



Electrical Aggregation Broker Request for Qualifications

The City of Bexley is seeking proposals to assist the City in pursuing a renewable energy based electrical aggregation program.

Interested parties should provide the following:

- Agency profile including qualifications and team leads
- List and details of municipal electrical aggregation programs brokered by the agency
- Proposed compensation/fee structure

DUE BY:

Wednesday, March 1, 2023

DEPARTMENT REQUESTING:

Mayor's Office

SUBMIT RESPONSES TO:

applications@bexley.org



NOPEC is pleased to submit the following response to The City of Bexley Request for Qualifications for a Broker to administer its Renewable Electric Aggregation Program. While NOPEC does not operate in the traditional broker/consultant model, it can provide the City of Bexley with a seamless, professionally facilitated electric aggregation program with 100% true renewable resources. In addition, NOPEC brings additional benefits to its member communities as they seek to establish ESG goals. We look forward to exploring with you how membership in NOPEC would be a good fit for Bexley.

RFQ Response Contact Details

Contact Person	Brenda Fargo, Membership Director
Phone Number	330-415-2268
Email	bfargo@nopec.org
Mobile Number	330-415-2268
Company Legal Name	Northeast Ohio Public Energy Council (NOPEC)
Principal/Physical Address	31360 Solon Road, Suite 33 Solon, Ohio 44139
Business Phone/Fax	440-248-1992/440-248-1986
Business Website	www.nopec.org
Business Email	response@nopec.org
Type of Entity	Council of Governments (Code ORC #167.01)
Federal ID Number	34-1944043

Agency profile including qualifications and team leads

NOPEC Overview

NOPEC is a non-profit council of governments formed in 2000. We are the largest public natural gas and electric energy aggregation in the U.S. NOPEC has been the supplier to approximately 1,035,000 retail accounts in 242 communities across 19 counties in Ohio. In order to maximize value to our members, NOPEC focuses on the following core areas: Aggregate, Educate and Advocate. NOPEC members enjoy the advantage of bulk buying power, professional expertise, and consumer advocacy on their behalf. NOPEC is an influential voice representing utility consumers in Ohio with a large stake in making sure the regulatory and legislative impact on our customers and their wallets is minimized whenever possible. NOPEC has saved Ohio residents and businesses hundreds of millions of dollars on their energy costs since our inception in 2000. NOPEC is continuing to experience organic growth beyond the northeast Ohio area. Of our total 242 community members, NOPEC now has a statewide presence including:

- City of Alliance in Stark County
- City of Athens in Athens County
- City of Lancaster in Fairfield County
- City of Lexington in Richland County
- City of Springfield in Clark County

Qualifications Summary

As a non-profit council of governments, NOPEC offers a safe alternative to profit-driven retail suppliers. As a member, Bexley will enjoy many exclusive NOPEC opportunities and programming including:

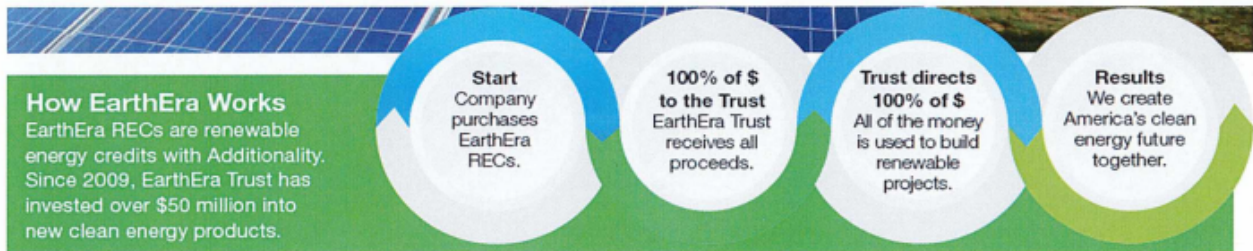
- Competitively priced energy from a financially strong supplier, NextEra Energy, Inc.
 - ✓ No. 1 in the electric and gas utilities industry in Fortune's 2021 list of "World's Most Admired Companies" 14 of the last 15 years
 - ✓ Top 25 of the Fortune 2018 list of global companies that "Change the World Together" with its parent company NextEra Energy, Inc.,
 - ✓ 80 years of excellence, exceptional credit ratings and financial stability. Highly rated parent guarantor (rated A-, A- and Baal by Fitch, S&P and Moody's, respectively)
 - ✓ World's More Ethical Companies list for the past nine years by Ethisphere Institute
- Complete Aggregation Management
 - ✓ Customer service, mailings, public outreach all combined with best-in-class customer service care.
 - ✓ City specific, personalized Opt-Out letter with City signature line and logo.
 - ✓ New customer enrollment letters mailed six times per year improving customer service and optimizing enrollments.
 - ✓ 24/7/365 Domestic Customer Care Center

➤ Commitment to Sustainability

- ✓ NextEra Energy Services Ohio, LLC (NESO) is one of world's largest clean energy companies from wind and sun,
- ✓ NOPEC & NESO are committed to conduct business under an Environmental, Social and Government (ESG) framework.
- ✓ NOPEC supports communities in their Sustainability goals by offering green renewable choices and granting energy efficiency improvement to reduce carbon emissions. Green Community Choice is an optional program in which NOPEC member communities can choose to participate. Through this program, communities elect a default electricity product for their community's residents and small businesses that provides electricity backed by 100% Renewable Energy Credits (RECs). All eligible residents and small businesses will automatically be enrolled into the 100% Renewable Standard Program Price option. However, all residents and small businesses can choose to participate instead in any of NOPEC's other electric program options including our Standard Program Price, Monthly Variable Rate, and 12- and 24-month Fixed Term option. That means that customers who want a different product, or don't want to pay extra for 100% renewable content can choose a pricing option that works for them and remain within the protection of the aggregation.
- ✓ REC market prices have increased exponentially over the past few years because of increased demand. The Green Community Choice Program will include an "add-on" on top of the NOPEC standard aggregation program product to cover the increasing costs of the 100% REC content. However, the bulk buying strength of the NOPEC aggregation, combined with our relationship with NextEra, will allow us to lock in favorable market prices for 3 years to help mitigate the anticipated REC price increases.
- ✓ NOPEC Commitment to the Development of Renewable Sources NOPEC continues to support renewable development by its commitment of exceeding state standards and via its five-year partnership with NextEra, the world's largest producer of wind and solar energy.
- ✓ NOPEC's commitment to the development of renewable sources includes additional renewable content in all program pricing options as well as contributions to the EarthEra® Program. Renewable Energy Content (REC) NOPEC's Standard, Monthly Variable and Fixed Term products currently include EarthEra Renewable Energy Credits (RECs) equal to twice the quantity of RECs required by the Ohio Renewable Portfolio Standard (RPS). Because of NOPEC's commitment to renewable development above the Ohio RPS, more than 7.49 million RECs were retired on NOPEC's behalf from 2017-2019. NextEra Energy EarthEra® Program EarthEra® RECs are national voluntary RECs created by wind or solar energy projects located in North America. The EarthEra® program ("EarthEra") was established by NextEra's affiliate, NextEra Energy Resources, to support the development and construction of new wind and solar energy projects in North America. 100% of program revenue is directed to the EarthEra Renewable Energy Trust and used to build new renewable energy facilities in the U.S. The Trust is overseen by an independent trustee and panel of outside advisors and acts as a lockbox for revenue from all EarthEra products. The structure of the Trust provides transparency

and an effective method for directing funds to new clean projects—thus providing for “additionality.”

- ✓ Since 2017, when NextEra became NOPEC’s electric supplier, NextEra has contributed more than \$55 million from NOPEC’s aggregation program into the EarthEra Trust which is used entirely to build new renewable projects in North America (8.35 million RECs). Deposits made on behalf of NOPEC’s aggregation programs will be directed to the development of Ohio specific projects when available.



➤ **Green-E Certification**

- ✓ The EarthEra RECs that NOPEC will use are US- based wind and solar RECs. They are not resold and would be retired on the City’s behalf, with an annual certificate delivered to Bexley to help document your sustainability goal attainment. Translated, that means NOPEC’s RECs are eligible for Green-E certification and NOPEC certainly can deliver certified Green-E RECs to Bexley should the City desire.
- ✓ EarthEra® Certificate & Attestation NextEra – NOPEC will provide an attestation to the City that all EarthEra RECs included in the City’s Electric Municipal supply contract (or otherwise) are being retired on the City’s behalf.



➤ **Ohio Solar Projects**

- ✓ NOPEC is 100% committed to working with the City to achieve its long- term sustainability goals.

- ✓ NOPEC's ESG plans include developing several Ohio solar projects which we believe will be best in class, the first of which will be our Circleville, Ohio Solar Project. This additionality will allow our member communities to receive green Ohio power /attributes in real time. As of our Circleville Solar Project on-line date, Bexley would be in a unique position to receive not only REC (Renewable Energy Credits)- backed power, but Ohio produced physical power as well.
- Solar Initiatives - NOPEC is interested in working with Bexley on any community visioned initiatives that further the City's renewable additionality.
 - ✓ Many of our communities are exploring Community-Based Solar projects and Rooftop Solar for their municipal buildings.
 - ✓ NOPEC can and will bring world class team members forward should Bexley desire assistance in this area
- More Rate Options than any other aggregation supplier
 - ✓ "Standard Program Price"
 - ✓ Monthly Variable Price (6% off residential PTC or 4% off small commercial PTC)
 - ✓ 12- and 24-month Fixed Term
 - ✓ 100% Renewable Content Option
- NOPEC Energized Community Grants
 - ✓ Generous enrollment based NOPEC Energized Community Grants
- NOPEC Event Sponsorship Awards
 - ✓ Generous enrollment based NOPEC event sponsorship awards.
- Preferred Pricing Program provides 'at cost' rates for municipal accounts.
 - ✓ Electric Pricing: 12, 24, & 36-month Fixed Term Pricing for small commercial, high load factor commercial and street lighting load profiles
- Bexley Media Campaign to ensure a successful start with maximum enrollment.
 - ✓ Extensive dedicated School, Senior, and Community Outreach and Education s Website, FAQ, social media, and news releases to assist in city's informational campaign.

Leadership Team Experience

With over 200 years of combined management experience, NOPEC's Leadership Team provides an excellent standard of care for our community members. This experienced team has hands on the wheel and will execute on managing the aggregation.

Chuck Keiper, Executive Director Chuck has led this organization since 2012 and seen its growth from two communities to 242 communities.

Glenn Krassen, Inhouse General Counsel Glenn has served as General Counsel since NOPEC's inception and continues to serve as in-house legal counsel.

Tom Huth, Chief Financial Officer Tom has worked in the public sector for over twenty-five years and joined NOPEC's staff as Chief Financial Officer in 2020. Our finance department will assist in the administration of all granting programs provided by NOPEC.

Brenda Fargo, Membership Development Director, has been involved with aggregation in Ohio since 2000 when she assisted the first community, Parma through the ballot process.

Jeff Heinrich, Relationship Manager Jeff has worked in the public sector for over 10 years and will serve as Bexley's account representative.

List and details of municipal electrical aggregation programs brokered by the agency

Below is the list of NOPEC community members:

NOPEC Member Communities - Electric and Natural Gas

Ashtabula County

Ashtabula
Ashtabula Township
Conneaut
Geneva
Geneva-on-the-Lake
Geneva Township
Harpersfield Township
Jefferson Township
Jefferson Village
Kingsville Township
North Kingsville Village
Plymouth Township
Saybrook Township

Columbiana County

Fairfield Township
Hanover Township
Hanoverton Village
Perry Township

Cuyahoga County

Beachwood
Bedford
Bedford Heights
Bentleyville
Berea
Bratenahl
Brecksville
Broadview Heights
Brook Park
Brooklyn
Brooklyn Heights Village
Chagrin Falls
Cleveland
Cleveland Heights
Cuyahoga Heights
East Cleveland
Fairview Park
Garfield Heights
Gates Mills
Glenwillow
Highland Heights
Highland Hills Village
Hunting Valley
Independence
Lakewood

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Lindale Village
Lyndhurst
Maple Heights

Mayfield Heights
Mayfield Village
Middleburg Heights
Moreland Hills
Newburgh Heights
North Olmsted
North Randall
North Royalton
Oakwood Village
Olmsted Falls
Olmsted Township
Orange Village
Parma Heights
Pepper Pike
Rocky River
Seven Hills
Solon
South Euclid
Strongsville
University Heights
Valley View
Walton Hills Village
Warrensville Heights
Woodmere Village

Geauga County

Auburn Township
Bainbridge Township
Burton Township
Burton Village
Chardon
Chester Township
Claridon Township
Hambden Township
Huntsburg Township
Middlefield Village
Montville Township
Munson Township
Newbury Township
Russell Township
South Russell Village

Huron County

Norwalk

Lake County

Concord Township
Eastlake
Fairport Harbor
Grand River
Kirtland

Kirtland Hills Village
Lakeline Village
Leroy Township
Madison Township
Madison Village
Mentor
Mentor-on-the-Lake
Painesville Township
Perry Township
Perry Village
Timberlake
Waite Hill
Wickliffe
Willoughby
Willoughby Hills
Willowick

Lorain County

Amherst Township
Avon
Avon Lake
Carlisle Township
Columbia Township
Eaton Township
Elyria
Elyria Township
Grafton Township
Lorain
New Russia Township
North Ridgeville
Sheffield Lake
Sheffield Township
Sheffield Village
South Amherst
Vermilion

Mahoning County

Beaver Township
Berlin Township
Ellsworth Township
Goshen Township
Green Township
Jackson Township
Milton Township
Sebring Village
Smith Township
Springfield Township

Medina County

Brunswick
Chippewa Lake
Gloria Glens Village

Portage County

Atwater Township
Brimfield Township
Charlestown Township
Deerfield Township
Edinburg Township
Franklin Township
Freedom Township
Garrettsville
Hiram Township
Hiram Village
Kent
Mantua Township
Nelson Township
Palmyra Township
Paris Township
Randolph Township
Ravenna Township
Rootstown Township
Shalersville Township
Suffield Township
Sugar Bush Knolls
Windham Township

Richland County

Lexington Village

Seneca County

Tiffin
Fostoria

Stark County

Alliance

Summit County

Clinton Village
Lakemore Village
Macedonia
Northfield Village
Reminderville
Richfield Village
Sagamore Hills Township

Trumbull County

Liberty Township
Warren

NOPEC Member Communities - Natural Gas

Columbiana County

Butler Township
Knox Township
Leetonia Village
Middleton Township
Unity Township
West Township

Cuyahoga County

Bay Village
Parma
Richmond Heights

Geauga County

Troy Township

Lake County

North Perry Village

Lorain County

Penfield Township

Summit County

Bath Township
Boston Heights

Boston Township

Copley Township
Coventry Township
Cuyahoga Falls
Green
New Franklin City
Northfield Center Twp.
Norton
Richfield Township
Springfield Township
Twinsburg Township

Trumbull County

Newton Falls

Southeast Ohio

Southeast Ohio Public
Energy Council (SOPEC)

NOPEC Member Communities - Electric

Ashtabula County

Andover Township
Austinburg Township
Cherry Valley Township
Colebrook Township
Denmark Township
Dorset Township
Hartsgrove Township
Lenox Township
Monroe Township
Morgan Township
New Lyme Township

Orwell Township

Orwell Village
Pierpont Township
Richmond Township
Roaming Shores Village
Rock Creek
Rome Township
Sheffield Township
Trumbull Township
Wayne Township
Williamsfield Township
Windsor Township

Clark County

Springfield

Cuyahoga County

Shaker Heights

Fairfield County

Lancaster

Geauga County

Chardon Township
Middlefield Township
Parkman Township
Thompson Township

Lorain County

LaGrange Township

Mahoning County

Coitsville Township

Summit County

Peninsula Village
Twinsburg

Trumbull County

McDonald Village

Proposed compensation/fee structure

Administrative Expense Reimbursement

NOPEC will reimburse reasonable expenses incurred by Bexley related to the aggregation program. In addition, NOPEC assumes all administrative and operational costs related to the management of NOPEC aggregation programs including PUCO filings, legal expenses, mailing expenses, education, outreach, and all the other aggregation related costs.

NOPEC Membership

There is no cost or dues associated with NOPEC membership. The city therefore should not expect or budget for future aggregation-related expenses.


Program Charges

NOPEC is offering a complete turnkey aggregation service. There are no additional charges, membership dues, or costs to NOPEC electric aggregation membership. The cost of all program services and administrative costs are included in the standard electric pricing. No NOPEC governmental member has ever paid a single penny for the services provided by NOPEC.



Your sustainability goals, simplified.

The Northeast Ohio Public Energy Council (NOPEC), the nation's largest governmental energy aggregator, has been a leading innovator in coalitions solving problems in the energy economy for over 20 years. As a non-profit council of governments, we currently serve 242 member communities in 19 Ohio counties. We also provide member communities a variety of benefit programs to enhance the life of their residents and the vitality of their businesses by providing resources for small commercial entities and municipalities to reduce their overall carbon footprint and lower their energy costs.



Since 2017, our energy supplier, NextEra, has contributed over **\$71 million** from NOPEC's aggregation to the development of renewable energy projects.

Community Programming & Energy-Efficiency Initiatives



100% Renewable Products

NOPEC offers renewable options to support the generation of future renewable energy solutions nationwide.



Energized Community Grant

Funding for NOPEC communities to help them increase energy efficiency and upgrade energy infrastructure.



Energy Advocacy

We actively advocate for consumer-friendly legislation and utility regulatory policies at the PUCO and Ohio Statehouse.



Preferred Pricing Program

Provides NOPEC communities the ability to buy 100% renewable electricity, via renewable energy credits, for their municipal loads at cost.



Energy Savings Center

We help residents reduce their energy consumption with our monthly Energy Connection newsletter, maintenance reminders, and cost-saving energy tips.



Energy Savers Roadmap

A step-by-step guide for government officials to jumpstart new energy efficiency and sustainability policies in their communities.



Green Ribbon Award

Recognizes the outstanding achievements of NOPEC member communities that have completed projects to reduce their municipality's energy footprint.



Energy-Efficiency Financing

Provides fixed-rate financing options for commercial property owners for energy-efficiency projects.



Ohio Energy Project

We sponsor programming developed by the Ohio Energy Project to inspire leadership and energy innovation amongst students and teachers in NOPEC communities.

To learn more, call 440-248-1992, email us at team@nopec.org or visit us online at nopec.org.