



DNE RESOURCES
+1 888-631-7977 ext: 314
+ 1 888-958-1475
tessa.roy@dnresources.com

BY COURRIER

April 15, 2019

FILE

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, Ohio (USA)
43215-3793

RECEIVED-DOCKETING DIV
2019 APR 17 PM 1:15
PUCO

Re: Renewal Application for Electric Aggregators/Power Brokers
Docket number 17-1093-EL-AGG

To whom it may concern,

Please find attached Dominion Newenergy Inc.'s *Renewal Application for Electric Aggregators/Power Brokers*.

Should you have any additional questions or concerns, please do not hesitate to reach out to the undersigned or Michelle Mann of Feller Law Group, LLC (159 20th St, Suite 1B, Brooklyn, NY 11232).

Sincerely,

Dominion Newenergy Inc.

Per: Tessa Roy-Hébert
Legal and Regulatory Manager

Encl.

Original AGG Case Number	Version
17 - 1093-EL-AGG	May 2016

RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

A. RENEWAL INFORMATION

A-1 Applicant intends to be certified as: (check all that apply)

☒ Power Broker ☐ Aggregator

A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name DNE Sales, LLC
 Address 35A Smithfield Blvd. S., Plattsburg, NY 12901
 PUCO Certificate # and Date Certified 17-1224E (1) May 19, 2017
 Telephone # (888) 631-7977 Web site address (if any) www.dneresources.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name DNE Sales, LLC
 Address 35A Smithfield Blvd. S., Plattsburg, NY 12901
 Telephone # (888) 631-7977 Web site address (if any) www.dneresources.com

A-4 List all names under which the applicant does business in North America

DNE Resources Dominion Newenergy Inc.
DNE Sales, LLC _____

A-5 Contact person for regulatory or emergency matters

Name Jean-Marc Gohier
 Title COO
 Business address 275 chemin Bord-du-Lac, Pointe-Claire, QC, Canada H9R 3Z8
 Telephone # (888) 631-7977 Fax # (888) 465-9223
 E-mail address jmg@dnehq.com

A-6 Contact person for Commission Staff use in investigating customer complaints

Name Jean-Marc Gohier
Title COO
Business address 275 chemin Bord-du-Lac, Pointe-Claire, QC, Canada H9R 3Z8
Telephone # (888) 631-7977 Fax # (888) 465-9223
E-mail address jmg@dnehq.com

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

Customer Service address 275 chemin Bord-du-Lac, Pointe-Claire, QC H9R 3Z8
Toll-free Telephone # (888) 631-7977 Fax # (888) 465-9223
E-mail address jmg@dnehq.com

A-8 Applicant's federal employer identification number # 50-0030002

A-9 Applicant's form of ownership (check one)

- | | |
|--|---|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-10 Exhibit A -10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

B-1 Exhibit B-1 "Jurisdictions of Operation," provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

B-2 Exhibit B-2 "Experience & Plans," provide a description of the applicant's experience and 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 Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

C-3 **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (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, it shall file 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 account numbers redacted).

C-4 **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant’s financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

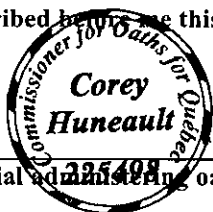
If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits 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 "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and 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 applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.


Signature of Applicant & Title

Sworn and subscribed before me this 15 day of April, 2019
Month Year


Signature of official administering oath



COREY HUNEULT
Print Name and Title

Commissioner for OATHS

My commission expires on February 5, 2022

AFFIDAVIT

State of Quebec :

____ ss.
(Town)

County of Pointe-Clair

WAYNE BURKE, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the PRESIDENT (Office of Affiant) of DNE Sales, LLC (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it 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. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal 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 customer complaints.

That the facts above set forth are true and correct 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.

[Signature]
Signature of Affiant & Title

Sworn and subscribed before me this 15 day of April, 2019
Month Year

[Signature]
Signature of official administering oath

COREY HUNEULT
Print Name and Title Commissioner for Oaths



My commission expires on February 5, 2022

Exhibit A-10

Name	Title	Address	Telephone number
Wayne Burke	President	428 Doric Drive, Beaconsfield, Québec, Canada	514-692-8753
Steve Shoiry	CEO	14 Hickory Street, Dollard-des- Ormeaux, Québec, Canada H9G 3B7	1-888-631-7977 Ext 444
Jean-Marc Gohier	COO	7637 Lasalle Boulevard, apt 1, Lasalle, Quebec, Canada H8P 1Y2	1-888-631-7977 ext : 128

EXHIBIT B-1

Jurisdictions of Operation

- Montana
- Ohio

EXHIBIT B-2

Experience and Plans

DNE uses its broker's license to offer Direct Energy, Hudson Energy, Constellation Energy, Spark Energy and Public Power contracts to small to large commercial customers in the Ohio electricity market. DNE has a history of successful B2B sales within the Ohio electricity market, having spent two and a half years serving over 1000 customers. Our role as a broker is to find new customers for our supply partners and provide competitive pricing and market updates for the consumer. After the initial agreement, we conduct a terms verification call (third-party verification or "TPV"). The relationship then becomes between the supplier and the customer. DNE is not involved in billing or account inquiries of any kind. DNE does have a history of recording excellent customer service reviews with all of our supplier partners. We investigate any concerns that arise immediately and address them quickly.

EXHIBIT B-3

Disclosure of Liabilities and Investigations

DNE Sales, LLC has not encountered any revocation of licenses, revocations of authority, regulatory investigations, or any other investigations that would adversely impact the applicant's financial or operational status.

EXHIBIT C-1

Annual Reports

Not applicable as DNE is not a publicly traded company.

EXHIBIT C-2

SEC Filings

DNE Sales, LLC is not required to file with the SEC, as it is not a publicly traded company.

Exhibit C-3
Financial Statements

Confidential

EXHIBIT C-4

Financial Arrangements

Not applicable as DNE seeks to be certified as a broker and does not seek to conduct retail electric activity.

Exhibit C-5
Forecasted Financial Statements

Confidential

EXHIBIT C-6 + C-7



Premier Profile - DNE SALES, LLC

Ordered: 4/1/2019 Transaction Number: C411142607
Search Inquiry: DNE SALES, LLC / 90 STATE ST STE 700 / ALBANY / NY

Business Name
DNE SALES, LLC

Business Identification Number
967966551

Primary Address: 90 STATE ST STE 700
ALBANY, NY 12207-1707

Risk Dashboard

Risk Scores and Credit Limit Recommendation		Days Beyond Terms	Derogatory Legal	Fraud Alerts
Intelliscore Plus Score unavailable. Information on file not proven to predict serious future risk.	Financial Stability Risk Score unavailable. Information on file not proven to predict financial stability risk.	Company DBT DBT Unavailable	Original Filings 0	High Risk Alerts 0
Credit Limit Recommendation: N/A				

Business Facts

Years on File: 6 (FILE ESTABLISHED 02/2013) Number of Employees: 0
State of Incorporation: DE
Date of Incorporation: 02/05/2013
Business Type: Profit
Contacts: STEVE SHOIRY - CHIEF EXECUTIVE OFFICER
WAYNE BURKE - PRESIDENT
MATTHEW SHERRETT - CHIEF FINANCIAL OFFICER

Commercial Fraud Shield

Evaluation for: DNE SALES, LLC, 90 STATE ST STE 700, ALBANY, NY12207-1707

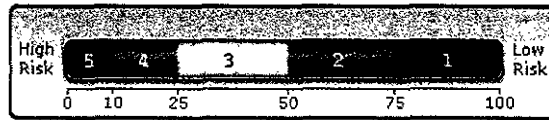
Business Alerts		Verification Triggers
Active Business Indicator:	<input checked="" type="checkbox"/> Experian shows this business as active	The primary Business Name, Address, and Phone Number on Experian File were reviewed for High Risk indicators, no High Risk indicators were found.
Possible OFAC Match:	<input type="checkbox"/> No No OFAC match found	
Business Victim Statement:	<input type="checkbox"/> No No victim statement on file	

Credit Risk Score and Credit Limit Recommendation

Credit Risk Score: Intelliscore Plus

This score predicts the likelihood of serious credit delinquencies within the next 12 months. The score uses tradeline and collections information, public filings as well as other variables to predict future risk. Higher scores indicate lower risk.

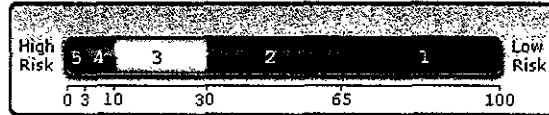
Score unavailable: 999



This report does not include data elements statistically proven to predict serious future delinquency. Therefore an Intelliscore Plus score cannot be calculated.

Credit Risk Score: Financial Stability Risk

Current Financial Stability Risk Score: Score and Risk Class Unavailable (999)



This score predicts the likelihood of financial stability risk within the next 12 months. Information on file is not proven to predict financial stability risk. Therefore a Financial Stability Risk score cannot be created.

Credit Limit Recommendation

Credit Limit Recommendation
Not available - This report does not include the data elements needed to create the credit limit recommendation.

This recommendation compares this business against similar businesses in the Experian business credit database. It is based on trade information, industry, age of business and the Intelliscore Plus. The recommendation is a guide. The final decision must be made based on your company's business policies.

Payment and Legal Filings Summary

Payment Performance		Trade and Collection Balance		Legal Filings	
Current DBT:	Not Available	Total trade and collection (0):	\$0	Bankruptcy:	No
Predicted DBT:	N/A	All trades (0):	\$0	Tax Lien filings:	0
Monthly Average DBT:	0	All collections (0):	\$0	Judgment filings:	0
Highest DBT Previous 6 Months:	0	Continuous trade (0):	\$0	Sum of legal filings:	\$0
Highest DBT Previous 5 Quarters:	0	6 month average:	\$0 - \$0	UCC filings:	0
Payment Trend Indication:		Highest credit amount extended:	\$0	Cautionary UCC filings:	No
Payment trend indicator not available		Most frequent industry purchasing terms:			
		Industry purchasing terms not available			

Industry Comparison

Industry DBT Range Comparison

The current DBT of this business is Not Available.

DBT for this business: Not Available



Additional Business Facts

Corporate Registration

THE FOLLOWING INFORMATION WAS PROVIDED BY THE STATE OF DELAWARE.

State of Origin: DE
Date of Incorporation: 02/05/2013
Current Status: Active
Business Type: Profit
Charter Number: 2171589
Agent: BUSINESS FILINGS INCORPORATED
Agent Address: 4400 EASTON COMMONS WAY COLUMBUS, OH

End of report

1 of 1 report

The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced. Neither Business Credit Reports, Inc. nor Experian, Inc., nor their sources or distributors warrant such information nor shall they be liable for your use or reliance upon it.

© Experian 2019. All rights reserved.
Experian and the Experian marks herein are service marks or registered trademarks of Experian.

EXHIBIT C-8

Bankruptcy Information

DNE Sales, LLC has not had any reorganizations that resulted in bankruptcy nor any other form of bankruptcy filings by DNE Sales, LLC or any of its parent or affiliate organizations.

EXHIBIT C-9

Merger Information

DNE Sales, LLC has not had any dissolution or merger or acquisition that altered the composition of the organization. On September 22, 2014, the shareholders of 7818947 Canada Inc. (an Alberta-based holding company which owned DNE Sales, LLC and its affiliates) transferred their ownership from the holding company to Dominion Newenergy Inc., while continuing to maintain the ultimate ownership of DNE Sales or its affiliates.