



# Electricity Retailer Licence Application

## Local Authority Services

### 1. Application Type

#### 1. (a) Application Type

New  Renewal

#### 1. (b) Licence Number

ER-2019-0200

#### 1. (c) Expiry Date

September 18, 2024

### 2. The Applicant

#### 2. (a) Legal Name of the Applicant

Local Authority Services

#### 2. (b) Business Classification

Sole Proprietorship  Partnership  Corporation  Other

#### 2. (c) Date of Formation or Incorporation

May 13, 1992

#### 2. (d) Province/State of Formation or Incorporation

Ontario

#### 2. (e) Country of Formation or Incorporation

Canada

#### 2. (f) If the applicant is an individual, are they at least 18 years old?

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

Yes  No  Not Applicable

#### 2. (g) Head Office or Business Address of the Applicant

**Street Address:** 155 University Ave, Suite 800

**City:** Toronto

**Province/State:** Ontario

**Country:** Canada

**Postal/Zip Code:** M5H 3B7

**Website:** www.las.on.ca

## Main Phone Number and Email Address

**Phone Number:** 416-971-9856

**Toll Free:** 1-877-426-6527

**Email Address:** las@las.on.ca

### 2. (h) Please describe the applicant's current or intended line of business and business activities.

Local Authority Services ("LAS")

The Applicant is a non-profit created by the Association of Municipalities of Ontario (AMO). It is mandated to work with municipalities, their agencies, boards, and commissions, as well as other organizations within Ontario's public sector to assist them with reducing expenditures and increasing revenues. The applicant currently offers a variety of programs and services to Ontario municipalities, including a pooled investment program, various commodity programs as well as various administrative and energy based programs.

## 3. Licence Primary Contact

The licensee shall designate a person who will act as a primary contact with the Ontario Energy Board (OEB) on matters related to the licence.

### 3. (a) Licence Primary Contact

**Salutation:** Ms.

**Last Name:** Dezell

**First Name:** Judy

**Initials:** A

**Title/Position:** Director Enterprise Centre, Business Partnerships & LAS

**Company:** Local Authority Services

**Phone Number:** 416-971-9856

**Extension:** 306

**Toll Free:** 877-426-6527

**Email Address:** jdezell@amo.on.ca

### 3. (b) Is the Licence Primary Contact address the same as the Head Office or Business address?

Yes  No

**NOTE:** If the Licence Primary Contact Address is not in Ontario, the applicant must also provide the contact information for service purposes in Ontario. The applicant 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 contact for service.

### 3. (c) Contact Information for Service in Ontario

#### Address for Service in Ontario

**Province/State:** Ontario

**Country:** Canada

## 4. Application Primary Contact

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 review process, but with the licence primary contact after a licence is issued.

**4. (a) Is the Application Primary Contact the same as the Licence Primary Contact?**

Yes  No

## 5. 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 phone 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 toll-free phone number for the general public to use.

**5. (a) Customer Complaint or Inquiries Primary Contact**

**Salutation:** Mr.

**Last Name:** Hagan

**First Name:** Jason

**Title/Position:** LAS Program Manager

**Company:** Local Authority Services

**Phone Number:** 416-971-9856

**Extension:** 320

**Toll Free:** 877-426-6527

**Email Address:** JHagan@amo.on.ca

**Customer Complaint or Inquiries Primary Contact Address**

**Street Address:** 155 University Ave, Suite 800

**City:** Toronto

**Province/State:** Ontario

**Country:** Canada

**Postal/Zip Code:** M5H 3B7

**Website:** www.las.on.ca

## 6. Trade Names

The electricity retailer licence authorizes the licensee to conduct business using the name under which the licence is held (i.e. the applicant's legal name). It also provides for the use of trade names by the licensee.

**6. (a) Does the applicant intend to use trade names?**

Yes  No

## 7. Applicant's Licensing Status and History

7. (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?

Yes  No

The *Business Corporations Act* definition for "affiliate" can be found at [www.e-laws.gov.on.ca](http://www.e-laws.gov.on.ca).

If yes, please provide current and expired licences.

Licensee Name	Relation to the Applicant (e.g. applicant itself, affiliate, partner, etc.)	Licence Number
Local Authority Services	applicant itself	ER-2014-0280
Local Authority Services	applicant itself	ER-2014-0281
Local Authority Services	applicant itself	ER-2019-0200

7. (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  No

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

Yes  No

7. (d) Is the applicant, an affiliate of the applicant, or an associated entity (e.g. a partnership or limited partnership) an Independent Electricity System Operator (IESO) market participant?

Yes  No

## 8. Officers, Directors and Key Individuals

8. (a) Please confirm the number of officers, directors and key individuals in your organization.

3

8. (b) In the table below, identify the key individuals that are responsible for executing the following functions for the applicant: matters related to regulatory requirements and conduct, financial matters and technical matters.

Key individuals include the Chief Executive Officer, the Chief Financial Officer, other officers and directors, partners or proprietors.

### NOTES:

- List a minimum of 3 key individuals in the table below. Additional information about each key individual is required in Section 17.
- One of the listed key individuals must sign the completed application. See Section 19 for signing authority details.

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Judy Dezell	jdezell@amo.on.ca	Director Enterprise Centre, Business Partnerships & LAS
Afshin Majidi	amajidi@amo.on.ca	LAS Secretary-Treasurer

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Brian Rosborough	brosborough@amo.on.ca	LAS President

## 9. Intended Markets and Services

### 9. (a) Identify the applicant's intended markets and services. Select all that apply.

- 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 sell electricity generated by a renewable generation facility under a Power Purchase Agreement (i.e. retail contract) to a low-volume consumer who will be entering into a net metering arrangement with their distributor. To learn more, click [here](#).
- To sell electricity generated by a renewable generation facility under a Power Purchase Agreement (i.e. retail contract) to a large-volume consumer who will be entering into a net metering arrangement with their distributor. To learn more, click [here](#).
- 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.
- 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.

### 9. (b) Is the applicant currently providing any of the above listed services?

- Yes     No

### 9. (b\_yes) If yes, provide a list of the services the applicant is currently providing.

Sell electricity to low and large volume consumers

### 9. (c) Wholesale Market Participation: Does the applicant intend to operate in the IESO-administered markets and settle bilateral contracts through the IESO?

- Yes     No

### 9. (c\_no) If no, please explain how the applicant intends to participate.

No fixed date at this time but may do so during licence term.

### 9. (d) 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

### 9. (e) Describe in detail the applicant's current or intended business model and product offering(s). Include details of all products the applicant intends to offer to its customers and explain how the commodity pricing will be determined for each of the applicant's product offering.

Since 2010, LAS has offered the same business model under our electricity retailer license. We offer some stability and predictability for commodity pricing for a municipality's electricity accounts by removing accounts from Time Of Use (TOU) & Regulated Price Plan (RPP) rates, in favour of a hedged purchase price. A municipality can choose to hedge 20 to 75% of their annual electricity consumption at a fixed price, with the balance falling at the average monthly spot market rate. We purchase our hedge requirements via CFD contracts via a competitive process. The hedge requirements are revisited annually for all LAS clients.

9. (f) Does the applicant intend to acquire any services from the third-party service providers (e.g. customer service, call centre, settlement services)?

Yes  No

#### CONFIDENTIAL SECTIONS

Information filed as part of or in support of sections 10 to 17 of this application will be treated as confidential and is not available for public view.

## 18. Notice

The OEB is authorized, under section 4.14 of the [OEB Act](#), to collect personal information for the purpose of carrying out its duties and exercising its powers under the OEB Act or any other Act.

The information provided both on this form and attached to this form is being collected by the OEB for the purpose of determining whether the applicant is qualified to receive the licence for which it is applying.

In order to verify the information on this form and/or determine whether the applicant is qualified to receive the licence for which it is applying, it may be necessary for the OEB to collect additional information from some or all of the following sources: federal, provincial/state, or municipal governments; licensing bodies; law enforcement agencies; credit bureaus; and banks. Only information relevant to the application or the OEB's determination of the application will be collected by the OEB.

The public official who can answer questions about the collection of the information is:

#### Registrar

#### Ontario Energy Board

P.O. Box 2319

2300 Yonge Street, 27th Floor

Toronto, ON M4P 1E4

Tel: 416-481-1967 or 1-888-632-6273

Applicants are reminded that the OEB is subject to the [Freedom of Information and Protection of Privacy Act](#) (FIPPA). FIPPA addresses circumstances in which the OEB may, upon request, be required to release information that is in its custody or under its control, and generally prohibits the OEB from releasing personal information. "Personal Information" has the meaning given to it under FIPPA.