

Ontario Energy Board
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Commission de l'énergie
l'Ontario
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MAY 01 2019

ONTARIO ENERGY BOARD



Application for an Electricity Retailer Licence

| For Office Use Only | |
|---------------------|----------------|
| Application Number | EB - 2019-0145 |
| Date Received | May 1/19 |

1. The Applicant

Legal Name of the Applicant : Dominion Newenergy Inc.

Name to Appear on Licence: Dominion Newenergy Inc., doing business as DNE Resources

Indicate if the name to appear on the licence is the same as the legal name.

Please note that if the name to appear on the licence is not the same as the legal name, the name on the licence must include the legal name of the applicant and the legal name must appear first. The "Name to Appear on Licence" will appear on the notice of application and on the licence.

Business Classification:

- Sole Proprietor
 Partnership
 Corporation
 Other (describe) _____

Date of formation or incorporation: September 26, 2008

Place of formation or incorporation: Montreal

Province/state Quebec

Country Canada

If the applicant is an individual, the applicant must be at least 18 years old.

If the applicant is an individual, is he or she at least 18 years old?

- Yes
 No
 Not applicable - not an individual

2. Licence Primary Contact

As a condition of licensing, the licensee shall designate a person who will act as primary contact with the OEB on matters related to the licence.

| | | | | |
|--------------------------------------|----------------------------|--|-----------------|---------|
| Mr. <input checked="" type="radio"/> | Mrs. <input type="radio"/> | Last Name | First Name | Initial |
| Miss <input type="radio"/> | Ms. <input type="radio"/> | Gohier | Jean-Marc | |
| Other <input type="radio"/> | | Title/Position | COO | |
| | | Company Name if different from Name to Appear on Licence | | |
| Licence Primary Contact Address: | | | | |
| 275 chemin Bord-du-Lac Lakeshore | | | | |
| City | Province/State | Country | Postal/Zip Code | |
| Pointe-Claire | Quebec | Canada | H9S 4L1 | |
| Phone Number | Toll Free (if available) | Fax Number | E-mail Address | |
| | 1-888-631-7977 | 1-888-958-1475 | jmg@dnehq.com | |

If the above address is not in Ontario, the applicant must also provide contact information for service purposes in the province of Ontario. Applicants whose offices are not located in Ontario may provide the address of an agent (an individual who is a resident of Ontario and is at least 18 years old, or a corporation that has its head office or registered office in Ontario) as the address of service.

| | | | | |
|--|----------------------------|--|---------------------------|---------|
| Mr. <input checked="" type="radio"/> | Mrs. <input type="radio"/> | Last Name | First Name | Initial |
| Miss <input type="radio"/> | Ms. <input type="radio"/> | Eisenberg | Robert | |
| Other <input type="radio"/> | | Title/Position | Associate | |
| | | Company Name if different from Name to Appear on Licence | WeirFoulds LLP | |
| Address for Service in Ontario (if different than the Licence Primary Contact Address above) | | | | |
| 4100-66 Wellington St. W., PO Box 35, TD Bank Tower | | | | |
| City | Province | Postal Code | | |
| Toronto | ONTARIO | M5K 1B7 | | |
| Phone Number | Toll Free (if available) | Fax Number | E-mail Address | |
| 416-365-1110 | | 416-365-1876 | reisenberg@weirfoulds.com | |

3. Application Primary Contact

Indicate if same as above. If yes, proceed to section 4.

The primary contact for the licence application may be a person within the applicant's organization other than the licence primary contact noted above. An applicant may also choose to designate a consultant, lawyer, etc. to be the primary contact for the licence application. The OEB will communicate with this person during the course of the application but with the licence primary contact after a licence is issued.

| | | | | |
|--------------------------------------|----------------------------|--|----------------------|----------------------|
| Mr. <input type="radio"/> | Mrs. <input type="radio"/> | Last Name | First Name | Initial |
| Miss <input type="radio"/> | Ms. <input type="radio"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Other <input type="radio"/> | <input type="text"/> | Title/Position | <input type="text"/> | |
| | | Company Name if different from Name to Appear on Licence | <input type="text"/> | |
| Application Primary Contact Address: | | | | |
| <input type="text"/> | | | | |
| City | Province/State | Country | Postal/Zip Code | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | |
| Phone Number | Toll Free (if available) | Fax Number | E-mail Address | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | |

4. Customer Complaint or Inquiries Primary Contact

Provide contact information of the person to whom correspondence or communication regarding customer complaints or inquiries should be addressed. The mailing address should be in Ontario and the telephone number should be listed in Ontario. If the applicant intends to retail electricity to low-volume consumers (annually consuming less than 150,000 kilowatt hours of electricity), the applicant should also provide a telephone number which may be reached by the general public without a charge.

| | | | | |
|--|----------------------------|--|-------------------------------|----------------------|
| Mr. <input checked="" type="radio"/> | Mrs. <input type="radio"/> | Last Name | First Name | Initial |
| Miss <input type="radio"/> | Ms. <input type="radio"/> | Gohier | Jean-Marc | <input type="text"/> |
| Other <input type="radio"/> | <input type="text"/> | Title/Position | <input type="text"/> | |
| | | Company Name if different from Name to Appear on Licence | <input type="text"/> | |
| Customer Complaint or Inquiries Primary Contact Address: | | | | |
| 7-841 Sydney Street, Suite 316 | | | | |
| City | Province | Postal Code | | |
| Cornwall | ONTARIO | K6H 7L2 | | |
| Phone Number | Toll Free | Fax Number | E-mail Address | |
| 647-361-8114 | 1-888-631-7977 | 1 888 465 9223 | customercare@dneresources.com | |

5. Type of Application

- New licence
- Renewal, please provide the licence number and expiry date of the existing licence
 Licence Number: ER- 2014-0220 Expiry Date: September 17, 2019

6. Trade Names

The electricity retailer licence authorizes the licensee to conduct business using the name under which the licence is held. It also provides for the use of trade names by the licensed electricity retailer.

Does the applicant intend to use trade names?

- Yes, provide a list of trade names the applicant intends to use in the space provided below.
- No, proceed to 7.

| |
|---------------|
| DNE Resources |
| DNE Sales |
| |
| |

7. Applicant's Licensing Status and History

- (a) Has the applicant, an affiliate of the applicant, or an associated entity (e.g., a partnership or limited partnership) ever been licensed by the OEB? (the *Business Corporations Act* definition for affiliate can be found at www.e-laws.gov.on.ca).
- Yes, provide details of current and expired licences in the table below.
- No, proceed to 7(b).

| Licensee Name | Relation to the applicant (e.g., applicant itself, affiliate, partner...etc.) | Licence Number |
|-------------------------|--|----------------|
| Dominion Newenergy Inc. | Applicant itself | ER-2014-0220 |
| Dominion Newenergy Inc. | Applicant itself | GM-2014-0353 |
| | | |
| | | |
| | | |
| | | |

(b) Does the applicant, an affiliate of the applicant, or an associated entity (e.g., a partnership or limited partnership) have any other application(s) before the OEB?

- Yes, provide details in the table below.
 No, proceed to 7(c).

| Applicant Name | Type of Application | Ontario Energy Board File Number (if applicable) |
|----------------|---------------------|--|
| | | |
| | | |
| | | |

(c) Has the applicant, an affiliate of the applicant, or an associated entity (e.g., a partnership or limited partnership) ever undertaken licensed energy sector activity in any other jurisdiction within North America?

- Yes, provide details of current and expired licences in the table below
 No

| Company Name | Jurisdiction | Business Activity | Name of Licensing Body | Licence/Registration No. |
|----------------|---------------|--------------------|---------------------------|--------------------------|
| DNE Sales, LLC | Ohio | Gas broker | PUCO | 17-605G(1) |
| DNE Sales, LLC | Ohio | Electricity broker | PUCO | 17-1224E (1) |
| DNE Sales, LLC | Massachusetts | Gas broker | Dept. of Public Utilities | RA-184 |
| DNE Sales, LLC | Massachusetts | Electricity broker | Dept. of Public Utilities | EB-414 |
| DNE Sales, LLC | Montana | Gas broker | MPSC | Natural Gas Supplier |

8. Officers, Directors and Key Individuals

- (a) If the applicant is a corporation, provide as a separate attachment a list of all officers and directors, including name and title.
- (b) Provide a list of key individuals below. The individuals listed must be the individuals that are responsible for the following functions for the applicant: regulatory requirements and conduct, financial matters and technical matters. These key individuals may include the Chief Executive Officer, the Chief Financial Officer, other officers, directors and proprietors.

Note: Please list a minimum of three key individuals. If unable to provide a minimum of three, please explain. _____

| Name of Key Individual | Title/position within applicant's business (or identify company if not the applicant's business) |
|------------------------|--|
| Wayne Burke | President |
| Jean-Marc Gohier | COO |
| Richard Fortin | CFO |
| | |

9. Intended Services and Markets

(a) Intended Services: please identify which of the following services the applicant intends to offer. You may select as many as applicable.

- to sell or offer to sell electricity to low-volume consumers (annually consuming less than 150,000 kilowatt hours of electricity) in Ontario.
- to sell or offer to sell electricity to large-volume consumers (annually consuming more than 150,000 kilowatt hours of electricity) in Ontario.
- to act as an agent or broker for a retailer with respect to the sale or offering for sale of electricity to large-volume consumers, or as an agent or broker for large-volume consumers with respect to the sale or offering for sale of electricity in Ontario.
- to act as an agent or broker for a retailer with respect to the sale or offering for sale of electricity to low-volume consumers, or as an agent or broker for low-volume consumers with respect to the sale or offering for sale of electricity in Ontario.

Is the applicant currently providing any of the above listed services?

Yes, provide a list of the services the applicant is currently providing.

No, indicate when the applicant intends to provide these services.

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(b) Wholesale Market Participation: does the applicant intend to operate in the IESO-administered markets and settle bilateral contracts through the IESO?

Yes

No, please explain how the applicant intends to participate.

We intend to broker relationships between clients and suppliers, all billing will be handled by suppliers.

(c) Retail Market Participation: does the applicant intend to settle the wholesale market cost of electricity consumed by its customers through a distributor's settlement system?

Yes

No, please explain how the applicant intends to participate.

We intend to broker relationships between clients and suppliers.
