



The Best Choice for Natural Gas and Electricity

**Letter of Proposal
Community Choice Aggregation Program Advisory Services
for the City of Bexley, Ohio**

A. Summary Overview

Aspen Energy Corporation is a nationally renowned energy consulting firm that assists commercial, industrial and municipal clients with a focus on Community Choice Aggregation (CCA) and renewable energy projects. Based in Dublin, Ohio and formed in 2000 by Jonathan Peele, Aspen Energy has a diverse and experienced team (with over 150 years of energy industry experience) capable of partnering with the City of Bexley to assess options and implement self-administered or jointly-administered 100% renewably-generated electricity CCA program.

Aspen Energy has assisted the City of Shaker Heights with their energy procurement since 2014 and secured the City 100% voluntary renewable energy for all City buildings starting in 2017. Aspen continues to provide aggregation program administration, market analysis and renewable energy consulting for the City. Together, we are implementing Shaker's 100% Renewable electricity aggregation program for a June 2023 start.

Aspen Energy works with over 40 communities on their energy aggregation programs and is interested in working with the City of Bexley on its CCA program. We believe that this program will enhance the reputation of Bexley as a renewable energy pioneer and model for other communities to follow in aggressively pursuing environmental change by embracing cooperative, environmentally responsible energy plans.

Aspen Energy is experienced in partnering with City leaders and community members in identifying CCA priorities and weighing the issue of resident cost burden to local generation. A major goal of an Aspen/City of Bexley 100% Renewable CCA program would be to secure Ohio new-build renewable generation facilities specifically for the Bexley load. There are currently several significant limitations on new Ohio projects including the back-up of the PJM queue and Senate bill 52, which allows Counties the right to restrict utility-scale solar projects across the State.

Renewable energy is more than a valuable business pillar for Aspen. City of Bexley Team Leader Jay Sell is an active member of the Ohio renewable energy and sustainability communities and is a member of The Sierra Club. Jay participates in the Northeast Ohio Local Governments Clean Energy Caucus and supports clean energy programs in his local Delaware County, Ohio area. Aspen Energy encourages our employees to reduce single-use item usage and to think before they print. We maintain a 100% electronic filing system.

B. Team

Jay Sell – Aggregation Specialist – Caucasian Male

Jay has over fifteen years of energy industry experience and focuses on making himself available to Administration and residents to personally answer questions and creatively solve problems as issues arise. Jay has over eight years of experience in leading Community Choice Aggregation for Aspen.

Robin Townsend – Director of Sales – Caucasian/Native American (1/4 Cherokee) female

Robin handles our channel partner relationships while evaluating supplier characteristics and escalating requests to ensure prompt and complete customer service response. Robin has been with Aspen for twelve years and has over eight years managing CCA communities at Aspen.

John Theibert – Senior Energy Consultant - Caucasian Male

Mr. Theibert's responsibilities include new customer generation, natural gas and electricity market monitoring and managing the day-to-day client relationship. John has over two years of experience at Aspen.

Sandra Jackson – Operations Coordinator – Caucasian female

Mrs. Jackson's responsibilities include managing the day-to-day office activities and overseeing back-end operations to ensure that Aspen is operating at maximum efficiency. Sandra has over twenty years of experience in managing office environments. Sandra has assisted our team on CCA accounts for the last five years and will be the contact person for team interviews.

Jessica Stauss – Systems Administrator – Caucasian female

Ms. Stauss ensures that front-office applications run smoothly and confirms that client and supplier contracts are implemented properly. Jessica is in her third year with Aspen and has excelled in her time with the company.

C. Commitment to Diversity, Equity and Inclusion

Aspen Energy values a diverse team of employees and management that give multiple perspectives on how to provide the best experience for customers of all cultures. Our team members bring their unique backgrounds and significant industry and CCA experience to their work. We have team members with heritage from Eastern and Western Europe, Latin-North America, Central America, Africa and the Middle East.

D. Approach

Aspen Energy will be available immediately beginning March 1st, 2023, to commence work on providing recommendations and supporting material for the City of Bexley. We will communicate with City Administration clearly and effectively to assess and rank the best options for creating and implementing a 100% renewably-generated Community Choice Aggregation program.

Aspen Energy will assist the City in assessing the best options for administering the CCA program to make the most significant environmental impact as possible while providing competitive program pricing for eligible participants. Aspen will continually monitor the availability of potential Ohio renewable assets and the current costs associated with these projects to the end-user. We will maximize our strong supplier relationships to secure the best options available on the renewable CCA market for the City.

We will assist City administration in developing the Request for Proposals (RFP) for Community Choice Aggregation Supplier Services. We have conducted traditional and renewable energy RFPs for CCA programs, commercial and industrial entities and higher education in the State of Ohio and beyond. We have extensive experience in evaluating, structuring and completing Ohio CCA supplier agreements and have consulted on various National renewable energy supplier agreements (Virtual Power Purchase Agreements, Power Purchase Agreements, and Community Solar). Our suppliers plan the wholesale side (PPA) of Ohio utility-scale solar and we assist in implementing these assets in retail energy contracts for Community Choice Aggregation.

Aspen Energy has a major focus on Ohio Community Choice Aggregation and is extremely knowledgeable and experienced in establishing, implementing and administering CCA programs. Depending on new-build capacity, the optimal program structure would be to secure new cost-effective Ohio-based renewably-generated electricity projects specifically built for the City of Bexley program and/or a jointly-administered program. There will need to be a period of a “bridge” program, where the City utilizes Renewable Energy Credits (from existing National or Regional sites) to work towards meeting sustainability goals as Bexley-specific generation site(s) are completed.

Aspen Energy will also consult with the City to vet the Renewable Energy Credit sourcing and will help identify the best option for a third-party REC verification system. Aspen will provide projections on the pricing impact to program participants and how the program will impact the City’s greenhouse gas inventory.

We will manage the regulatory and administrative processes for the CCA (in collaboration with the supplier), including required filings and documentation for the Public Utilities Commission of Ohio (PUCO). We will assist in drafting “opt-out” letters and additional information that might be sent out by City administration or posted on social media. We will also assist with PUCO annual reporting and will ensure that PUCO certification is in good standing. Aspen Energy will provide continued support in regard to the City’s electricity meters. We will be available for continued consulting during the CCA program and will be open to community input to improve the program.

It will also be very important to select a supply partner who is as strong in customer service as they are in renewable program delivery. Aspen Energy will collaborate with the selected supplier to ensure that customer service issues are resolved quickly and completely. With regard to customer service, Residents will have dual access to Aspen Energy and the selected supplier.

E. Anticipated Timeline

Aspen Energy is available for immediate commencement. Please see the approximate schedule below.

- March 2023 –Consultant agreement executed. Execute and submit PUCO recertification forms. Review and assess CCA options with Administration, discuss potential community education and engagement sessions. Support for City Council. RFP development. Assist in Proposal review process.
- April 2023 – Select CCA supplier, develop “opt-out” letters and marketing material, confirm eligible participant lists/mapping.
- May 2023 – Assist in supplier filing “opt-out” letters with PUCO, community engagement. Commencement of new supplier agreement.
- June 2023 – 100% Green electricity aggregation program begins.
- Going forward – Assist City in continued PUCO certification and reporting; personally handle customer service issues and community engagement. Present to Public as needed.

F. List of current aggregations

Please see separate list labeled Aspen Electricity Aggregations.

G. Compensation

Aspen Energy will receive a consulting fee of \$.00045 per kWh on electricity and \$.005 per ccf on natural gas that is paid by the winning supplier based on actual CCA program usage. There are no fees should the city elect to not enter into aggregation supply agreements.

H. References

1. City of Shelby, Ohio
John Ensman – Director of Utilities – 419-342-4085
2. City of Shaker Heights, Ohio
William Gruber – Director of Law – 216-491-1445
3. Village of Ottawa, Ohio
Julie Niese – Deputy Clerk-Treasurer – 419-523-5020

Competitive Retail Electric Service Provider Certificate

Certified Entity:
Aspen Energy Corporation

4789 Rings Rd. Suite 100
Dublin, OH 43017

Certificate Number: **14-767E**

Effective Date: February 05, 2022

Expiration Date: February 05, 2024

Issued Pursuant to Case Number(s):

13-2343-EL-AGG

The above referenced entity is hereby certified to provide competitive retail electric **Aggregator;Power Broker** services within the State of Ohio.

The certification of competitive retail electric service providers is governed by Chapters 4901:1-24 and 4901:1-21 of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code. This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

The certified entity is subject to all rules and regulations of the Public Utilities Commission of Ohio now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: **05 day of February, 2022.**



By Order of
The Public Utilities Commission of Ohio

Tanowa M. Troupe

Tanowa M. Troupe, Secretary
Debbie Ryan, Acting Secretary
Donielle M. Hunter, Acting Secretary
Susan Patterson, Acting Secretary