

Texas Retail Energy, LLC

2608 S.E. J Street, Mailstop 5530, Bentonville, AR 72716

December 22, 2021

VIA ELECTRONIC FILING

Secretary Chiavetta
Commonwealth of Pennsylvania
Pennsylvania Public Utility Commission
400 North Street
Harrisburg, PA 17120

**Re: Texas Retail Energy, LLC update to information on file and change of contact;
Docket No. A-2011-2232249**

Dear Secretary Chiavetta:

On behalf of Texas Retail Energy, LLC ("TRE"), I am writing to update information provided in support of TRE's technical fitness showing in its original license, as well as to notice of a change in CEO and update of contact information for TRE.

Holly Rachel Smith is departing on December 31, 2021, as TRE's Director of Markets and Compliance. James Staggs will assume her responsibilities. Beginning December 31, 2021, Mr. Staggs will be the regulatory, operations, and complaint contact on file with the Commission. His information is as follows:

James Staggs
Senior Manager
Texas Retail Energy, LLC
2608 SE J Street
Bentonville, AR 72716
(479) 321-9864
jstaggs@texasretailenergy.com

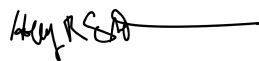
Additionally, we previously notified you that we had an interim CEO. On December 22, 2021, James Ku was named CEO and Chairman of the Board of TRE. Contact for James Ku is as follows:

James Ku
Vice President, Energy and Facilities Management
Walmart Realty
2608 SE J Street
Bentonville, AR 72716
James.Ku@walmart.com

The resumes of Messrs. Staggs and Ku are enclosed here to demonstrate that TRE continues to possess the requisite managerial, technical, and financial expertise required to maintain its license.

Please do not hesitate to contact me if you have questions regarding this filing. My telephone number is (479) 321-9864 and my email is hsmith@texasretailenergy.com.

Respectfully yours,

A handwritten signature in black ink, appearing to read "HRS", followed by a horizontal line.

Holly Rachel Smith
Director of Markets and Compliance

Enclosures

JAMES J. KU

jamesjohnku@gmail.com

EXPERIENCE

WALMART STORES INC. – Bentonville, AR

December 2021-Current

Vice President of Energy and Facilities

- Responsible for facilities maintenance across Walmart store portfolio, energy services, and renewable energy

WALMART CHINA – Shenzhen, China

August 2020-December 2021

Chief Operations Officer

- Responsible for ~400 stores and 70,000 employees
- Launched customer service improvement initiative
- Implemented fresh produce standards improvement initiatives
- Improved store online order picking standards, delivery and service metrics all exceeding targets
- Led Format Reinvention program to develop omni-channel “store-of-the-future” including assortment, pricing, promotion, layout, and operations strategy

WALMART CHINA – Shenzhen, China

March 2018-October 2020

Senior Vice President of Business Development and Format Reinvention

- Led team of 350+ associates in all aspects of Walmart China’s store real estate portfolio, from new store site selection, design, construction, leasing, asset management, to facilities maintenance.
- Launched sustainability initiatives, including investment in 2 on site solar projects and piloting of energy efficiency technologies
- Accelerated pipeline for new Sam’s Clubs, launched pilot Supermarket format
- Launched data analytics functions, leveraging big data for modeling and forecasting

WALMART CHINA – Shenzhen, China

June 2017-March 2018

Vice President of Design and Construction

- Opened 30+ and remodeled 40+ large format stores per year
- Simplified and reformed construction process and governance for risk and quality control

WALMART STORES INC. – Bentonville, AR

Oct. 2014-June 2017

Senior Director of New Store Real Estate

- Responsible for new store site selection and development for Walmart formats in Texas and Florida
- Business Lead for Market Optimization Workstream using big data to build strategy models

BROOKFIELD LOGISTICS PROPERTIES – Shanghai, China

Aug. 2012-Sept. 2014

Business Development Director for leading international industrial real estate development fund

- Pursued new logistic park development opportunities by identifying build-to-suit requirements and land acquisitions in China for customers such as Walmart, Unilever, and Daimler

INDEV PARTNERS – Shanghai, China

Oct. 2010-Aug. 2012

Founder/Director of an independent economic development consultancy that advised both public and private sector clients on foreign direct investment projects

- Developed a financial model and business plan for a World Bank funded Industrial Park in Jalalabad, Afghanistan. Also prepared the management procedures for all parks in Afghanistan
- Drafted Pakistan’s Special Economic Zones Act, which was signed into law in 2012. Drafted the detailed SEZ Rules and Regulations that were adopted in 2013

- Drafted the federal Investment Policy for the Board of Investment of Pakistan, including reforms to rules relating to FDI. Adopted by the Cabinet in 2013
- Established a solar energy startup to provide kits to off-grid customers in rural Pakistan

NORTH CAROLINA DEPARTMENT OF COMMERCE – *Shanghai, China* Jan. 2011-Dec. 2012
Director of the state's trade and investment representative office in China

- Developed pipeline of potential Chinese outbound investors, generating prospects and facilitating requirements

COMPETITIVENESS SUPPORT FUND – *Islamabad, Pakistan* Sept. 2009-Sept. 2010
Senior Advisor for an aid organization jointly established by the Government of Pakistan and USAID

- Prepared development and operations plan for a 180 acre “Agribusiness Special Economic Zone” in Khairpur, Sindh. Approved for government funding and construction completed in 2015.
- Led a committee composed of the central bank and stock/commodity exchanges in the design of a PPP-model agricultural commodity storage, financing, and trading system
- Created an Action Plan for the Ministry of Finance to establish a government-backed PE/VC fund with private sector management which was approved by the Finance Minister

TRACTUS ASIA LTD. – *Shanghai, China* Nov. 2006-Sept. 2009
Manager direct investment consulting for multinational corporations and governments in Asia

- Managed various site selection projects in China, including the establishment of a 10,000 sqm manufacturing facility in a fourth tier city in Jiangsu Province. Conducted negotiations with the local government to secure an investment incentive package, negotiated for the government to develop the property on a build-to-suit basis, and provided oversight of construction management
- Negotiated on behalf of client in the sale of land use rights back to the Shanghai government
- Led the firm's economic development engagements, including serving as State of Washington's representative for investment attraction from China

CHINA BUSINESS CENTER – *Shanghai, China* Oct. 2003-May 2004
Editor/Consultant for business information startup firm

- Developed content and design for business news media platform as well as business plan and investment memorandum for a convention/exhibition facility

WELLS FARGO BANK – *Boston, MA* August 2002-August 2003
Real Estate Analyst specializing in development lending

- Worked on deal sourcing, underwriting, loan approval, due diligence, syndication, and financial restructuring processes for the development and acquisition of office, retail, residential, hotel, and industrial properties by leading US REITS and funds

EDUCATION

HARVARD UNIVERSITY, Harvard Kennedy School *Cambridge, MA*
Masters in Public Policy 2004-2006

UNIVERSITY OF PENNSYLVANIA, The Wharton School *Philadelphia, PA*
Bachelor of Science in Economics, Concentrations in Finance and Management 1998-2002

Language Skills:

- Fluent in spoken Mandarin Chinese, advanced reading and writing level; native English

JAMES STAGGS.

2608 SE J Street ▪ Bentonville, AR 72716 ▪ 479-277-71491 ▪ jim.staggs@texasretailenergy.com

KEY SKILLS SUMMARY

- Energy Trading - Power and Generation
- ISO Market Expertise – PJM, California, ERCOT, MISO, New England ISO
- Renewable Energy Market Transactions
- Renewable Energy Trading
- Commercial and Real Time Energy Operations
- Asset Bidding and Optimization
- Project Management
- Contract Negotiations
- Operational Procedures Development
- Asset Bidding and Optimization
- Capacity Market Design / Policy
- Training Development and Delivery
- Natural Gas Markets
- Business Process Analysis

Professional Experience

Walmart Inc. / Texas Retail Energy

Energy Portfolio Manager –

September 2012 to present

Responsible for energy procurement and optimizing the energy portfolio in deregulated US markets primarily for the mid-Atlantic (PJM) states and Illinois (MISO) for Walmart and Sam's Club facilities. Ensure that power is procured within the Walmart defined risk management policies and procedures. Negotiate and manage 3rd party direct access contracts in California, Michigan, Rhode Island, and Delaware. Procure compliance based Renewable Energy Credits (REC's) for New England, PJM, New York, and ERCOT markets.

Lead Walmart's efforts in demand response program participation including coordinating internal dispatch software development, increased automation of event controls, demand response program evaluation, registration process, compliance reporting, and dispatching events. Coordinating the development of tools to support load based ancillary services in the RTO footprints. Support the pad mount generation programs in deregulated markets and coordinate pad mount generator optimization in regulated markets.

Provide modeling and long-term wholesale market pricing support for the Walmart renewables origination group for front of the meter off site renewable projects in the US. Provide extensive modeling and ad hoc technical support for power trading team. Support policy development and serve as a subject matter expert to support the Walmart Energy Regulatory team, assisting in the analysis of policy items or regulations that may impact energy costs.

The Structure Group - Phoenix, AZ

Senior Manager – *Consulting Business Unit*

November 2007 to September 2012

As a senior manager worked with various clients in a very wide variety of projects of which most projects were geared towards Regional Transmission Operators (RTO) project implementations. Most projects were both RTO operations and client facing, some were individual utility related projects such as smart meter implementation, demand response program analysis, NERC compliance, and training of power dispatchers and schedulers to participate in the California ISO market.

KEY PROJECT ROLES

- Served as a subject matter expert in a project management role for the California ISO working on the development of the Convergence Bidding Market (financial bidding) implementation and then transitioned to the Market Simulation Coordinator role. In the project manager role: coordinated multiple work streams including requirements definition, project planning, knowledge transfer planning and delivery, business process analysis, infrastructure upgrades, system implementations and integration, and software systems testing and training. In the market simulation role served as the primary interface with market participants and the CAISO. Coordinated internal CAISO efforts to ensure a successful market simulation process and eventual successful introduction of convergence bidding.
- Helped formulate and create a GAP Analysis and detailed market study for two large California municipalities to assist in evaluating their option of joining the California ISO as a new participant. The project reviewed existing operations and procedures and then developed cost comparisons of serving their load, generation asset optimization, and optimizing transmission assets for future consideration to California ISO participation. Assisted the Midwest ISO Real-Time Operations group with a variety of efforts including areas of operational implementation studies and creating models to assist with NERC compliance efforts.
- Led implementation efforts for a large complex generation portfolio in the California ISO market redesign (MRTU) leading efforts in the detailed and lengthy market simulation process through the go-live event. I also served as the subject matter expert in interpreting tariff and market-based questions. Duties included submitting all day ahead and real time schedules for generation assets, creating scenarios and strategies to test and assess results under different market conditions, creating end-to-end testing schemas, and provided detailed documentation of the results and processes.

Assisted client in analyzing impacts to existing contracts and tolling agreements and helped identify and evaluate risks that either were not envisioned prior to the market redesign when the contracts were negotiated. Analyzed business needs and market documentation to design and create custom software solutions for the traders, asset managers, and the principal investment group.

APS Energy Services - Phoenix, AZ

Manager Trading and Operations – *Commodity Operations & Trading*

October 2002 to November 2007

Responsible for managing and maximizing wholesale market opportunities for APS Energy Services portfolio, along with supervising the trading of both long- and short-term power transactions. Served as primary liaison between wholesale counterparties and the scheduling coordinator (SC). Developed and lead process to become a certified SC with the California ISO. Supported customers renewable energy needs by procuring over 600,000 MWH of renewable energy credits in each 2006 and 2007. Led APSES' renewable energy policy efforts; and participated in policy making and technical workgroups in California ISO market design process including the Market Redesign and Tariff Update (MRTU).

Structure or support the development of transactions needed to maintain APS Energy Services supply requirements including long term power transactions, capacity contracts, generation asset analysis, option valuation, and contract development. Supported the deal structure process for retail transactions and assisted with the creation or development of new products for the markets served. Analyzed California, Texas, and Nevada market tariffs and protocols for companywide opportunities, lead the supply team into each of those markets. Negotiated and implemented EEI and WSPP contracts with numerous wholesale counterparties.

Energy Trader - *Supply and Deal Structure*

March - 2000 to October 2002

Responsible for assisting with energy supply strategies and trading activities for APS Energy Services. Purchased and traded energy to meet Arizona, California, and Texas customers short- and long-term needs. Consulted with APS Energy Services sales group regarding complex power sales/structures for prospective customer transactions. Supported deal structuring and supply strategy development, built all of the deal structure pricing models, and implemented retail and wholesale transactions to meet customer needs.

Arizona Public Service - Phoenix, AZ

Short Term Trader - *Bulk Power and Operations*

March, 1999 to March, 2000

"Off-System" position involving marketing activities including management of retail and wholesale energy positions throughout the WSCC. Negotiated the short term and hourly sale and purchase of energy, transmission, and ancillary services to maximize margin and optimize generation assets and term power contracts.

Senior Account Manager – *Commercial Industrial Segment*

December, 1996 to March, 1999

Responsible for service/sales to copper mines, many large industrial customers, and some hospitals in the APS service territory. Duties included: capturing new revenue, maintaining customer relationships, increasing customer satisfaction ratings, revenue retention, increasing customer awareness of company programs, and keeping customers informed of the deregulation process and issues. Sales skills utilized included managing large customers with a complicated long term "conceptual" selling cycle along with short-term focused product sales. Was successful in negotiating several complex long-term power agreements with large industrial customers in APS service territory.

Fisher-Rosemount - Rosemount Analytical Division – Phoenix, AZ

Senior Sales Representative

August, 1988 to November, 1996

Sales of process analytical instruments to measure gases or liquids on a continual basis to customers in Arizona, New Mexico West Texas, and Southern Nevada. Products sold ranged in scope from pH and conductivity analyzers and sensors to discrete gas analyzers to continuous emissions monitoring systems. Presidents Club 1992 to 1995. Company Salesperson of the Year in 1990.

E d u c a t i o n

Northern Arizona University

1979 to 1981

Flagstaff, AZ Bachelor of Science Business Administration Emphasis Marketing and Management

Certified Energy Manager (CEM) (Lapsed)

1999 to 2010

Certified Energy Procurement (CEP) Lapsed

.....2000 to 2010