



Electricity Retailer Licence Application

Dominion Newenergy Inc.

1. Application Type

1. (a) Application Type

☐ New ☒ Renewal

1. (b) Licence Number

ER-2019-0145

1. (c) Expiry Date

July 24, 2024

1. (d) If the licence has already expired, please advise why the applicant failed to renew the licence before expiry.

I (Wayne Burke) failed to realize that the email address on file was for a former colleague no longer at our firm (Jean-Marc Gohier). I have engaged with Mrs. Janëika Wilson on November 2nd to update the email addresses on file. She has been very helpful and has also sent me the invoice which is currently being processed for immediate payment by our accounting department. Our natural gas marketer license had the correct email on file and is always paid promptly at renewal.

1. (e) Has the applicant conducted any electricity retailing activities after the licence expiry?

☐ Yes ☒ No

2. The Applicant

2. (a) Legal Name of the Applicant

Dominion Newenergy Inc.

2. (b) Business Classification

☐ Sole Proprietorship ☐ Partnership ☒ Corporation ☐ Other

2. (c) Date of Formation or Incorporation

September 26, 2008

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

Quebec

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: 16766 TransCanada Highway, Suite 100

City: Kirkland

Province/State: Quebec

Country: Canada

Postal/Zip Code: H9H 4M7

Website: www.dneresources.com

Main Phone Number and Email Address

Phone Number: 5146928753

Email Address: wayne.burke@dneresources.com

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

Energy consultant (or broker) helping businesses to choose an energy supplier.

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: Mr.

Last Name: Burke

First Name: Wayne

Title/Position: CEO and Chairman of the board

Company: Dominion Newenergy Inc.

Phone Number: 5146928753

Email Address: wayne.burke@dneresources.com

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

Salutation: Mr.

Last Name: Volman

First Name: Gary

Title/Position: Lawyer

Company: Aird & Berlis LLP

Phone Number: 647-426-2799

Email Address: gvolman@airdberlis.com

Address for Service in Ontario

Street Address: Brookfield Place 181 Bay Street Unit 1800

City: Toronto

Province/State: Ontario

Country: Canada

Postal/Zip Code: M5J 2T9

Website: <https://www.airdberlis.com/>

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: Volman

First Name: Gary

Title/Position: Lawyer

Company: Aird & Berlis LLP

Phone Number: 6474262799

Email Address: gvolman@airdberlis.com

Customer Complaint or Inquiries Primary Contact Address

Street Address: Brookfield Place 181 Bay Street Unit 1800

City: Toronto

Province/State: Ontario

Country: Canada

Postal/Zip Code: M5J 2T9

Website: <https://www.airdberlis.com/>

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

If yes, please provide a list of trade names the applicant intends to use.

DNE ; DNE Resources

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.

If yes, please provide current and expired licences.

Licensee Name	Relation to the Applicant (e.g. applicant itself, affiliate, partner, etc.)	Licence Number
Dominion Newenergy Inc.	Applicant itself	ER-2019-0145
Dominion Newenergy Inc.	Applicant itself	GM-2019-0240

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

If yes, please provide information about activities in other jurisdictions.

Company Name	Relation to the Applicant	Jurisdiction	Business Activity	Name of Licensing Body and Licence/Registration No. (if applicable)
Dominion Newenergy Inc.	Applicant itself	Alberta	Energy broker/advisor (same)	Not applicable
Dominion Newenergy Inc.	Applicant itself	Conneticut	Energy broker/advisor	CT PURA

Company Name	Relation to the Applicant	Jurisdiction	Business Activity	Name of Licensing Body and Licence/Registration No. (if applicable)
Dominion Newenergy Inc.	Applicant itself	New Hampshire	Energy broker/advisor	NH PUC
Dominion Newenergy Inc.	Applicant itself	Montana	Energy broker/advisor	MT PSC
Dominion Newenergy Inc.	Applicant itself	Texas	Energy broker/advisor	TX PUC / BR190594
Dominion Newenergy Inc.	Applicant itself	Ohio	Energy broker/advisor	OH PUC / 17-1093-EL-AGG / 17-1094-GA-AGG
Dominion Newenergy Inc.	Applicant itself	Illinois	Energy broker/advisor	IL PUC
Dominion Newenergy Inc.	Applicant itself	Massachusetts	Energy broker/advisor	MA DPU / EB-481 and RA-229
Dominion Newenergy Inc.	Applicant itself	Quebec	Energy broker/advisor	Not applicable
Dominion Newenergy Inc.	Applicant itself	Saskatchewan	Energy broker/advisor	Not applicable

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.

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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:

1. List a minimum of 3 key individuals in the table below. Additional information about each key individual is required in Section 17.
2. 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)
Wayne Burke	wayne.burke@dneresources.com	CEO and Chairman of the board

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Steve Shoiry	steve.shoiry@dnresources.com	Chief Revenue Officer and board director
James Burns	james.burns@dnehq.com	Director of Operations

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_no) If no, indicate when the applicant intends to provide these services.

Our license recently expired so we are not permitted to offer these services until it is renewed. We will resume once renewed.

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.

We intend to operate solely as a broker or advisor arranging relationships for energy supply contracts between licensed retailers/suppliers and end use business customers.

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. (d_no) If no, please explain how the applicant intends to participate.

We intend to operate solely as a broker or advisor arranging relationships for energy supply contracts between licensed retailers/suppliers and end use business customers.

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.

We intend to operate solely as a broker or advisor arranging relationships for energy supply contracts between licensed retailers/suppliers and end use business customers. Retailers offer (1) variable/index pricing that is a defined markup on top of a defined wholesale index price; (2) fixed price products with some degree of variance or tolerance (aka load following); and (3) block products for a defined quantity of electricity consumed within a defined period of time (7x24, 5x8). Pricing for all products is set by the energy retailer/supplier and we as the broker/advisor put a small markup on their base price for our services.

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.