

DB ENERGY PARTNERS

PROPOSAL FOR SERVICES

For Electricity/Natural Gas Supply/LED Lighting

OVERVIEW

DB energy partners is pleased to submit this proposal for services to support ABC Customer in achieving its goals for continuous energy improvement. We have partnered with over 30,000 commercial clients, ranging in size from small businesses to Fortune 500 clientele. Our book of business is approximately 10 billion kWh of annual electricity usage and 5,000,000 MCF of natural gas usage and currently manages over \$1 billion in client energy spend.

The Objective

- Reduce the current ~\$23,070 electric and \$15,226 natural gas annual spend on these essential services
- Contract with true partner firm and supplier that provides expertise and in-depth industry knowledge and recommendations—while maintaining existing supplier relationship with AEP Energy
- Provide additional resources, energy audits and LED lighting/installation for future projects such as replacement of pool lighting
 - Territory Manager, X, is tentatively scheduled to provide an onsite audit at the Township Pool this week, pending verification of available times from the Maintenance Supervisor

The Opportunity

- Reduce annual costs ~8.9% to 14.7% or \$2,061 to \$3,384 per year on electricity
- Reduce annual costs ~9.3% to 13.4% or \$1,416 to \$2,040 per year on natural gas
- **TOTAL ANNUAL SAVINGS: \$3,432 to \$5,424**

Electricity Pricing

ABC Customer options include the following choices in rate guarantee periods and fixed rates through **Direct Energy** and **AEP Energy**

- 24 month rate guarantee with fixed all in pricing (no pass through costs): \$0.0512 - \$0.05297 kWh*
- 36 month rate guarantee with fixed all in pricing (no pass through costs): \$0.05255 - \$0.05464 kWh*
- 48 month rate guarantee with fixed all in pricing (no pass through costs): \$0.05295 kWh*

CURRENT PLAN June 2019 Renewal

ELECTRIC	Ann Usage	Rate	Ann Costs
Pool	120,720	\$0.06	\$7,243.20
Gen	57,169	\$0.06	\$3,430.14
Fire	6,793	\$0.06	\$407.58
			\$10,826.4
Fire	180,440	\$0.06	0
Roads	19,373	\$0.06	\$1,162.38
			\$23,069.7
	384,495		0

AEP PROPOSED PLANS-24 mo Rates (-11.7%)

ELECTRIC	Ann Usage	Rate	Ann Costs
Pool	120,720	\$0.05297	\$6,394.54
Gen	57,169	\$0.05297	\$3,028.24
Fire	6,793	\$0.05297	\$359.83
Fire	180,440	\$0.05297	\$9,557.91
Roads	19,373	\$0.05297	\$1,026.19
	384,495	(\$2,703.00)	\$20,366.70

Direct Energy PROPOSED PLANS-24 mo Rates (-14.7%)

ELECTRIC	Ann Usage	Rate	Ann Costs
Pool	120,720	\$0.05120	\$6,180.86
Gen	57,169	\$0.05120	\$2,927.05
Fire	6,793	\$0.05120	\$347.80
Fire	180,440	\$0.05120	\$9,238.53
Roads	19,373	\$0.05120	\$991.90
	384,495	(\$3,383.56)	\$19,686.14

AEP PROPOSED PLANS-36 mo Rates (-8.9%)			
ELECTRIC	Ann Usage	Rate	Ann Costs
Pool	120,720	\$0.05464	\$6,596.14
Gen	57,169	\$0.05464	\$3,123.71
Fire	6,793	\$0.05464	\$371.17
Fire	180,440	\$0.05464	\$9,859.24
Roads	19,373	\$0.05464	\$1,058.54
	384,495	(\$2,060.89)	\$21,008.81

Direct Energy PROPOSED PLANS-36 mo Rates (-12.4%)			
ELECTRIC	Ann Usage	Rate	Ann Costs
Pool	120,720	\$0.05255	\$6,343.84
Gen	57,169	\$0.05255	\$3,004.23
Fire	6,793	\$0.05255	\$356.97
Fire	180,440	\$0.05255	\$9,482.12
Roads	19,373	\$0.05255	\$1,018.05
	384,495	(\$2,864.49)	\$20,205.21

Direct Energy PROPOSED PLANS-48 mo Rates (-11.75%)			
ELECTRIC	Ann Usage	Rate	Ann Costs
Pool	120,720	\$0.05295	\$6,392.12
Gen	57,169	\$0.05295	\$3,027.10
Fire	6,793	\$0.05295	\$359.69
Fire	180,440	\$0.05295	\$9,554.30
Roads	19,373	\$0.05295	\$1,025.80
	384,495	(\$2,710.69)	\$20,359.01

**All plans assume a July 2019 effective date.*

Natural Gas Pricing

ABC Customer options include the following choices in rate guarantee periods and fixed rates through **Constellation Energy** or **Santanna Energy**

- 24 month rate guarantee with fixed all in pricing: \$0.4095 - \$0.4226 ccf*
- 32 month rate guarantee with fixed all in pricing: \$0.4135 - \$0.4175 ccf*1
- 36 month rate guarantee with fixed all in pricing: \$0.4035 - *PENDING* ccf*
- 44 month rate guarantee with fixed all in pricing: \$0.4065 - *PENDING* ccf*2

**All plans assume a November 2018 effective date*

1 32 month contract term to end concurrently with 24 month electric contract term

2 44 month contract term to end concurrently with 36 month electric contract term



StartDate	Term	Product	Swing	Price	Term Usage	Price
11/01/2018	24	Fixed Price	100% (Full Swing)	CCF	65450	\$0.4095
11/01/2018	32	Fixed Price	100% (Full Swing)	CCF	81290	\$0.4135
11/01/2018	36	Fixed Price	100% (Full Swing)	CCF	98175	\$0.4035
11/01/2018	44	Fixed Price	100% (Full Swing)	CCF	114015	\$0.4065



StartDate	Term	Product	Swing	Price	Term Usage	Price
11/01/2018	24	Fixed Price	100% (Full Swing)	CCF	65450	\$0.4226
11/01/2018	32	Fixed Price	100% (Full Swing)	CCF	81290	\$0.4175
11/01/2018	36	Fixed Price	100% (Full Swing)	CCF	98175	Pending
11/01/2018	44	Fixed Price	100% (Full Swing)	CCF	114015	Pending

IGS Current \$0.466 ccf rate	Contract Term			
Natural Gas Supplier	24	32	36	44
Constellation	\$0.4105	\$0.4135	\$0.4035	\$0.4075
% Savings	11.9%	11.3%	13.4%	12.6%
Savings \$\$	\$1,811.96	\$1,720.60	\$2,040.36	\$1,918.55
Santanna	\$0.4226	\$0.4175	x	x
% Savings	9.3%	10.4%	X	X
Savings \$\$	\$1,416.10	\$1,583.56		
Snyder (Variable Rate)	\$0.4135	\$0.4075	\$0.4055	\$0.4015
% Savings	11.3%	12.6%	13.0%	13.8%
Savings \$\$	\$1,720.60	\$1,918.55	\$1,979.45	\$2,101.26

OUR PROPOSAL

--	--

ABC Customer has made substantial progress in reducing costs related to usage of electricity via competitive bids and beginning the transition to LED lighting. DB energy partners is uniquely qualified to assist in continuing the annual reduction in energy spend for ABC Customer through its sister company Verde Solutions which provides LED, solar and co-generation options. As a reference, Verde Solutions/Navigate Power is the endorsed partner of the Stark County Council of Governments (COG), and provides COG members energy procurement, discounted LED supply costs, free energy audits, solar generation capabilities, rebate and incentive management, and low cost financing.

Direct Energy is providing the lower electric rates (saving \$2,700-\$3,300/year), but through DB energy partners we are able to lower the current rates with AEP and save ABC Customer @9-12%. Maintaining existing business relationships also has value above rate savings.

The largest savings in natural gas, and my recommended supplier, are through Constellation Energy, a top tier energy supplier in all deregulated markets. Highest percentage savings are at the 36 month contract term (13.4%) saving \$2,040/year. Pricing options tied to a common renewal for electric and gas using 32 and 44 months (to line up with 24 and 36 month electric contracts) also save close to \$2,000/year. See chart below for savings percentages and dollar figures based on contract length.

Santanna Energy has not provided 36 or 44 month rates as of now. I can finalize the rates for you after the meeting on July 18th so you can include them in your meeting notes and I can have contracts prepared for signature.

CONCLUSION

We look forward to working with ABC Customer and supporting your efforts to improve your complete energy program. Thank you for the opportunity to provide our quotes. Please feel free to contact me with any questions you may have. Senior leadership for Navigate Power is very much interested in working with ABC Customer and has expressed their willingness to join a conference call or to meet with you to answer any questions.

If you have questions on this proposal, feel free to contact me at your convenience by email at dbenergypartners@gmail.com or by text/phone at (614) 855-7440.

Thank you for your consideration,

Doug Burnip

Managing Partner / (614) 855-7440 / dbenergypartners@gmail.com

