



DIS Case Number: 21-0577-EL-CRS

Section A: Application Information

A-1. Provider type:

☐ Power Broker ☐ Aggregator ☐ Retail Generation Provider ☒ Power Marketer

A-2. Applicant's legal name and contact information.

Legal Name: BP Energy Retail LLC **Country:** United States
Phone: 1-833-775- **Extension (if applicable):** **Street:** 501 Westlake Park Blvd
0436 **City:** Houston **Province/State:** TX
Website (if any): www.mybpretail.com **Postal Code:** 77079

A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name	Type	Address	Active?	Proof
BP Energy Retail LLC	Official Name	501 Westlake Park Blvd Houston, TX 77079	No	File

A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
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A-5. Contact person for regulatory matters

Judy Briscoe
201 Helios Way



Public Utilities Commission

Houston, TX 77079
US
judy.briscoe@bp.com

A-6. Contact person for PUCO Staff use in investigating consumer complaints

Betsy Carr
201 Helios Way
Houston, TX 77079
US
betsy.carr@bp.com
7133236353

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

Phone: 1-833-775-0436	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 201 Helios Way
Email: michelle.almazan@bp.com		City: Houston
		Province/State: TX
		Postal Code: 77079

A-8. Applicant's federal employer identification number

852420039

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection

AEP Ohio
DP&L
Duke Energy Ohio
FirstEnergy - Cleveland Electric Illuminating
FirstEnergy - Ohio Edison

FirstEnergy - Toledo Edison

Class of customer selection

Commercial

Industrial

Mercantile

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 07-01-2021

A-12. Principal officers, directors, and partners

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Srikala Rangan		Vice President & Director	501 Westlake Park Blvd Houston, TX 77079 US
Nicholas Burgin		Vice President & General Tax Officer	501 Westlake Park Blvd Houston, TX 77079 US
Nike Thorpe		Secretary	501 Westlake Park Blvd Houston, TX 77079 US
Edward Pinkerton		President & Director	501 Westlake Park Blvd Houston, TX 77079 US
Thu Dang		Treasurer	501 Westlake Park Blvd Houston, TX 77079 US
Carol Clenney		Tax Officer	501 Westlake Park Blvd Houston, TX 77079 US
Sarah McDowell		Vice President & Chief Financial Officer & Director	501 Westlake Park Blvd Houston, TX 77079 US
Susan Baur		Vice President	501 Westlake Park Blvd Houston, TX 77079 US



A-13. Company history

BP Energy Retail LLC (BPER) is a Delaware limited liability company incorporated on July 28, 2020 for the purpose of marketing natural gas and electricity to retail customers in the U.S. The company's principal business interest is acting as a competitive retail power marketer and natural gas marketer to commercial, mercantile, industrial, and muni aggregation customers within the state of Ohio.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

File Attached

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

File(s) attached

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

File Attached

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

B-5. Disclosure of certification, denial, curtailment, suspension or revocation

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

B-6. Environmental disclosures

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

File(s) attached

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.



Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

File(s) attached

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.



Preferred to file confidentially

C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 'Not Rated'.

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

This does not apply.

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information



Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

File(s) attached

C-9. Financial arrangements

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.
2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company 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



Public Utilities Commission

parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.

4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

File(s) attached

Section D: Applicant Technical Capacity

D-1. Operations

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

Operations Description: BP Energy Retail LLC (BPER) proposes to serve Standard Offer Service load for Small and Large Commercial and Industrial customers within the state of Ohio and utilize consolidated

billing. BPER will comply with the PJM requirements related to scheduling retail power for transmission and delivery of power purchases on behalf of its customers

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached

D-3. FERC Power Marketer and License Number



Provide a statement disclosing the applicants FERC Power Marketer License Number (Power Marketers Only).

BP Energy Retail LLC (BPER) applied for FERC Power Marketer authorization on April 20, 2021. Once the authorization is approved, BPER will update this Exhibit.



Public Utilities
Commission

Application Attachments

Exhibit B-1
Jurisdictions of Operation

BP Energy Retail LLC (BPER) proposes to serve Standard Offer Service load for Small and Large Commercial and Industrial customers in the state of Ohio.

BPER has submitted a retail electric provider application to the Public Utility Commission of Texas.

Microsoft

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reader app.

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Exhibit A-14
Secretary of State



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
08/14/2020	202022503176	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

C T CORPORATION SYSTEM
4400 EASTON COMMONS WAY
SUITE 125
COLUMBUS, OH 43219

STATE OF OHIO
CERTIFICATE

Ohio Secretary of State, Frank LaRose
4524486

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

BP ENERGY RETAIL LLC

and, that said business records show the filing and recording of:

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC
Effective Date: 08/12/2020

Document No(s):

202022503176



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
14th day of August, A.D. 2020.

Ohio Secretary of State

Exhibit B-2

Experience & Plans

BP Energy Retail LLC (BPER) is an affiliate of BP Energy Company which has a full staff supporting Power, Gas and NGL Trading. The same staff procedures and controls will be leveraged for organic growth into the competitive retail electricity market in Ohio. These functions include Human Resources, Legal, Compliance, Risk Management, Credit, Pricing, Origination, Trading, Contracts, Confirmations and Settlements. Staff experience encompasses cross commodity transactions including wholesale and retail power in ERCOT and across the US.

BPER will contract with customers and provide contracted services, billing statements, and respond to customer inquiries and complaints in accordance with the Ohio Revised Code and Ohio Administrative codes.

Exhibit B-6
Environmental Disclosure

BP Energy Retail LLC (BPER) will determine its generation resource mix and environmental characteristics by referring to data located on the Public Utilities Commission of Ohio's website, Environmental Disclosure Information for EDUs and CRES Providers and will comply with the requirements of Rule 4901:1-21-09 of the Ohio Administrative Code. BPER will purchase wholesale electric supply and ancillary services from multiple generation sources via the PJM interconnection.

Exhibit C-2

Financial Statements

BP Energy Retail LLC (BPER) is a newly formed company and therefore does not have audited financial statements to provide.

BP Corporation North America Inc. (BPCNA) serves as a guarantor for BPER and maintains an investment grade credit rating needed to satisfy the REP certification rule financial resources requirements.

BPCNA's financial statement are not published but are available to the Public Utility Commission of Ohio upon request. BP plc is the ultimate parent of both BPER and BPCNA. BP plc's 20-F can be found at the following link: <https://www.bp.com/content/dam/bp/business-sites/en/global/corporate/pdfs/investors/bp-annual-report-and-form-20f-2020.pdf>

Exhibit C-8
Corporate Structure

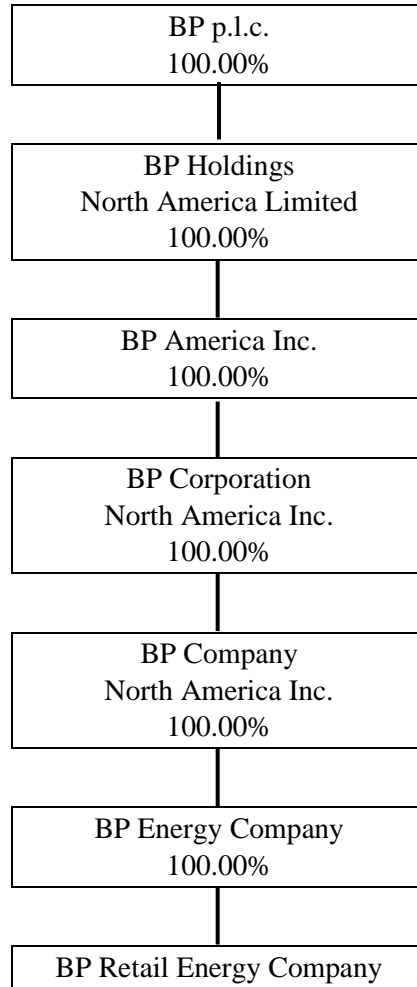


Exhibit C-9

Financial Arrangements

BP Corporation North America Inc. (BPCNA) serves as a guarantor for BP Energy Retail (BPER) and maintains an investment grade credit rating needed to satisfy the REP certification rule financial resources requirements.

BPCNA's financial statement are not published but are available to the Public Utility Commission of Ohio upon request. BP plc is the ultimate parent of both BPER and BPCNA. BP plc's 20-F can be found at the following link: <https://www.bp.com/content/dam/bp/business-sites/en/global/corporate/pdfs/investors/bp-annual-report-and-form-20f-2020.pdf>

Exhibit D-2

Operations Expertise & Key Technical Personnel

BP Energy Retail LLC (BPER) will use the services of BP Energy Company (BPEC) to support its wholesale and retail energy services in the state of Ohio.

BPEC is a PJM market participant since 2000 and is involved in buying and selling of energy, ancillaries, FTRs etc., in the PJM energy market. BPEC is a market participant in the ISO markets of NYISO, ISO-NE, ERCOT, MISO, SPP and CAISO in the US. BPEC participates in the Standard offer Service auctions in several states within the PJM market and is well versed with the PJM operations.

Eddie Pinkerton

201 Helios Way
Houston, Texas 77079
281-366-2000

BP North America Gas & Power

- Head of End Use Supply/ SVP – Power Origination, Jan. 2018 – Present
- VP Power Origination, Nov. 2008 - Jan. 2018
- Head of Power Strategic Risk Optimization, Oct. 2007 – Nov. 2008

Member of the Power Leadership Team that manages and oversees all aspects of BP's North America power operations. Builds and manages a strong portfolio of REP PSA customers. Leading and assisting multiple power and low carbon strategy development efforts. Assists, supports, and interfaces with multiple BP affiliates by providing supply, services, expertise, and internal support. Originated structured power transactions involving power generation, load, options, and wholesale supply energy structures to retail energy providers. Commercially led effort to provide energy management services to BP affiliate Whiting Cogen that included the power trading desk expanding operations into the Midwestern US (MISO). Directed, led, and managed multi-regional energy trading team that traded and optimized non-standard trading positions using physical and financial power, natural gas, fixed price and heat rate option products and structures to manage risk. Led the expansion of the power team into the Northeast markets (ISO-NE). Optimized non-standard risk in originated structured energy transactions that included power plant tolling options, heat rate call options, load, FTR, ancillary services, and unit contingent risk. Worked closely with origination team to structure, price, and close originated business. Individually closed multiple originated structured transactions.

BP Alternative Energy NA

- Director of Business Development, June 2006 – Oct. 2007
- Pursued strategic natural gas fired low carbon power generation business development via acquisition, greenfield development, and brown field development. Led numerous efforts related to the potential Cherry Point Cogen project including negotiating and closing the

assignment of BPA transmission. Led commercial review of technologically feasible energy storage technologies on both a standalone basis and co-located with wind.

Jennifer Furgason

201 Helios Way
Houston, Texas 77079
281-366-2000

BP America Inc.

- C&I Licensing/Tariff Expert, Jan. 2021 – Present
- VP of Power Operations, Oct. 2015 - Dec. 2020
- Head of Power Operations, July 2013 - Sept. 2015
- Manager, Power Trading Analysis, Dec. 2006 - July 2013

Oversight accountabilities for all activities associated with power retail licensing. Support the power and gas retail strategy through development and implementation of all operational procedures and technical systems. Manage state retail licensing process through coordination with the regulatory team, working with state utility commissions, ISOs, and utilities to procure and maintain licenses. Develop and operationalize new retail product offerings. Single point of accountability for all IT budgets and projects impacting the Power Team. Key support in the development and implementation of the Power Team's business strategy through in-depth operational analysis and expertise. Oversee operational areas of Real Time Trading and Scheduling, ISO Coordination, and Trade Management. Responsible for ensuring the Power Team remains compliant with all internal and external guidelines.

Mathew Michael

201 Helios Way
Houston, Texas 77079
281-366-2000

BP Energy Company

- REP Support/Director REP Commercial Operations, Jan. 2016 – Present

Responsible for commercial operational management of REP service and management activity. Due-diligence and vetting of new REPs. Contract negotiations. REP operational on and off-boarding. Monitoring of REP financial and operational performance. Commercial dispute management and resolution. Risk monitoring and reporting to senior management. Initiating and managing internal IT systems enhancement.

BP Products North America

- Environmental Products Marketing, Dec. 2015 - Jan. 2016

Marketing and sales of US carbon products. Position management of BP's CARB account. Lead all US carbon RFP solicitations. Develop and support carbon strategy. Manage product deliveries and settlements. Established BPPNA as top tier marketer of Golden California Carbon Offsets

BP Energy Company

- Head of REC and Emissions Trader, March 2012 - Dec. 2015
- East/Midwest Trader, Nov. 2008 - May 2012

Managed all US REC and Emissions positions for BPEC and affiliates. Supplied RECs in support of third-party REP preferred supplier agreements. Founded BP's California carbon trading activity. Developed and executed carbon hedge strategy in support of refining activity. Asset optimization in NEPOOL, MISO, TVA, SOCO. Speculative trading in PJM, NEPOOL, MISO, NYISO & SOCO. REC & Emissions compliance trading. Mid-marketing in NEPOOL, MISO.

Competitive Retail Electric Service Affidavit

County of Harris :

State of Texas :

Eddie Pinkerton, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant 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 will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant 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.
9. The applicant 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, 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.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the 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 consumer complaints.

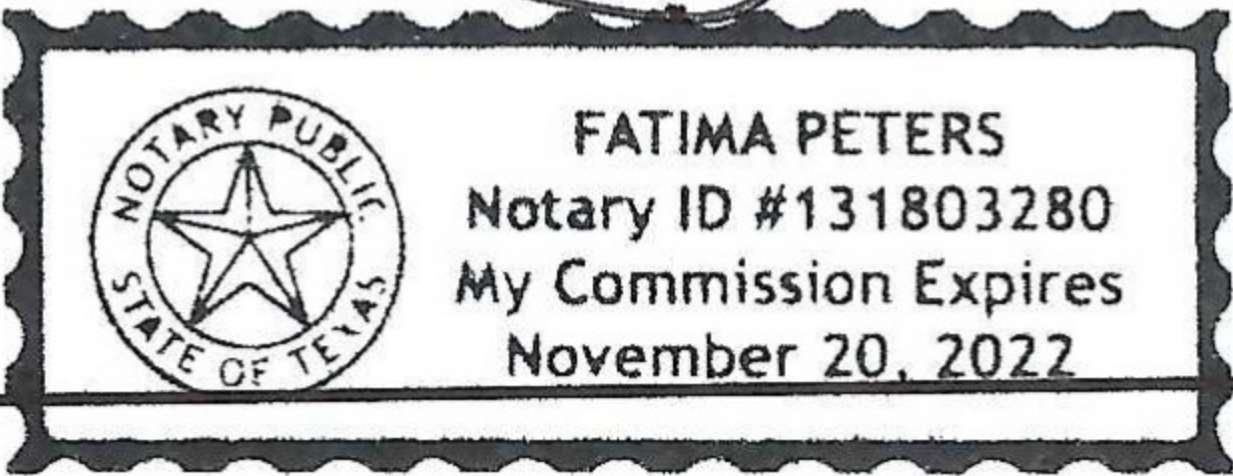
12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.
Eddie Pinkerton Attorney-in-Fact
024B3C3E5C2C41B
Signature of Affiant & Title

Sworn and subscribed before me this 12 day of May, 2021
Month Year

Fatima Peters
Signature of official administering oath

FATIMA PETERS
Print Name and Title



My commission expires on Nov 20, 2022

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

5/12/2021 5:59:14 PM

in

Case No(s). 21-0577-EL-CRS

Summary: In the Matter of the Application of BP Energy Retail LLC