



DIS Case Number: 14-1899-GA-AGG

Section A: Application Information

Section B: Applicant Managerial Capability and Experience

Section C: Applicant Financial Capability and Experience

C-3. Forecasted financial statements

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

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

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

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

File(s) attached



**Public Utilities
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Section D: Applicant Technical Capacity



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Application Attachments

Gas

ENERGY CORPORATION FORCASTED FINANCIAL STATEME

		<u>2022</u>	<u>2023</u>	<u>2024</u>
<u>REVENUE</u>				
TOTAL SALES		\$289,816.99	\$330,391.37	\$346,910.93
		4.71%	4.72%	4.73%
GROSS REVENUE		\$13,650.38	\$15,594.47	\$16,408.89
<u>COST OF GOOD SOLD</u>				
COST OF GOOD SOLD		\$2,256.13	\$2,554.84	\$2,994.35
<u>TOTAL COST OF GOODS SOLD</u>		\$2,256.13	\$2,554.84	\$2,994.35
<u>GROSS MARGIN</u>		\$11,394.25	\$13,039.63	\$13,414.54
% OF NET REVENUE		83.47%	83.62%	81.75%
<u>SALES, GENERAL & ADMIN EXPENSES</u>				
SALES & MARKETING		\$512.11	\$579.91	\$652.26
TOTAL SALES & MARKETING				
% OF NET SALES		3.75%	3.72%	3.98%
OTHER SG&A EXPENSES				
ADMINISTRATION		\$10,624.25	\$12,030.90	\$14,625.52
<u>TOTAL OTHER EXPENSES</u>		\$11,136.37	\$12,610.81	\$14,205.50
<u>NET PROFIT (LOSS)</u>		\$257.88	\$428.82	\$420.02

List of Assumptions

2022 revenue based on estimate of renewed booked business, new and lost sales

2023 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

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