



DIS Case Number: 14-1899-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☒ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: The Brio Energy Corporation

Country: United States

Phone: 800-7272035 **Extension (if applicable):**

Street: 20836 Hall Rd #266

Website (if any): www.brioenergycorp.com

City: Clinton Twp

Province/State: MI

Postal Code: 48038

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

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

Name	Type	Address	Active?	Proof
Brio Energy Corporation	Official Name	20836 Hall Rd #266 Clinton Twp, MI 48038	Yes	Link

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

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

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



Public Utilities Commission

CATHERINE TREFZER
20836 Hall Road 266
Clinton Twp, MI 48038
US
ctrefzer@brioenergycorp.com
7349057256

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

CATHERINE TREFZER
20836 Hall Road 266
Clinton Twp, MI 48038
US
ctrefzer@brioenergycorp.com
7349057256

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

Phone: 8007272035	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 20836 Hall Rd #266
Email: ctrefzer@brioenergycorp.com		City: Clinton Twp
		Province/State: MI
		Postal Code: 48038

A-8. Applicant's federal employer identification number

455411418

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio
Dominion Energy Ohio

Duke Energy Ohio
Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
Residential
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 11-29-2020

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
CATHERINE TREFZER	ctrefzer@brioenergycorp.com	Pres	20836 Hall Road 266 Clinton Twp, MI 48038 US
Charles Zajac		Secretary	20836 Hall Rd #266 Clinton Twp, MI 48038 US

A-13. Company history

The Brio Energy Corporation began as a sales consultant in the energy market. In June 2012 the Brio Energy Corporation was formed to better assist customers with their energy management needs.

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

A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov?=businessDetails/2280243>

A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Martin Matusoff
5672 Montridge Ln
Dublin, OH 43016
US
mmatusoff@brioenergycorp.com
8007272035

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

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

Jurisdiction of Operation: The Brio Energy Corporation licensed as CRES state of Ohio 14-803E
The Brio Energy Corporation licensed for Natural Gas State of Ohio 14-398
The Brio Energy Corporation licensed Electric Broker state of MD #IR-4065
The Brio Energy Corporation licensed Natural Gas Broker State of MD #IR-4063

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

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



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

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

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

B-3. Disclosure of liabilities and investigations

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

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

B-4. Disclosure of consumer protection violations

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

No

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

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed,



Public Utilities Commission

suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

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

File(s) attached

C-3. Forecasted financial statements

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



Public Utilities Commission

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

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

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

File(s) attached

C-4. Credit rating

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

This does not apply

C-5. Credit report

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



File(s) attached

C-6. Bankruptcy information

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

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

No

C-7. Merger information

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

No

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations



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

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

Operations Description: Brio Energy Corporation aids property licensed and authorized alternative electricity and natural gas Suppliers (Supplier) with customer referrals. The Supplier provides the contracted services (takes title to natural gas and electric), provides billing statements (when consolidated utility billing is not applicable).

Brio Energy Corp does not take title to electricity or natural gas, nor directly contract services or bill customers directly; however, will assist customer in resolving inquiries and complaint with individual Suppliers.

D-2. Operations Expertise & Key Technical Personnel

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

Operations Expertise & Personnel Description: Brio Energy Corp does not take title to electricity or natural gas; however, has understanding and knowledge of what products offered by property licensed and authorized alternative electricity and natural gas Suppliers best suited for individual customers use and preferences.



Public Utilities
Commission

Application Attachments

BRIO ENERGY CORPORATION FORCASTED FINANCIAL STATEMENTS

		<u>2013</u>	<u>2020</u>	<u>2021</u>
<u>REVENUE</u>				
TOTAL SALES		\$129,990.66	\$297,508.04	\$339,159.17
	OHIO	25%	5.04%	5.05%
GROSS REVENUE		\$129,990.66	\$14,994.41	\$17,127.54
<u>COST OF GOOD SOLD</u>				
COST OF GOOD SOLD		\$ 18,523.27	\$3,602.51	\$4,078.92
<u>TOTAL COST OF GOODS SOLD</u>		\$ 18,523.27	\$3,602.51	\$4,078.92
<u>GROSS MARGIN</u>		\$111,467.39	\$11,391.89	\$13,048.62
% OF NET REVENUE		85.75%	75.97%	76.19%
<u>SALES, GENERAL & ADMIN EXPENSES</u>				
SALES & MARKETING		\$3,556.00	\$795.86	\$901.11
TOTAL SALES & MARKETING				
% OF NET SALES		2.74%	5.31%	5.26%
OTHER SG&A EXPENSES				
ADMINISTRATION		\$97,644.52	\$9,080.05	\$10,280.82
<u>TOTAL OTHER EXPENSES</u>		\$101,200.52	\$9,875.92	\$11,181.93
<u>NET PROFIT (LOSS)</u>		\$ 6,710.87	\$1,515.97	\$1,866.69

List of Assumptions

The impact of the government shutdown due to COVID-19 has not been considered in the

2020 revenue based on estimate of renewed booked business, new and lost sales

2021 revenue based on estimate of renewed booked business, new and lost sales

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

Administration costs are expected to increase as business develops. Sales and marketing expenses are expected to increase as new hire and sales are added.

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04/06/20

Cash Basis

Brio Energy Corporation
Balance Sheet
As of December 31, 2018

	<u>Dec 31, 18</u>
ASSETS	
Current Assets	
Checking/Savings	48,948.93
Total Checking/Savings	<u>48,948.93</u>
Total Current Assets	48,948.93
Fixed Assets	
Vehicles	92,791.20
Furniture and Equipment	12,930.74
Accumulated Depreciation	<u>-45,250.74</u>
Total Fixed Assets	<u>60,471.20</u>
TOTAL ASSETS	<u>109,420.13</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
American Express - 2-510	14.83
American Express 1-630	-3,411.72
Chase - #004 (7946)	<u>881.67</u>
Total Credit Cards	-2,515.22
Other Current Liabilities	
SEP Contribution Payable	<u>18,550.00</u>
Total Other Current Liabilities	<u>18,550.00</u>
Total Current Liabilities	16,034.78
Long Term Liabilities	
Loan Payable -	48,998.69
Loan Payable -	<u>15,670.39</u>
Total Long Term Liabilities	<u>64,669.08</u>
Total Liabilities	80,703.86
Equity	
Capital Stock	500.00
Retained Earnings	12,894.13
Net Income	<u>15,322.14</u>
Total Equity	<u>28,716.27</u>
TOTAL LIABILITIES & EQUITY	<u>109,420.13</u>

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04/06/20
Cash Basis

Brio Energy Corporation
Balance Sheet
As of December 31, 2019

	<u>Dec 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	44,312.34
Total Checking/Savings	<u>44,312.34</u>
Total Current Assets	44,312.34
Fixed Assets	
Vehicles	20,879.20
Furniture and Equipment	12,930.74
Accumulated Depreciation	<u>-29,193.74</u>
Total Fixed Assets	<u>4,616.20</u>
TOTAL ASSETS	<u>48,928.54</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
American Express - 2-51	61.93
American Express 1-63	1,712.36
Chase - #004 (7946)	836.94
Chase Slate #102	4,905.00
Discover # 114	<u>4,009.00</u>
Total Credit Cards	11,525.23
Other Current Liabilities	
SEP Contribution Payable	<u>20,875.00</u>
Total Other Current Liabilities	<u>20,875.00</u>
Total Current Liabilities	<u>32,400.23</u>
Total Liabilities	32,400.23
Equity	
Capital Stock	500.00
Retained Earnings	28,216.27
Shareholder Distributions	<u>-22,974.90</u>
Net Income	10,786.94
Total Equity	<u>16,528.31</u>
TOTAL LIABILITIES & EQUITY	<u>48,928.54</u>

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04/06/20

Cash Basis

Brio Energy Corporation
Profit & Loss
January through December 2018

	<u>Jan - Dec 18</u>
Ordinary Income/Expense	
Income	
Sales	341,630.68
Total Income	341,630.68
Cost of Goods Sold	
Contract Services	98,711.10
Total COGS	98,711.10
Gross Profit	242,919.58
Expense	
Advertising and Promotion	17,329.46
Automobile Expense	13,543.09
Bank Service Charges	700.68
Computer and Internet Expenses	740.19
Depreciation Expense	7,575.00
Donation	50.00
Employee Benefits	23,327.02
Insurance Expense	2,240.77
Interest Expense	1,523.16
Licenses and Fees	723.13
Meals and Entertainment	5,117.55
Office Supplies	7,612.12
Officer Salary	74,200.00
Parking and Tolls	437.18
Payroll Expenses	967.84
Payroll Tax Expense	5,950.10
Pension Expense	18,550.00
Postage and Delivery	2,898.14
Professional Fees	
Accounting	1,900.00
Total Professional Fees	1,900.00
Rent Expense	21,758.52
Repairs and Maintenance	288.52
Telephone Expense	4,218.59
Travel Expense	13,730.50
Uniforms and Laundry	88.17
Utilities	2,127.71
Total Expense	227,597.44
Net Ordinary Income	15,322.14
Net Income	<u><u>15,322.14</u></u>

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04/06/20
Cash Basis

Brio Energy Corporation
Profit & Loss
January through December 2019

	<u>Jan - Dec 19</u>
Ordinary Income/Expense	
Income	
Sales	313,166.36
Total Income	313,166.36
Cost of Goods Sold	
Contract Services	75,240.49
Total COGS	75,240.49
Gross Profit	237,925.87
Expense	
Advertising and Promotion	16,622.04
Automobile Expense	12,826.49
Bank Service Charges	1,132.00
Computer and Internet Expenses	1,413.38
Depreciation Expense	4,653.00
Employee Benefits	17,686.44
Insurance Expense	3,940.87
Interest Expense	-0.02
Licenses and Fees	1,853.39
Meals and Entertainment	5,247.69
Office Supplies	3,717.98
Officer Salary	83,500.00
Parking and Tolls	355.51
Payroll Expenses	906.01
Payroll Tax Expense	6,637.80
Pension Expense	20,875.00
Postage and Delivery	1,658.58
Professional Fees	
Legal	1,000.00
Accounting	3,800.00
Total Professional Fees	4,800.00
Rent Expense	15,000.00
Repairs and Maintenance	0.00
Telephone Expense	5,101.34
Travel Expense	16,370.44
Uniforms and Laundry	57.19
Utilities	1,581.80
Total Expense	225,936.93
Net Ordinary Income	11,988.94
Other Income/Expense	
Other Expense	
Loss on Sale of Asset	1,202.00
Total Other Expense	1,202.00
Net Other Income	-1,202.00
Net Income	<u><u>10,786.94</u></u>



CreditScoreSM Report

as of: 03/29/18 16:03 ET

The Brio Energy Corp

Address:	20836 Hall Rd # 266 Clinton TWP, MI 48038-7227 United States	Business Type:	Corporation
Experian BIN:	426496899	Experian File Established:	May 2017
Agent:	Charles Zajac	Experian Years on File:	1 Year
Agent Address:	20836 Hall Road Ste 266 Clinton TWP, MI	Years in Business:	More than 1 Year
		Filing Data Provided by:	Michigan
		Date of Incorporation:	06/04/2012

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 Payment Tradelines.

Lowest 6 Month Balance:	\$192
Highest 6 Month Balance:	\$1,766
Current Total Account Balance:	\$0
Highest Credit Amount Extended:	\$0

Payment Tradelines (see charts):	2
UCC Filings:	0

✓ Businesses Scoring Worse:	75%
✓ Bankruptcies:	0
✓ Liens:	0
✓ Judgments Filed:	0
✓ Collections:	0

Credit Summary

Experian Business Credit Score: 76



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:

- Average age of commercial accounts.
- Leasing balance.
- Leasing accts bal as pct of total commercial bal.
- Ratio of balance to high credit for commercial accounts.

Recommended Action: Low Risk

Payment Summary

Insufficient information to produce
Monthly Payment Trends
chart.

Insufficient information to produce
Quarterly Payment Trends
chart.

Insufficient information to produce
Continuous Payment Trends
chart.

Insufficient information to produce
Newly Reported Payment Trends
chart.

Insufficient information to produce
Combined Payment Trends
chart.

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Competitive Retail Natural Gas Service Affidavit

County of Macomb :

State of Michigan :

Catherine Trefzer

_____, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts 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 Sections 4905.10 and 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 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. 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.
9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

10. Affiant further sayeth naught.

Signature of Affiant & Title Catherine Trefzer, President

2020-09-18

Sworn and subscribed before me this _____ day of _____, _____

DocuSigned by:
Charles A Zajac
285158FDB563441...

Signature of official administering oath

Month _____ Year _____
Charles A Zajac
Notary Public, State of Michigan
County of Macomb
Acting In Macomb

Oct 20, 2023

My commission expires on _____

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

9/24/2020 9:44:13 AM

in

Case No(s). 14-1899-GA-AGG

Summary: In the Matter of the Application of The Brio Energy Corporation