



Electricity Wholesaler Licence Application

Nalcor Energy Marketing Corporation

1. Application Type

1. (a) Application Type

☐ New ☒ Renewal

1. (b) Licence Number

EW-2019-0141

1. (c) Expiry Date

June 26, 2024

2. The Applicant

2. (a) Legal Name of the Applicant

Nalcor Energy Marketing Corporation

2. (b) Business Classification

☐ Sole Proprietorship ☐ Partnership ☒ Corporation ☐ Other

2. (c) Date of Formation or Incorporation

March 24, 2014

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

Newfoundland and Labrador

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: 500 Columbus Drive, PO Box 15200 STN A

City: St. John's

Province/State: Newfoundland and Labrador

Country: Canada

Postal/Zip Code: A1B0P5

Main Phone Number and Email Address

Phone Number: 709-737-1400

Email Address: AnnJames@nlh.nl.ca

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

Wholesale electricity sales and associated products

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: Parsons

First Name: Walter

Initials: D

Title/Position: President & Chief Executive Officer

Company: Nalcor Energy Marketing Corporation

Phone Number: 709-737-1827

Email Address: WalterParsons@nlh.nl.ca

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

☐ Yes ☒ No

Licence Primary Contact Address

Street Address: 500 Columbus Drive, PO Box 12800

City: St. John's

Province/State: Newfoundland and Labrador

Country: Canada

Postal/Zip Code: A1B 0C9

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

4. (b) Application Primary Contact

Salutation: Ms.

Last Name: James

First Name: Ann

Initials: L

Title/Position: Lead, Regulatory & Compliance

Company: Nalcor Energy Marketing Corporation

Phone Number: 709-737-1491

Email Address: AnnJames@nlh.nl.ca

Application Primary Contact Address

Street Address: 500 Columbus Drive, PO Box 15200 STN A

City: St. John's

Province/State: Newfoundland and Labrador

Country: Canada

Postal/Zip Code: A1B 0P5

5. Trade Names

The electricity wholesaler 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.

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

☐ Yes ☒ No

6. Applicant's Licensing Status and History

6. (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
Electricity Wholesaler Licence	Applicant Itself	EW-2014-0236
Electricity Wholesale Licence	Applicant Itself	EW-2019-0141

6. (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

6. (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)
Nalcor Energy Marketing Corporation	Applicant Itself	New York	Energy Sales/ Financial Transmission Rights	New York Independent System Operator
Nalcor Energy Marketing Corporation	Applicant Itself	New England	Energy Sales/ Financial Transmission Rights	Independent System Operator - New England (Participant #126604)
Nalcor Energy Marketing Corporation	Applicant Itself	Midwest US	Energy Sales	MISO
Nalcor Energy Marketing Corporation	Applicant Itself	New England	CES-E (Clean Energy Standard - Existing) Certificates	Massachusetts Department of Environmental Protection (NEPOOL GIS Identification #IMP161751)
Nalcor Energy Marketing Corporation	Applicant Itself	North America	Voluntary RECs	Not Applicable

6. (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

If yes, please provide information on the IESO market participant(s) below.

Registered IESO Organization Name	Relation to the Applicant	Participant/Program/Service
Nalcor Energy Marketing Corporation	Applicant Itself	Physical Market - Energy Trader Exporter
Nalcor Energy Marketing Corporation	Applicant Itself	Physical Market - Energy Trader Importer
Nalcor Energy Marketing Corporation	Applicant Itself	Financial Market - Transmission Rights

7. Officers, Directors and Key Individuals

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

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7. (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 13.
2. One of the listed key individuals must sign the completed application. See Section 15 for signing authority details.

Name of Key Individual	Email	Title/Position within Applicant's Business (or identify company if not the Applicant's Business)
Walter Parsons	WalterParsons@nlh.nl.ca	President & Chief Executive Officer/ Director
Lisa Hutchens	LisaHutchens@nlh.nl.ca	Vice President, Chief Financial Officer
Michael Ladha	MichaelLadha@nlh.nl.ca	Vice President, Chief Legal Officer & Corporate Secretary
John J. Hillyard	JackHillyard@nlh.nl.ca	Chair of the Board/ Officer
Enda Turpin	EdnaTurpin@nlh.nl.ca	Director
John Green	JohnGreen@nlh.nl.ca	Director
Trina Troke	TrinaTroke@nlh.nl.ca	Director
Fraser Edison	FraserEdison@nlh.nl.ca	Director
Meredith Baker	MeredithBaker@nlh.nl.ca	Assistant Corporate Secretary

8. Intended Markets and Services

The [*Ontario Energy Board Act, 1998*](#), (OEB Act), defines "ancillary services" as services necessary to maintain the reliability of the IESO-controlled grid, including frequency control, voltage control, reactive power and operating reserve services.

Identify the applicant's intended markets and services. Select any that apply.

8. (a) To purchase electricity or ancillary services in the IESO-administered markets.

☒ Yes ☐ No

If yes, please select all that apply.

☒ Energy Trader ☐ Consumer ☐ Other

8. (b) To sell electricity or ancillary services in the IESO-administered markets.

☒ Yes ☐ No

If yes, please select all that apply.

☒ Energy Trader ☐ Consumer ☐ Other

8. (c) Other Markets and Services. Select all that apply.

☐ To purchase electricity or ancillary services directly from generator.

- ☒ To sell electricity or ancillary services to wholesalers.
- ☒ To sell electricity or ancillary services to distributors (i.e. standard supply services).
- ☐ To sell electricity or ancillary services to electricity retailers.
- ☒ To sell electricity or ancillary services to persons outside of the Ontario Market.
- ☐ To sell electricity to a consumer, defined as a person who uses for the person's own consumption, electricity that the person did not generate. If the applicant selects this item, the applicant may require a retailer licence. The electricity retailer application form along with information regarding when a retailer licence is required can be found on OEB's [Apply for a licence](#) page. If required, the electricity retailer application should be filed as soon as possible.

CONFIDENTIAL SECTIONS

Information filed as part of or in support of sections 9 to 13 of this application will be treated as confidential and is not available for public view.

14. 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.