

The Secretary shall give and serve all notices of the Corporation.

The Secretary shall certify that all notices of meeting of the Stockholders or Board of Directors were properly made and served.

The Secretary shall maintain a list of all Stockholders attending each Stockholders meeting.

The Secretary shall issue written ballots and proxies to the Stockholders pursuant to Section 6 and 7 of Article II, receive the completed ballots and proxies and record or voice, whichever is applicable, the votes of the Stockholders submitting such ballots or proxies.

The Secretary shall be custodian of all records of the Corporation.

The Secretary shall keep the stock and stock transfer books in the manner prescribed by law so as to show at all times the amount of capital stock, the manner and the time the same was paid in, the names of the owners thereof, their respective places of residence, their post office addresses, the number of shares owned by each, the time at which each person became such owner and the amount paid thereon. He shall keep such stock and transfer books open daily during business hours at the office of

the Corporation, subject to the inspection of any Stockholder of the Corporation and permit such Stockholder to make extracts from said books to the extent and as prescribed by law.

The Secretary shall sign all certificates of stock.

The Secretary shall present to the Board of Directors at their stated meetings all communications addressed to him officially by any Officer or Stockholder of the Corporation.

The Secretary shall attend to all correspondence and shall perform all the duties incident to the office of Secretary.

Article VI

CERTIFICATES OF STOCK

1. DESCRIPTION OF STOCK CERTIFICATES. The certificates of stock of the Corporation shall be numbered and registered in the books of the Corporation in order in which they are issued. They shall be bound in a book and shall be issued in consecutive order therefrom, and in the margin of the book shall be entered the name of the person owning the shares therein represented with the number of shares and the date thereof. Such certificates shall exhibit the holder's name and the number of shares. They shall be signed by the President and countersigned by the Secretary. The shares of stock of this Corporation, when fully paid, shall not be assessable. The Corporation shall have a lien on all the shares of its capital stock and on dividends declared upon the same for any indebtedness of the respective holders thereof to the Corporation.

2. TRANSFER OF STOCK. The stock of the Corporation shall be assigned and transferable on the books of the Corporation only by the person in whose name it appears on said books or his legal

representative. In case of transfer by attorney, the power of attorney, duly executed and acknowledged, shall be delivered to the Secretary. In all cases of transfer, the former certificates must be surrendered and cancelled before a new certificate can be issued. No transfer shall be made upon the books of the Corporation within ten (10) days preceding the next annual meeting of the Stockholders.

Article VII

DIVIDENDS

The Board of Directors shall by vote declare dividends from the surplus profits of the Corporation whenever, in their opinion, the condition of the Corporation's affairs will render it feasible for such dividends to be declared.

Article VIII

BILLS, NOTES, ETC.

Except as otherwise provided herein, all bills payable, notes, checks, drafts or other negotiable instruments of the Corporation shall be made in the name of the Corporation and shall be signed by such Officer or Officers as the Board of Directors shall from time to time direct. No Officer or Agent of the Corporation, either singly or jointly with others, shall have the power to make any bill payable, note, check, draft or warrant or other negotiable instrument or endorse the same in the name of the Corporation or contract or cause to be contracted any debt or liability in the name of or on behalf of the Corporation, except as herein expressly prescribed and provided in these Bylaws.

Article IX

AMENDMENT OF BYLAWS

1. BY STOCKHOLDERS. These Bylaws may be amended, altered or repealed at any regular or any special meeting of the Stockholders if notice of the proposed amendment or alteration is contained in the notice of the meeting.

2. BY DIRECTORS. These Bylaws may be amended, altered or repealed by the affirmative vote of a majority of the whole Board of Directors at any regular or special meeting of the Board, if notice of the proposed alteration or amendment is contained in the notice of the meeting or by unanimous written consent; provided, however, that the Board of Directors shall not amend, alter or repeal any Bylaw in such manner as to affect the number, qualifications, classifications, term of office or compensation of the Directors in any way. Any action of the Board of Directors with respect to the amendment, alteration or repeal of these Bylaws is hereby made expressly subject to change or repeal by the action of the Stockholders.

Article X

INDEMNIFICATION

Each Director or Officer now or hereafter serving the Corporation and the respective heirs, executors and administrators of each of them shall be indemnified by the Corporation against all costs, expenses, judgments and liabilities, including attorneys' fees, reasonably incurred by or imposed upon him in connection with or resulting from any action, suit, or proceeding, civil or criminal, in which he is or may be made a party by reason of his being or having been such Director

or Officer or by reason of any action alleged to have been taken or omitted by him as a Director or Officer, whether or not he is a Director or Officer at the time of incurring such costs, expenses, judgments and liabilities, except in relation to matter to which he shall be finally adjudged, without right of further appeal in such action, suit or proceedings, to have been liable for willful misconduct in the performance of his duty as such Director or Officer. Such indemnification shall be made with respect to adjudication other than on the merits and shall extend to settlements and compromises. The foregoing right of indemnification shall not be exclusive of other rights to which such Director or Officer may be entitled as a matter of law.

Article XI

SEAL

The Corporation shall have no seal.

These Bylaws are hereby adopted by the Stockholders on this the 6th day of February 2006.

Robert M. Parten

Robert M. Parten, Stockholder

Exhibit A-17 "Secretary of State"



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
02/26/2019	201905603604	FOREIGN FOR PROFIT CORPORATION - LICENSE (FLF)	99.00	0.00	0 00	0 00

Receipt

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

REVENUE SOURCE GROUP, INC
ROBERT M PARTEN
112 29TH AVENUE SOUTH
NASHVILLE, TN 37212

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Frank LaRose
4297524

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
REVENUE SOURCE GROUP, INC.

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

Document(s)

FOREIGN FOR PROFIT CORPORATION - LICENSE

Effective Date: 02/22/2019

Document No(s):

201905603604

Authorization to transact business in Ohio is hereby given, until surrender, expiration or cancellation of this license.



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
26th day of February, A.D. 2019.

Frank LaRose
Ohio Secretary of State

Exhibit C-3 "Financial Statements"

5:45 PM

Revenue Source Group, Inc.

01/10/19

Profit & Loss

Accrual Basis

January through December 2018

	Jan - Dec 18
Ordinary Income/Expense	
Income	
311-Assigned Commissions	0.00
311 - Waste Tech	396.90
300 - Invoice #	0.00
301 - Fees-water and sewer	209,778.98
302 - Fees-property tax	34,041.49
303 - Fees-electric	80,056.33
304 - Fees-telephone	
304.5 - Commissions	7.47
304 - Fees-telephone - Other	11,226.97
Total 304 - Fees-telephone	11,234.44
305 - Fees-gas	5,610.71
306 - Fees-Sales Tax	86,591.13
308 - Fees-solid waste	3,301.65
310 - Fees-consulting	60,000.00
311 PCE - PCE Commissions	17,665.18
320 - Fees-other	-60.42
321 - Fees - Licensing	-80.00
370 - Other income	0.00
390 - Interest income	1.53
391 - Personal auto reimbursement	-2,585.32
Total Income	505,952.60
Gross Profit	505,952.60
Expense	
222 - Automobile Expense	2,744.84
506 - Credit Card Fees	338.32
507 - Bank Fees	303.98
508 - Subcontractor Commissions	2,384.33
5080 - Subcontractor Bonus	600.00
510 - Salesman reimbursement	67.74
512 - Freight and postage	118.69
516 - Officer salaries	110,000.00
517 - Employee Salaries	85,594.08
5170 - Employee Bonus	1,675.00
519 - Contract Labor	26,239.00
520 - Rent expense	42,000.00
526 - Utilities	4,600.18
528 - Telephone	4,700.40
530 - Repairs and maintenance	6,576.39
534 - Advertising and promotion	1,881.67
535 - Insurance	32,437.12
538 - Meals and entertainment	2,984.03
539 - Travel expense	5,195.64
541 - Franchise and excise tax	846.00
543 - Unemployment taxes	253.79
544 - Taxes and Licenses	14,701.98
546 - Software Licensing Comm	105.00
547 - Information Technology	44.13
552 - Vehicle Expenses	786.15
554 - Parking expense	63.84
556 - Sales commissions	98,197.09
5562 - Sales Exp Reimbursements	
55620 - Sales Travel	150.90
55621 - Sales Meals	460.84
55624 - Supplies	462.95
5562 - Sales Exp Reimbursements - Other	24.93
Total 5562 - Sales Exp Reimbursements	1,099.62
5565 - Sales Additional	1,119.37

5:45 PM

01/10/19

Accrual Basis

Revenue Source Group, Inc.

Profit & Loss

January through December 2018

	Jan - Dec 18
560 · Bad debts/returned checks	749.48
564 · Accounting fees	4,305.00
566 · Office expenses	4,574.53
5660 · Office Supplies	381.35
567 · Internet Fees	5,429.36
568 · Comp Software & Peripherals	7,875.19
579 · Continuing education	60.00
580 · Dues and subscriptions	1,438.08
581 · Appeal Fees	521.00
598 · Penalties	24.67
6560 · Payroll Tax Expenses	17,620.73
66900 · Reconciliation Discrepancies	-0.01
6999 · Uncategorized expense	-150.00
Total Expense	490,487.76
Net Ordinary Income	15,464.84
Other Income/Expense	
Other Income	
317 · - Centerpoint Energy	3,114.80
318 · Ethertel Networks	68.81
Total Other Income	3,183.61
Net Other income	3,183.61
Net Income	18,648.45

This statement is certified to be true and correct by The President of Revenue Source Group, Inc.,
Robert M. Panten
Robert M Panten 3/20/19

Revenue Source Group, Inc.
Profit & Loss
January through December 2017

	Jan - Dec 17
Ordinary Income/Expense	
Income	
311 - Waste Tech	158.76
301 - Fees-water and sewer	236,289.13
302 - Fees-property tax	89,927.65
303 - Fees-electric	61,407.69
304 - Fees-telephone	738.34
305 - Fees-gas	2,001.90
308 - Fees-solid waste	4,226.62
311 PCE - PCE Commissions	13,969.70
Total Income	408,719.79
Gross Profit	408,719.79
Expense	
222 - Automobile Expense	714.41
506 - Credit Card Fees	76.00
507 - Bank Fees	837.95
512 - Freight and postage	117.60
516 - Officer salaries	56,910.86
517 - Employee Salaries	85,493.70
519 - Contract Labor	9,230.00
520 - Rent expense	45,500.00
526 - Utilities	4,048.16
529 - Telephone	11,468.53
530 - Repairs and maintenance	2,525.00
531 - Business Gift	194.46
534 - Advertising and promotion	4,851.23
535 - Insurance	25,692.65
538 - Meals and entertainment	2,385.57
539 - Travel expense	4,617.41
544 - Taxes and Licenses	8,778.36
549 - Web Maintenance	200.00
550 - Interest expense	211.27
552 - Vehicle Expenses	2,384.80
554 - Parking expense	29.00
556 - Sales commissions	73,338.15
5562 - Sales Exp Reimbursements	
55621 - Sales Meals	148.18
55624 - Supplies	52.10
5562 - Sales Exp Reimbursements - Other	278.46
Total 5562 - Sales Exp Reimbursements	478.74
5565 - Sales Additional	-10,657.51
560 - Bad debts/returned checks	8,005.25
564 - Accounting fees	4,160.00
5640 - Legal Fees	885.51
566 - Office expenses	13,948.56
5660 - Office Supplies	551.32
567 - Internet Fees	2,930.17
568 - Comp Software & Peripherals	5,640.39
580 - Dues and subscriptions	985.04
581 - Appeal Fees	474.00
595 - Miscellaneous expense	1,084.23
6560 - Payroll Tax Expenses	-3,602.97
Total Expense	364,487.84
Net Ordinary Income	44,231.95
Other Income/Expense	
Other Income	
317 - - Centerpoint Energy	1,088.95

5:46 PM

01/10/19

Accrual Basis

Revenue Source Group, Inc.

Profit & Loss

January through December 2017

	Jan - Dec 17
Total Other Income	1,088.95
Net Other Income	1,088.95
Net Income	45,320.90

This statement is certified to be true and correct by the President of Revenue Source Group, Inc., Robert M. Parten

Robert M. Parten 3/20/19

5:53 PM

01/10/19

Accrual Basis

Revenue Source Group, Inc.
Summary Balance Sheet
As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets	
Checking/Savings	10,349.04
Accounts Receivable	50,980.50
Other Current Assets	105,531.68
Total Current Assets	166,861.22
Other Assets	3,763.60
TOTAL ASSETS	170,624.82
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	-4,032.30
Other Current Liabilities	867.74
Total Current Liabilities	-3,164.56
Total Liabilities	-3,164.56
Equity	173,789.38
TOTAL LIABILITIES & EQUITY	170,624.82

This statement is certified to be true and correct.

Robert M. Pantan 3/20/19

President

Revenue Source Group, Inc.

Robert M. Pantan 3/20/19

5:54 PM
01/10/19
Accrual Basis

Revenue Source Group, Inc.
Summary Balance Sheet
As of December 31, 2017

	Dec 31, 17
ASSETS	
Current Assets	
Checking/Savings	4,266.81
Accounts Receivable	76,029.42
Other Current Assets	80,286.59
Total Current Assets	160,582.82
Other Assets	3,763.60
TOTAL ASSETS	164,346.42
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	7,476.65
Other Current Liabilities	1,728.84
Total Current Liabilities	9,205.49
Total Liabilities	9,205.49
Equity	155,140.93
TOTAL LIABILITIES & EQUITY	164,346.42

*This statement is certified to be true
and correct.*
Robert M. Parten 3/20/19
Robert M. Parten
President



Exhibit C-7: Credit Rating

Report

[Home](#) [My reports](#) [My account](#) [Products](#) [Help](#) [Business services](#) [Logout](#)

Report Originally Retrieved 11/14/2018

Note This report was requested and billed to your account within the past 7 days

For help reading this report, please review our sample report

Search Inquiry: Revenue Source Group / Nashville / TN / (My company)

CreditScoreSM Report

as of 11/14/18 16:52 ET

Revenue Source Group, Inc

Address: 112 29th Ave S
Nashville, TN 37212-2506
United States
Phone: 615-327-4882
Website: www.revenuesourcegroup.com
Experian BIN: 869774518
Agent: Robert M Parten
Agent Address: 112 29TH Ave S
Nashville, TN

Key Personnel: Owner: Robert M Parten
SIC Code: 8721-Accounting, Auditing & Bookkeeping Svcs
6282-Investment Advice
6163-Loan Brokers
NAICS Code: 541219-Other Accounting Services
523930-Investment Advice
522310-Mortgage And Nonmortgage Loan Brokers
Business Type: Corporation
Experian File Established: April 2005
Experian Years on File: 13 Years
Years in Business: 31 Years
Total Employees: 3
Sales: \$443,000
Filing Data Provided by: Tennessee
Date of Incorporation: 03/22/2005

Experian Business Credit Score

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Business Credit Score



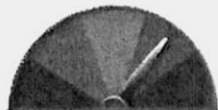
Low-Medium Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Low number of recently reported commercial accounts
- High maximum commercial account bal in the last 12 mos
- Ratio of total bal to total high bal across all comm accts
- Length of time on Experian's file

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 58. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

2**Financial Stability Risk
Rating**

Low-Medium Risk

**A Financial Stability Risk Rating of 2 indicates a
1.11% potential risk of severe financial distress
within the next 12 months.****Key Rating Factors:**

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Balance to high credit ratio for commercial accounts.
- Risk associated with the business type.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 2. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

Back to top

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few active Payment Tradelines.

Please refer to Experian's www.BusinessCreditFacts.com website for more information on establishing Payment Tradelines.

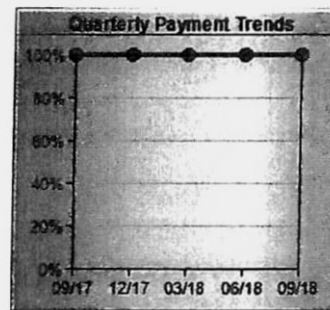
Lowest 6 Month Balance:	\$5,752
Highest 6 Month Balance:	\$6,066
Current Total Account Balance:	\$0
Highest Credit Amount Extended:	\$0

Payment Tradelines (see charts):	1
UCC Filings:	0

Businesses Scoring Worse:	57%
---------------------------	-----

✓ Bankruptcies:	0
✓ Liens:	0
✓ Judgments Filed:	0
✓ Collections:	0

Insufficient information to produce
Monthly Payment Trends
chart.

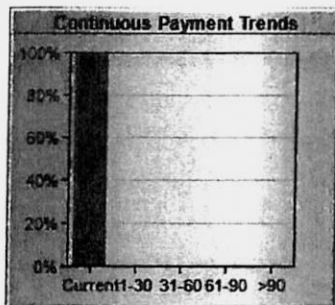


*Percentage of on-time payments by quarter.

Insufficient information to produce
Monthly Payment Trends
table.

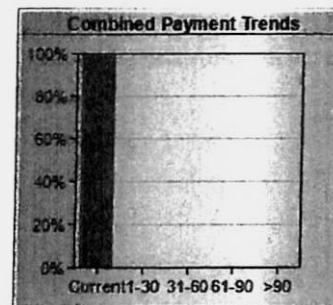
Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
09/17	0%	0%	0%	0%	0%
12/17	0%	0%	0%	0%	0%
03/18	0%	0%	0%	0%	0%
06/18	100%	0%	0%	0%	0%
09/18	100%	0%	0%	0%	0%



*Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.



*Combined distribution with DBT.

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