Mayor and Common Council
Borough of Flemington

October 27, 2014

Council Meeting Room

I. Work Session Agenda (7:00 PM)

1. DISCUSSION: PHASE II TUCCAMIRGAN PARK IMPROVEMENTS (SAL RANDAZZESE)

II. Regular Meeting Agenda 7:30 PM)

Flag Salute

Roll Call:

Erica Edwards	Mayor
Dorothy Fine	Councilwoman
John Gorman	Councilman
Phil Greiner	Councilman
Joey Novick	Councilman
Brian Swingle	Council President
Phil Velella	Council Vice President

1. RESOLUTION 2014-189: AUTHORIZING THE HIRING OF GABEL ASSOCIATES AS THE BOROUGH'S ENERGY AGGREGATION CONSULTANT
2. ORDINANCE 2014-22: FIRST READING: AN ORDINANCE AUTHORIZING THE ESTABLISHMENT OF A GOVERNMENT ENERGY AGGREGATION PROGRAM
3. Public Comments -- Session I (up to approximately 3 minutes each, for a maximum of approximately 30 minutes)
4. Mayor's Report (up to approximately 3 minutes)
5. Council Members' Reports (up to approximately 3 minutes each)

   Councilwoman Fine

   Councilman Gorman

   Councilman Greiner

   Councilman Novick

   Council President Swingle

   Council Vice President Velella
6. RESOLUTION 2014-180: APPROVING THE APPOINTMENT OF LORI HUGHES TO THE ENVIRONMENTAL COMMISSION
7. RESOLUTION 2014-181: AUTHORIZING THE CLOSING OF STREETS FOR HALLOWEEN FESTIVITIES

8. RESOLUTION 2014-190: ACCEPTING THE OFFER OF $75,000 FOR THE BOROUGH OWNED VACANT LOT ON ALLEN STREET AND AUTHORIZING THE MAYOR AND CLERK TO SIGN CLOSING DOCUMENTS
9. RESOLUTION 2014-191: DECLARING TWO POLICE VEHICLES AS SURPLUS AND AUTHORIZING THEM TO BE SOLD BY SEALED BID
10. RESOLUTION 2014-192: AWARDING A CONSTRUCTION CONTRACT FOR THE ADA ACCESSIBILITY IMPROVEMENTS TO EAST MAIN STREET AND NEW JERSEY AVENUE PROJECT
11. Public Comments -- Session II (up to approximately 3 minutes each, for a maximum of approximately 30 minutes)
12. Attorney's Report
13. Payment of the Bills

    Motion To: **Pay The Bills**

Executive Session For Any Other Applicable Matter Identified During the Regular Meeting (Action May Be Taken)

Adjournment

Motion To: **Adjourn**

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Appointment
Prepared By: Rebecca Newman

SCHEDULED

Initiator: Rebecca Newman
Sponsors:

AGENDA ITEM (ID # 1697)

DOC ID: 1697

Discussion: Phase II Tuccamirgan Park Improvements (Sal Randazzese)

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Board Policy
Prepared By: Rebecca Newman
Initiator: Rebecca Newman
Sponsors:
DOC ID: 1699

SCHEDULED

RESOLUTION 2014-189

Authorizing the Hiring of Gabel Associates as the Borough's Energy Aggregation Consultant

BOROUGH OF FLEMINGTON
COUNTY OF HUNTERDON

WHEREAS, the Borough of Flemington desires to obtain energy aggregation consulting services; and

WHEREAS, Gabel Associates can perform these services; and

WHEREAS, Gabel Associates would be paid by the energy supplier in the context of any contract.

NOW THEREFORE BE IT RESOLVED, by the Mayor and Common Council of the Borough of Flemington, County of Hunterdon, State of New Jersey that the Borough awards a contract to Gabel and Associates to become the Borough of Flemington's Energy Aggregation Consultant.

Adopted: October 27, 2014

ATTEST:

_____ _____

Rebecca Newman, RMC
Borough Clerk

Erica Edwards, Mayor

GOVERNMENT ENERGY AGGREGATION IN FLEMINGTON BOROUGH

gabel associates

Olivia Corkedale – Sr. Associate
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October 14, 2014

www.gabelassociates.com

Attachment: AGGREGATION PRESENTATION-10162014090843 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Gabel Associates' GEA Experience

- Gabel Associates was the first firm in the State to have successfully implemented a GEA Program in New Jersey, and the firm has successfully completed the most GEA programs in the State -- eight (8) programs -- including a multi-municipality cooperative purchasing group, with many more in development
- Currently, Gabel Associates serves as the GEA energy agent for fifteen (15) municipalities serving over 450,000 residents in New Jersey
- As the result of our one-of-a-kind experience, we are ready to hit the ground running to implement this program for the Borough

Gabel Associates' GEA Experience (cont'd)

- **Plumsted Twp.** (Ocean) – 1st program in State. Bids accepted September 2012. 12-month contract commenced January 2013 – awarded to ConEdison Solutions. Contract re-bid in September 2013 and awarded for a 22 month contract commencing in January 2014. – awarded to Verde Energy.

- **Toms River Twp.** (Ocean). Bids accepted June 2013. 21-month contract commenced September 2013 – awarded to Dominion Energy.

- **Montgomery Twp.** (Somerset). Bids accepted September 2013. 24-month contract commenced December 2013 – awarded to ConEdison Solutions.

- **Monroe Twp.** (Middlesex). Bids accepted November 2013. 22-month contract commencing February 2013 – awarded to ConEdison Solutions.

Gabel Associates' GEA Experience (cont'd)

- **West Orange** (Essex). Bids accepted December 2013. 21-month contract commencing March 2013 – awarded to ConEdison Solutions.
- **Lambertville & West Amwell** (Hunterdon). December 2013. 15-month contract commencing March 2014 – awarded to First Energy Solutions. This program included an optional 100% renewable energy option for residents.
- **Colts Neck** (Monmouth). Bids accepted September 2014. 21-month contract commencing March 2015 – awarded to ConEdison Solutions.
- Savings have ranged from about 9% to about 18% (about $75-$150/year)
- 5 additional GEA programs under development including Stafford, Manchester, and Lacey (joint program); Little Ferry; Hamilton Twp.; Raritan Twp.; and Eatontown

Energy Procurement Experience

- Extensive experience in performing electric and natural gas procurement activities under NJ public bidding laws
- Successful experience in administering large-scale energy aggregation projects, including the largest in the State in terms of both usage and numbers of accounts (ACES schools districts; NJSEM; State of New Jersey)
- Implemented first successful GEA program in New Jersey, and have by far most experience successfully implementing GEA programs in the State
- Customer service and supplier interface
- Developed and initiated the first energy e-purchasing program approved by the Department of Community Affairs
- First Energy Agent and Energy Consultant registered with the State of New Jersey
- DCA-approved e-bidding vendor under Pilot Electronic Technologies Act program

Energy Procurement Clients

- Over 430 school districts in New Jersey (ACES)
- NJ Sustainable Energy Joint Meeting (NJSEM)
- The State of New Jersey
- NJSMUAESA (includes 13 sewerage and municipal utility authorities)
- Passaic Valley Sewerage Commission
- The Port Authority of New York and New Jersey
- Borough of Parsippany
- Cinnaminson SA
- Plumsted MUA
- New Jersey Sports and Exposition Authority
- Hudson/Essex County
- Burlington County
- New Jersey Transit
- Atlantic County Utilities Authority
- Middlesex County Utilities Authority
- Rutgers University
- Raritan Valley Community College
- Rowan University
- Seton Hall University

Fees for Consulting Services

- Energy Agent Fee ($/kwh) proposed to the Borough. Agreed-upon fee is disclosed in RFP, and paid by winning supplier (if any) directly to Gabel Associates, to compensate Gabel Associates for consulting services
- Out-of-pocket expenses disclosed in RFP and paid by winning supplier
- No payments made by the Borough to Gabel Associates
- Gabel Associates at risk for recovery of costs from supplier

Overview of a GEA Program: How does it work?

- The Municipality forms a GEA program under the State's GEA rules by passing an ordinance
- The Municipality goes out to competitive public bid for pricing from TPSs. If the low bid price is below the utility tariff price, an award is made. If not, no award is made and customers remain with JCP&L 'default service' for power supply
- If an award is made, eligible residents (those who do not currently have a third party supply contract) will receive a mailing a couple of weeks after the award which contains the bid price per kilowatt hour, a comparison to the JCP&L tariff price, estimated savings over the course of the contract (1 to 2 years), and information on how to "opt-out" of the program if you do not wish to participate
- "Opt-out" is fast and easy. Residents can either sign and return the postage-paid "opt-out" card in the mail, or can call the toll-free program phone number that will be provided. Residents that mail back the card or call the toll-free number within 30 days will not be enrolled in the program. "Pre" Opt-outs also accepted during town hall meetings
- Even after the initial enrollment, if residents change their mind at ANY time during the contract they may opt-out at without penalty or termination fee

Government Energy Aggregation Facts

- All residents (except those who currently have a third party supplier) are initially, automatically included in the CEA program. Customers on TPS contracts are excluded from the customer list provided by JCP&L, as required by BPU rules
- Residents may opt out at any time without penalty
- A municipality can only enter into a third party supply agreement if the cost of power is below current JCP&L tariff
- JCP&L will continue to provide the delivery of power and reliability. In the case of a power outage, a resident would still reach out to JCP&L to have power restored
- Residents will still receive one bill for electricity; the third party supplier's energy cost will be included on your JCP&L bill in place of the JCP&L power supply line item

Benefits of a GEA Program

- **Reduced Energy Prices**: Competitive process encourages lower rates
- **Consumer Protection**: Borough and consultants manage risk by designing the contract and bid specifications to protect consumers. Contract terms are reviewed by BPU and Rate Counsel. Contract (Master Performance Agreement) is between supplier and municipality. Customers do not enter individual contracts. The price is fixed for the full contract term; no 'bait and switch' on price, no automatic rollovers, no hidden fees. Length of contract is specifically defined. No fine print for customers to worry about
- **Transparency**: Residents will be informed of price, contract term and comparative savings vs. utility tariff
- **Customer Choice**: Customers may opt out at any time with no exit fee
- **No Hassle**: Third party supplier charge shows up on JCP&L bill - no change

Benefits of a GEA Program (cont'd)

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- **Local purchasing**: Currently the utility, through a wholesale auction mandated and overseen by the State, selects the supplier for residential accounts. The GEA allows the municipality to shop on behalf of the residents

- Customer Benefits provided by Utility Maintained

- Supplier required to provide budget billing for supply portion of bill for those customers on EPP plans with utility

- Heating assistance and lifeline credits provided through utility bill; those credits still flow through utility bill since customer still receiving one

Attachment: AGGREGATION PRESENTATION-10162014090843 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Steps and Timing of a GEA Program

- Process entails multiple steps, many mandated by Rule, including:
  - Passage of ordinance
  - Outreach (informational flyer, public meeting, FAQs, etc.)
  - Development of bid and contract documents submittal to BPU and Rate Counsel for review and comment
  - Public Bid implementation pursuant to LPCL and GEA rules
  - Contract Award
  - Obtain customer information from JCP&L
  - 30-day opt-out period
  - Enrollment of accounts

- Implemented appropriately, from start to finish the process will take at least 6 months

Public Outreach

- Provide the Borough with documents to place on its website informing residents about this program. This includes FAQ documents, a PowerPoint describing the program, and the Program Administrator's contact information to respond to any questions, comments or concerns
- A mailing to all residents informing them about the program, directing them to the Borough website for more information, and inviting them to attend one scheduled public information session(s) in the Borough
- Organizing one or more public information sessions. These sessions will help to educate the public and make Gabel Associates' staff available to answer any questions the attendees may have. At the meeting, Gabel Associates will make a 20 minute presentation regarding GEA and will then open up the floor to take and answer all questions from attendees
- Outreach to local business groups to educate them about the program and invite their participation. Preferably through local Chamber of Commerce, Rotary Club, etc.

Public Outreach (cont'd)

- To assist in the public outreach process, Gabel Associates will:
  - If an award is made to a supplier, Gabel Associates will work with the selected supplier and the Borough to draft the written opt-out notices that will be sent to each resident. Draft Opt-Out Letter is shared with the BPU and Division of Rate Counsel for their review and input
  - Designate a Program Administrator, who will be responsible for answering any questions received from residents or businesses. A toll-free phone number and email address to contact the Program Administrator will be made available to the public

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Renewable Energy Component

- Gabel Associates has developed and implemented the first 'green component' electric power supply procurements for local government accounts in the State (Hudson, Essex-Hudson, NJSEM)
- Gabel Associates implemented the first and to-date only GEA program in the State with a renewable energy option component
- Options can include a mandated % renewable energy above the state-mandated RPS for the entire portfolio, or can include a voluntary renewable energy product
- Appropriate for Borough officials to make that decision on whether to include a renewable energy component and, if so, what type of product, based upon goals and objectives. Gabel will advise on pros and cons of each approach

Bid Evaluation and Contract Award

- Competitive bid process
  - Follow LPCL process
  - Bids accepted for Multiple Potential Contract Terms (generally between 12-24 months)
  - Supplier Qualification Stage prior to Bid Prices
- Per BPU rules, municipality cannot make an award unless the low bid is below the JCP&L tariff price (exception permitted in rules for renewable energy product)
- Fixed tariff prices established on an annual basis. Gabel Associates develops a forecast of changes in tariffs beyond 12 months based upon knowledge of utility supply portfolio and market information. In consultation with the Borough, Gabel Associates develops a threshold savings below tariff to account for and uncertainties in future tariff prices
- Low bid (for term selected) must beat threshold price

Thank You

Questions?

Proposal to Provide Government Energy Aggregation Services to the Borough of Flemington

October 7, 2014

gabel associates

Submitted by:
Gabel Associates, Inc.
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Primary Contact: Robert Chilton, Executive Vice President
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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Executive Summary

Gabel Associates is pleased to submit this proposal to the Borough of Flemington (Flemington or the "Borough") related to the implementation of a Government (or Municipal) Energy Aggregation (GEA) program. This proposal combines "first-in-class" experience and expertise with a highly competitive fee proposal which will provide enhanced value to Flemington.

Gabel Associates was the first firm in the State to have successfully implemented a GEA Program in New Jersey, and the firm has successfully completed the most GEA programs in the State -- eight (8) programs -- including a multi-municipality cooperative purchasing group, with many more in development. As the result of our one-of-a-kind experience, we are ready to hit the ground running to implement this program for the Borough.

Currently, Gabel Associates serves as the GEA energy agent for fifteen (15) municipalities serving over 450,000 residents in New Jersey.

GEA is a program by which a municipality can reduce its residents' energy bills by aggregating the residents into one bid and designating a third party supplier to provide energy at a cost below utility provided generation service. The utility continues to deliver and bill for the service and the customer's utility bill is reduced. Residents who are already enrolled with a third party supplier are automatically excluded from the bid, and residents who do not wish to participate may opt-out at any time with no penalties or exit fees assessed. In short, procuring energy through a GEA provides residential customers with protections otherwise not afforded to them if they procured on their own. Additionally, under a GEA program the municipality has the option, if it so chooses, to include local businesses on an opt-in basis. Most of the GEA programs that Gabel Associates has developed have included a business customer element, and we can share our experience in that market segment, if Flemington desires.

Gabel Associates proposes to provide, at no cost to the Borough, the full range of services needed to effectively implement a GEA program, including but not limited to: public outreach and education to program participants; energy market advice; legislative and regulatory monitoring as it pertains to GEA rules; interaction with the New Jersey Board of Public Utilities (BPU), the New Jersey Division of Rate Counsel (Rate Counsel), third party suppliers and the applicable utility; collection of account data and opt-in forms; development of contract and bid specifications; administration and analysis of the bid process; recommendation of an award of contract(s); and assisting with implementation of the opt-out process and assuring a smooth transition from the utility to the awarded third party supplier.

In addition, the firm has over 20 years of experience of assisting and advising governmental entities with respect to energy related programs and can serve as a trusted advisor to the Borough.

This proposal will demonstrate our unsurpassed experience, track record and qualifications related to energy procurement on behalf of local government units in the State of New Jersey, and our leadership role in making GEA programs a reality in the State. **Our success is supported by our deep and unique economic expertise in energy pricing, utility tariffs, PJM operations, and wholesale and retail energy markets.**

Importantly, Gabel Associates can move quickly on this project, due to the fact that we have developed proven, successful template documents relevant to all phases of GEA program implementation, including utility EDC Agreements, promotional flyers, website frequently asked

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

questions (FAQs), request for proposal (RFP) and master performance agreement documents and opt-out notification letters, which have been reviewed and accepted by the BPU and Rate Counsel and which can be quickly adapted to the particulars of the Flemington program.

The firm also provides proven and comprehensive outreach and marketing techniques that fully and effectively disseminate information to targeted communities and will support the program in this capacity. **The effectiveness of our outreach is demonstrated by the fact that the opt-out rates in communities where Gabel Associates has been the consultant have been the lowest in the State.**

Gabel Associates has distinguished itself with expertise and leadership in GEA, under New Jersey's unique GEA rules, in the following ways:

- Development and management of eight (8) GEA programs that resulted in significant savings including Plumsted I and II (the first successful GEA program in the State); Toms River (representing the largest community in the State that has successfully implemented a GEA program); Montgomery; Monroe; Lambertville and West Amwell (joint program); West Orange; and Colts Neck. We have also been retained to implement programs in Stafford, Manchester, and Lacey (joint program); Hamilton; Little Ferry; Raritan; and Eatontown – which are at various stages in the process.

- Development of the first GEA program documents that have been reviewed, as required by New Jersey law, by the BPU and Rate Counsel.

- Completed execution of an EDC agreement with JCP&L, a requirement of a GEA program.

- Development of the first GEA program in the State to include a voluntary enhanced renewable energy component (the South Hunterdon Renewable Energy Cooperative (SHREC) GEA program comprised of Lambertville and West Amwell).

- Ongoing and simultaneous development of multiple GEA programs in municipalities across several utility service territories – all of varying size and encompassing diverse communities.

- Proven expertise in, and a comprehensive program for, outreach to residents and businesses to support a GEA program under New Jersey's GEA law and BPU rules.

- Dedicated toll-free number for Borough residents and businesses to call for program support including a designated Program Administrator (along with a team of trained representatives) that expeditiously responds to all customer inquiries and public education concerns.

- Demonstrated success in implementing and managing large scale energy aggregation programs with thousands of accounts including the Alliance for Competitive Energy Services (ACES) program, which purchases electric and gas for over 430 school districts in the state (close to 6,000 accounts) including the Flemington-Raritan Board of Education and the Hunterdon Central Regional High School District; as well as our work as energy procurement consultant for the State of New Jersey from 2003 to the present.

- Electronic platform for the acceptance of energy bids, approved by the Department of Community Affairs, as well as an approved vendor under the E-Procurement Pilot Program.

- Fully approved Electronic Data Interface (EDI) which allows us to electronically collect customer usage data needed to efficiently prepare bids for electric supply.

- Membership in PJM, the wholesale energy administrator and marketplace which gives us "ground floor" understanding of the region's electricity marketplace.

- Ongoing extensive involvement in BPU and legislative activities which affect the proposed program, including the expertise of Firm principals, Steven Gabel and Robert Chilton, former Director of Electric and Director of Energy at the BPU; Richard Preiss, Vice President, former Director of Rates at JCP&L; and Michael Borgatti, former Regulatory Officer at the BPU.

- Direct involvement in the development of New Jersey's renewable portfolio standard and ongoing activity in renewable certificate purchasing, enabling us to efficiently design program elements that have enhanced renewable content.

Gabel Associates is an Energy Agent and Energy Consultant, duly registered and in good standing with the BPU. In fact, we were the very first Energy Agent registered by the BPU, over 14 years ago, after the Electric Discount and Energy Competition Act was first signed into law. The firm is also an approved Private Aggregator by the BPU. Gabel Associates has requisite agreements in place with the State's electric and natural gas utilities to obtain account usage information on a large-scale basis through an electronic medium.

Gabel Associates has been on the ground floor in working with the BPU to develop, and now implement, the GEA regulations. Moreover, we have been actively meeting with the State's regulators and utilities to discuss and develop implementation plans under the rules. As such, our understanding of the GEA rules specific to New Jersey is unparalleled.

Gabel Associates has the necessary skills and experience in all the tasks that are necessary to implement a GEA program for Flemington, including the demonstrated ability to manage and implement all phases of the Borough's GEA program, an in-depth knowledge and understanding of electricity and natural gas markets particularly in the Mid-Atlantic region, and an in-depth understanding of the implementation of the State's GEA laws and rules, having pioneered and brought to market the first several GEA programs in the State.

Our proposal includes the following sections for review:

1) Qualifications
2) Scope of Work
3) Project Team
4) Fee Proposal

Attachments:

- Attachment 1: BPU Registrations
- Attachment 2: Resumes of the Project Team
- Attachment 3: Business Registration Certificate

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

1) Qualifications

Gabel Associates is an energy, environmental and public utility consulting firm with its principal office located in Highland Park, New Jersey.

In business for over 20 years and classified as a small business, the firm provides its expertise to a wide variety of clients. Our client list includes public agencies at the local, municipal and State levels, individual commercial and industrial end users, aggregated groups of customers, public utility commissions, power plant owners and operators, wholesale suppliers and utilities. We have successfully assisted public and private sector clients in implementing strategic energy plans to reduce costs and enhance environmental quality.

Steven Gabel, the President of Gabel Associates, started the firm in 1993 with the goal of providing a wide range of economic, technical, regulatory and marketplace advice and analysis in the energy and environmental industries.

Gabel Associates is an industry leader in the following areas: energy procurement activities including the implementation of GEA programs, drafting request for bids, savings analysis, risk analysis, data management and analysis, comprehensive feasibility assessment of renewable and traditional energy projects, renewable and energy efficiency project evaluation and development, detailed economic and financial analysis, regulatory and legislative matters, contract negotiation, environmental matters, energy, renewable energy certificate (REC) and carbon market analysis, and the operation and market rules of regional transmission organizations.

A differentiating factor of Gabel Associates is our unique combination of skills including a deep understanding of retail and wholesale energy markets; unparalleled expertise in regulatory issues and utility tariffs; and extensive experience in, and appreciation for, energy procurement in the public sector.

Although GEA programs only became viable in the State in the last couple years, Gabel Associates has been involved in energy procurement since the introduction of retail competition in the energy industry for over a decade – since 2000. In fact, we were directly involved in the development of the Electric Discount and Energy Competition Act (EDECA) in 1999, the New Jersey law that set the statutory framework for electric and natural gas procurement. Robert Chilton was Director of Energy at the BPU at the time of passage and was the lead staff person in the development of EDECA. Steven Gabel was a direct participant and Rich Preiss was Director of Rates at JCP&L at that time.

Mr. Gabel and Mr. Chilton also played instrumental roles in the regulatory proceedings that followed to implement energy industry restructuring in New Jersey and retail choice for electricity and natural gas in the State. These proceedings included implementation of regulations, as well as rate unbundling and stranded cost proceedings. Mr. Gabel testified and provided expert advice on numerous occasions on behalf of end user and power plant owner clients in those proceedings. Mr. Chilton was the Director of New Jersey's Energy Division at the BPU during that period and was responsible for overseeing the litigation and negotiation of all related electricity and natural gas deregulation rate cases, and developing and implementing third party supplier rules, and provider-of-last-resort utility rate structures. Accordingly, the firm possesses thorough knowledge on energy market history and regulatory structure which provides a strong foundation for our GEA services.

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Gabel Associates has the competence to manage large quantities of data and has hands-on experience in conducting large-scale energy aggregations. The firm's technical approach in energy procurement is to effectively manage the economic risk inherent in procurement of electricity and natural gas; leading to cost effective procurement in a timely manner. Gabel Associates has managed thousands of accounts and is able to move adroitly to capture market timing opportunities under a rigorous modeling of markets and pricing.

Moreover, our daily participation in electricity and natural gas markets provides us with unique and current knowledge of market trends and conditions, and of critical contract terms that are so important to implementing a successful bid, while minimizing contract term risks. The firm also brings a wealth of knowledge in regulatory and tariff issues as well as market fundamentals and dynamics. Gabel Associates also possesses extensive expertise and knowledge on regional transmission organizations (RTOs), with a special focus on the PJM Interconnection (PJM). The firm is active in a number of PJM committees and working groups including those addressing energy markets, capacity markets, renewable markets and transmission interconnection issues.

Gabel Associates has specific skills, experience and capabilities that clearly demonstrate our ability to perform GEA consulting activities. This includes the ability to manage an aggregation with high volumes of customers and data. Our experience and skill-set run the full spectrum of expertise necessary to implement an aggregated procurement of this scope, including not only energy market and contracting expertise, but also significant experience in dealing with the challenging logistics of coordinating thousands of participants and managing data collection for hundreds or even thousands of accounts. These logistical challenges require significant attention and experience.

Based upon our extensive experience in public sector bidding and contract review, we design bid packages that are in compliance with the BPU rules and regulations and Local Public Contract Law and also contain important terms that are intended to maximize supplier participation and minimize bid prices. As part of the GEA process, Gabel Associates thoroughly evaluates all potential suppliers and reviews all qualification documents to ensure that suppliers are competent, qualified, and fully staffed to provide third party supply service to program participants. Once bids are submitted, we perform an in-depth analysis that calculates the estimated savings based on the proposed contract price vs. utility tariff costs. The firm is fully equipped to conduct bid analysis quickly and accurately in an effort to establish the level of savings that each participating member can expect.

Gabel Associates has provided consulting services to many townships across the state and has a strong understanding of its unique nature and intricacies. Through its GEA work with the Township of Toms River and West Orange, Gabel Associates has gained extensive knowledge and proficiency working with large and diverse population areas. The firm excels at providing detailed organization to effectively work with populations of substantial size and complexity.

The following includes a description of our services for several public clients for whom we support GEA programs/electric energy procurement:

- **Plumsted Township:** Gabel Associates developed and implemented a GEA program for Plumsted Township – the first successful GEA program completed in the State. The program involves aggregating the electric load of the residents in Plumsted Township on an opt-out basis and the businesses and municipal electric load on an opt-in basis to procure a third party supplier to provide a competitive, cost-saving electric rate for the program participants.

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Gabel Associates services include developing outreach and information materials, the Request for Bids and Form of Contract, in coordination with the BPU and NJ Division of Rate Counsel, development of an EDC Agreement with JCP&L, administration of the opt-in process for businesses, implementation of the bid process, analysis of bids received, and oversight of the opt-out process and transition to the awarded third party supplier.

The Plumsted Community Energy Aggregation program awarded the winning supplier on October 12, 2012, saving their residents approximately 14% over the one year contract period.

The Plumsted Community Energy Aggregation program also conducted a second round of bidding that will result in average annual savings of about $150 per customer, and aggregate savings for Township residents estimated at about $700,000 over the full 22-month term. The contract price is 17% below the first-year JCP&L tariff price and is estimated to save residents about 13.5% over the term of the contract.

Gabel Associates successfully transitioned all residential accounts from the awarded supplier in the first round of the PCEA program to the awarded supplier in the second round of the program. The initiative included the organization and maintenance of customer data and detailed record keeping of permanently opted-out customers.

- **Township of Toms River:** Gabel Associates developed and implemented a GEA program on behalf of the Township of Toms River. Gabel Associates' services include implementing a public outreach program, including producing and overseeing the delivery of over 36,000 program flyers to Township households, circulating information about the program through informational and FAQ website postings and conducting multiple public meetings and forums, the Request for Bids and Form of Contract, in coordination with the BPU and Rate Counsel, development of an EDC Agreement with JCP&L, implementation of the bid process, analysis of bids received, and oversight of the opt-out process and transition to the awarded third party supplier.

  The Toms River Community Energy Aggregation awarded the winning supplier on June 11, 2013, saving residents 12% on the power supply portion of their JCP&L bill, and saving the entire Township approximately $4 million over the twenty one month contract period.

- **Township of Montgomery:** Gabel Associates has been retained by the Township of Montgomery to implement a GEA program and the firm has guided the Township through multiple stages of project implementation, producing and circulating information about the program and conducting public meetings and forums, the Request for Bids and Form of Contract, in coordination with the BPU and NJ Division of Rate Counsel, development of the first EDC Agreement with PSE&G, administration of the opt-in process for businesses, implementation of the bid process, analysis of bids received.

  The Township of Montgomery awarded the winning suppliers on September 5, 2013, which was projected at the time to result in savings to Township residents of approximately $1.4 million over the two-year contract period and saving residents 8.5% annually or about $110 annually. With PSE&G tariff rates now known to be increasing modestly effective June 2014, savings are now expected to be closer to 10%, which translates to approximately $125 annually for an average customer.

- **Township of Monroe:** The Township of Monroe retained Gabel Associates to implement a GEA program for its residents and businesses. Gabel Associates conducted multiple public meetings and forums in Senior Centers and Retirement Communities in order to best serve the residential population of Monroe Township. Gabel Associates successfully produced an informational mailing inviting all residents to attend public meetings, totaling 21,960 pieces of mail to residents and approximately 200 letters to businesses. Gabel Associates advised the municipality with regard to all phases of the GEA program. As with all GEA programs implemented under Gabel Associates' consulting services, customers of Monroe Township with Budget Billing arrangements with their utility will be able to continue that service.

  The Monroe Township Community Energy Aggregation Program will save the Township approximately $4 million over a twenty-two month contract period and residents will save nearly 20% annually, which translates to approximately $160 each year for an average customer.

- **Township of West Orange:** Gabel Associates was competitively procured to provide consulting services to implement a GEA program for the Township of West Orange. The West Orange Community Energy Aggregation (WOCEA) program is the second municipality in the PSE&G territory to successfully implement a GEA program. In addition to the thorough development of all program documents, as required by the GEA law, Gabel Associates produced and distributed nearly 20,000 letters to residents and businesses and conducted extensive PSE&G tariff structure analysis for all residential and business tariff classes.

  On December 3, 2013 the Township Council awarded a power supply contract for a twenty one month term that will save Township residents $1.8 million, an average savings of $120 per customer over the contract term. The contract price will result in a savings of about 9.5% off the current PSE&G average residential tariff rate for power supply, and was originally forecast to produce about 8.0% savings off the projected average residential tariff rate of the full 21-month contract term (including the impact of a conservatively projected 2% drop in tariff prices effective June 2014). With PSE&G's tariff rates having increased modestly effective June 2014, savings are now expected to exceed 10% over the life of the contract.

- **South Hunterdon Renewable Energy Cooperative:** The City of Lambertville and the Township of West Amwell jointly launched a GEA Program through the South Hunterdon Renewable Energy Cooperative entitled the 'SHREC CEA'. Through this effort, Gabel Associates successfully implemented the first GEA cooperative amongst multiple municipalities under the same program. The program required the coordination of ordinances, resolutions, EDC Agreements, and bid documents for multiple municipalities.

  The SHREC CEA program was the first-of-its-kind and created a pricing structure whereby residents can voluntarily select a 100% renewable energy product with a fixed price premium above the awarded rate. The City of Lambertville, as the Lead Agency of the SHREC CEA, awarded a fifteen month contract on December 5, 2013. The program will result in immediate saving of nearly 13% as compared to the price for power supply currently being provided by JCP&L. Aggregate savings for SHREC residents is estimated at about $275,000 over the 15-month contract term.

- **Township of Colts Neck:** Gabel Associates supported the Township of Colts Neck through all stages of its GEA program. In September 2014, the Township accepted a bid for a twenty-one month contract. The typical customer is projected to save about 9.5% off of their JCP&L tariff price for power supply, which translates to savings of about $14 per month or about $300 over the contract term for the typical Township residential customer. Based upon the number of residential customers in the Township that are eligible for the program (about 2,700), aggregate savings would be about $800,000 over the life of the contract.

- **Borough of Little Ferry:** Gabel Associates is currently in the process of implementing a GEA program in the Borough of Little Ferry. This program is in the final stages of implementation, and Gabel Associates has been integral in guiding the municipality through the GEA process.

- **Hamilton Township:** Gabel Associates was recently hired to implement a GEA program in Hamilton Township.

- **Raritan Township:** Gabel Associates was hired to implement a GEA program in Raritan Township and recently had a kick-off meeting for the program.

- **Stafford Township Electric Aggregation Cooperative Pricing System (STEACPS):** Gabel Associates was recently hired to implement a GEA for the STEACPS, which includes a multi-municipality effort comprised of Stafford Township, Lacey Township, and Manchester Township.

- **Eatontown Borough:** Gabel Associates was recently hired to implement a GEA program in the Borough of Eatontown.

- **Alliance for Competitive Energy Services (ACES):** Gabel Associates is the consultant/program administrator for the Alliance for Competitive Energy Services (ACES), and has administered the simultaneous, aggregated procurement of electric power supply and natural gas supply for over 430 New Jersey school districts through a procurement system (including the Flemington-Raritan Board of Education). Since 2000 the firm successfully administered over a dozen ACES procurements for electric and natural gas accounts that have included as many as 6,000 individual accounts. Gabel Associates provides comprehensive consulting services, including account data collection, dissemination of information to suppliers and preparation of response to supplier questions, design of bid specifications and standard form of supply contract, load analysis and trigger price analysis, bid preparation and account-by account savings analysis. The electric aggregation was the first electronic energy purchasing program approved by the New Jersey Department of Community Affairs. Accounts that were part of the aggregation include district administrative buildings, elementary, middle and secondary schools.

  As Consultant/Administrator, we collect and analyze all utility usage data; design and distribute a Request for Bids document; provide notice of award to suppliers; provide savings and rate analysis; and address all third party supply issues.

- **New Jersey Consolidated Energy Savings Program (NJCESP):** Gabel Associates has successfully guided the State of New Jersey through numerous rounds of supply procurements for large electric and natural gas since 2002 under its New Jersey Consolidated Energy Savings Program (NJCESP) aggregation. Projects conducted for the NJCESP include: a procurement for all large, index priced accounts and smaller, fixed price accounts totaling in excess of 2,000 accounts in total; a green-e electric power procurement for several hundred State accounts, three procurements for electric power supply for about 100 large, high voltage index-based accounts, two procurements for over 400 natural gas supply for large and small accounts, a combined solicitation for large, high-voltage accounts and the State's largest secondary voltage accounts totaling in excess of 600 accounts in total and, currently, a RFP including over 200 natural gas accounts for 20 State agencies, universities and authorities.

  Consulting services being provided to the State include assistance with the development of procurement strategy, the preparation on RFP, account usage history collection and compilation, tariff supply cost calculations, market cost estimates, and bid evaluation.

- **New Jersey Sustainable Joint Energy Meeting (NJ SEM):** Gabel Associates is the consultant/administrator to the New Jersey Sustainable Joint Energy Meeting (NJ SEM). The firm administers the aggregated procurement of electric power and/or natural gas supply for more than 185 governing bodies, representing thousands of individual accounts across multiple rate classes. Gabel Associates provides SEM with comprehensive consulting services, including account data collection, dissemination of information to suppliers and preparation of response to supplier questions, market and risk analysis, design of bid specifications and standard form of supply contract, load analysis and trigger price analysis, bid preparation and account-by account savings analysis. The current contract, which was awarded in early December, included an enhanced renewable energy requirement, which requires that the amount of renewable energy in the winning supplier's portfolio be approximately 20%.

  Gabel Associates is also responsible for creating and conducting effective marketing and educational strategies to retain existing members and recruit new members to join the SEM. These activities include the development of tools so that members can easily quantify their savings, as well as providing background information on energy markets and the regulatory requirements for successful aggregation.

- **Essex Hudson Regional Cooperative Pricing System (EHRCPS):** Gabel Associates acted as Energy Agent for the County of Essex and assisted in creating the Essex Hudson Regional Cooperative Pricing System (EHRCPS). The EHRCPS aggregated over 2,000 municipal and County accounts throughout Essex and Hudson Counties in a single electric supply procurement. Gabel Associates collected the account numbers and worked with numerous local units to obtain the correct information. The firm gathered participant load data, formed bid groups and pricing structures, developed the Request for bid specifications and administered the bid process on behalf of the EHRCPS. The current contract, which was awarded in May 2013, included an enhanced renewable energy requirement, which requires that the amount of renewable energy in the winning supplier's portfolio be approximately 20%.

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- **Hudson County:** Gabel Associates has developed and managed six electric supply procurements and two natural gas supply procurements for the County of Hudson since 2003. The procurement services, which included account usage collection and compilation, development of an RFP and form of supply contract, design of pricing products and terms, assistance with preparation of response to supplier questions, preparation of trigger price reports and bid evaluation reports, were performed for the County's major accounts for its administrative buildings, prison and hospital. Most recently, Gabel Associates assisted Hudson County in creating the Essex Hudson Regional Cooperative Pricing System (EHRCPS), which aggregated County and municipal accounts throughout Essex and Hudson counties for an electric supply procurement (as described above).

- **NJ Transit:** Gabel Associates served as the Energy Agent for NJ TRANSIT in its most recent electric supply procurement for its accounts, completed in early 2010. The firm guided NJ TRANSIT through all aspects of the electric supply procurement for about 300 electric accounts, including data collection and analysis, design of the bid specifications and pricing products, and preparation of trigger price and bid evaluation reports.

- **New Jersey Sewerage and Municipal Utilities Authority Electric Supply Aggregation (NJSMUAESA):** Gabel Associates has developed and managed four electric supply procurement procurements for the New Jersey Sewerage and Municipal Utilities Authority Electric Supply Aggregation (NJSMUAESA) beginning in 2007. The NJSMUAESA is an aggregation group comprised of 13 individual authorities, formed to procure power supply for its treatment plant and pump station electric accounts. The firm guided NJSMUAESA through all aspects of the electric supply procurement, including data collection and analysis, design of the bid specifications and pricing products, dissemination of information to suppliers and preparation of response to supplier questions, and preparation of trigger price and bid evaluation reports.

- **New Jersey Sports and Exposition Authority (NJSEA):** Gabel Associates has been entrusted to manage the annual procurement of electricity and natural gas supplies for the New Jersey Sports and Exposition Authority (NJSEA) for the Meadowlands Sports Complex and Monmouth Park Racetrack for the past seven years. We have purchased power and natural gas supply on behalf of the Authority, as well as provided strategic energy advice. We have assisted the Authority in bidding and awarding both hedged and index products for both electric and gas, depending upon prevailing market conditions.

- **Middlesex County Utilities Authority (MCUA):** Gabel Associates has developed and managed six electric supply procurements and three natural gas supply procurements for the Middlesex County Utilities Authority (MCUA) since 2000. The procurement services, which included account usage collection and compilation, development of an RFP, design of pricing products and terms, dissemination of information to suppliers and preparation of response to supplier questions, preparation of trigger price reports and bid evaluation reports, were performed for the MCUA's major accounts for its wastewater treatment facility and pump stations, as well as its administrative building.

- **Township of Parsippany:** Gabel Associates conducted the three most recent electric supply procurements for the Township of Parsippany. The procurement services, which included account usage collection and compilation, development of an RFP, design of pricing products

and terms, dissemination of information to suppliers and preparation of response to supplier questions, preparation of trigger price reports and bid evaluation reports, were performed for the Township's major electric accounts for its wastewater treatment facility.

- **Cinnaminson Sewerage Authority (CSA):** Gabel Associates supports the Cinnaminson Sewerage Authority (CSA) in the procurement of electric generation service from a third party supplier for its wastewater treatment plant and pump station electric accounts over the past several procurement cycles. As part of this engagement, the firm assisted the CSA by gathering and analyzing load data for its electric accounts and developing a procurement strategy; conferring with CSA's Counsel in the development of RFP specifications; assisting in the development of a public notice; preparing and distributing announcements of the RFP to all licensed electric power suppliers operating in PSE&G territory; reviewing proposed forms of contract and other submitted qualifications forms submitted by qualified suppliers; and conducting tariff and savings analysis.

- **Township of Evesham:** Gabel Associates was recently retained by the Township of Evesham to serve as the Energy Agent for the Evesham Township Cooperative Pricing System. Through the support of the firm, the Township of Evesham has implemented a bid process to procure electric generation service for the electric accounts of the Township, the Evesham Township Fire District and the Evesham Municipal Utilities Authority.

Gabel Associates has also assisted many other public, as well as private, sector clients with electric and gas supply procurement activities over the past 14 years and clearly has the expertise and capability to manage a project of this complexity and magnitude.

Gabel Associates has extensive experience with utilizing the Electronic Data Interface (EDI) system and would use this mechanism to access customer and utility usage information for the Township's program. The firm has been utilizing EDI to obtain large volumes of account usage history since 2002 in an effort to enhance the energy procurement process.

The firm possesses long-standing business and contractual relationships with all New Jersey electric and natural gas utilities and conducts EDI transactions in all service territories on a frequent basis. We are contracted with an EDI vendor through which we transmit all account information requests and through whose platform we receive electronic transmissions from the utilities. Our IT staff regularly reviews and updates EDI processes and works with our EDI vendor in order to stay current with the most recent protocols for each utility. Our staff processes data through EDI for all bids prepared by the firm and is proficient at managing large volumes of data. Specifically, Gabel Associates obtains EDI data for all clients in which we provide energy procurement services including all public clients.

In addition, we also maintain a proprietary, Access-based model that can convert large volumes of account data to summary reports in virtually any breakdown required by the client. We can generate summary usage, load duration curves, demand and cost reports broken down by tariff group, by participant, by usage level, by month, by year, or any number of other parameters. Our proprietary tool also identifies and produces reports identifying those accounts for which the utility has returned an error message, indicating that an account number provided is incorrect or has been recently changed by the utility. This report triggers a timely follow-up by our staff to research, identify and

correct the problem. Again, this capability is crucial when handling and processing the large volumes of data and aggressive project timelines.

In addition, Gabel Associates has distinct technical capabilities that differentiate our services from other firms. We possess extensive knowledge in complementary areas which greatly enhances our procurement capabilities. The following highlights some areas of expertise that support successful procurement activities:

- *Wholesale Energy Market Insight* – Although procurement activities reside on the retail side; we are deeply involved in wholesale market activities, which support our retail expertise. Our understanding extends beyond the retail component, allowing the firm to provide extra insight regarding retail transactions. The firm is an expert on regional transmission organization (RTO) market operations, including transmission, energy, and capacity rules, which set the foundation of electric power costs.

- *Utility Tariff and Regulatory Expertise* – The firm has long standing expertise in utility tariffs, giving us the ability to analyze utility tariffs for our clients. Since the firm has in-depth understanding of tariff fundamentals, we are able to provide our clients with forecasts of retail electricity and natural gas pricing and recognize tariff savings opportunities.

  Gabel Associates' two principals, Mr. Steven Gabel and Mr. Robert Chilton, were involved in electric and natural gas utility regulatory and ratemaking for many years as regulators before entering private practice. Both are economists with utility rate design and tariff expertise.

  Mr. Gabel and Mr. Chilton held high level positions at the BPU – serving as the Director of the Electric Division and the Director of Energy, respectively. Both have provided expert testimony on public utility rate making policy and economic matters.

- *Data Access and Modeling Capabilities* – Gabel Associates has the capability to obtain large volumes of account usage history through an electronic data platform on behalf of customers. This capability allows the firm to access significant quantities of data, which is then analyzed and organized into a structured database. The method increases efficiency and allows for the successful management and analysis of thousands of accounts.

  In terms of modeling capabilities, Gabel Associates conducts detailed monthly and quarterly reports that monitor market change and price volatility. The firm monitors the wholesale electric and natural gas markets on a daily basis and maintains extensive databases that track historical market prices and current market trends. Specifically, the firm has been compiling historical pricing records on wholesale energy prices in a Microsoft Access-based model since 1998. By consolidating the data into our own database, it greatly facilitates the calculation process. Through our model, we have the ability to undertake advanced analysis of wholesale markets including price duration curves, locational analysis, or other configurations.

- *Environmental Market Activities* – As environmental issues have moved to the forefront, Gabel Associates is up to date on all issues that can potentially impact our clients. The cost of environmental compliance – particularly carbon compliance costs embedded in electric prices -- is becoming a more significant component of electric costs. Gabel Associates is deeply

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involved in environmental markets, including carbon, NOx, SO2, and renewable energy certificate (REC) markets, and understands their movement and impact on electric prices.

- *Enhanced Renewable Content*: The firm also has substantial direct experience in procuring electricity with enhanced renewable content including the first and to-date only GEA program in the state with added renewable content (the South Hunterdon Renewable Energy Cooperative which includes the City of Lambertville and Township of West Amwell). In addition, the EHRCPS and NJ SEM aggregation programs also included an augmented renewable energy requirement of approximately 20%.

In addition, Gabel Associates maintains specialized knowledge on PJM, the transmission operator that ensures the reliability of the largest centrally dispatched grid in North America. The firm is active in a number of PJM committees and working groups including those addressing energy markets, capacity markets, demand response, renewable markets and transmission interconnection issues. The firm is actively engaged in discussions where emerging issues, business and market rules are debated and decided. As a result, Gabel Associates maintains up to date detailed expertise in the operation of the region's electric transmission system and wholesale energy markets, which serve as the foundation for electricity costs and reliability.

Specifically, Gabel Associates is an active participant in the PJM Members Committee, Electricity Market Committee, Market Implementation Committee, the Reliability Committee, and Demand Response Subcommittee. These groups are where emerging issues, business and market rules are debated and decided. In this capacity, the firm provides reporting, analysis, and advice to advance our clients' business objectives.

Michael Borgatti, a member of the project team, serves as our PJM expert and is fully dedicated to monitoring PJM activities. Mr. Borgatti can provide knowledgeable and timely advice with respect to developments and trends in regional energy market conditions.

BPU Registrations

Gabel Associates holds a valid, BPU-issued registration (No. EA-0021) as an Energy Agent for residential, commercial and industrial customers. In fact, Gabel Associates was the first Energy Agent ever registered by the BPU at the very beginning of retail choice in New Jersey. The firm is also a BPU-registered Energy Consultant, and has requisite agreements in place with the State's electric and natural gas utilities to obtain account usage information on a large-scale basis through electronic medium (Electronic Data Interface or "EDI"). We have maintained our Energy Consultant and Energy Agent registrations in good standing for over 10 years with the BPU. In addition, Gabel Associates is also registered as a Private Aggregator with the BPU. Copies of Gabel Associates' registrations can be found in Attachment 1.

Gabel Associates is also an approved vendor under the New Jersey Department of Community Affairs – Division of Local Government Services' e-procurement pilot program for energy generation services (listed on the DLS website as an approved vendor). This permits Gabel Associates to accept, on Flemington's behalf, electronic bids for power supply, which is intended to enhance competition and participation among suppliers.

2) Scope of Work

Gabel Associates proposes to work with the Township to support all stages of development of a GEA program. Currently, Gabel Associates serves as the GEA energy agent for fifteen (15) municipalities serving over 450,000 residents in New Jersey. Furthermore, Gabel Associates was the first firm to successfully navigate through all necessary scope items to implement a GEA program in New Jersey.

The GEA will be implemented pursuant to and in compliance with all applicable provisions of N.J.S.A. 48:3-93.1 et. seq., as amended, all other applicable statutes and regulations related to a GEA program, including most notably N.J.A.C. 14:4-6.1 et. seq., as well as the policies and procedures of the BPU.

The retail supply markets in New Jersey have been very active and competitive for a number of years, and Gabel Associates has been active in the marketplace since retail choice was introduced in New Jersey in 2000, helping local governments implement large-scale and complex government aggregation projects. However, New Jersey's GEA statute and rules, as well as BPU policies, are unique, and up until recently there have been no GEA programs including residential customers that have been implemented in the State under those applicable laws, rules and policies. That changed in October 2012. With the support of Gabel Associates' energy consulting services, Plumsted Township successfully issued a first-of-its-kind Request for Proposals for electric generation service and municipal energy aggregation services from licensed power suppliers.

The Plumsted Community Energy Aggregation (PCEA) program was the first-of-its-kind in the State to award a contract to a power supplier. After approximately six months of discussions and negotiations with the BPU, Rate Counsel and PSE&G, Gabel Associates developed ground-breaking bid documents and utility agreements, and successfully navigated those documents through the regulatory review process pursuant to New Jersey law, BPU rules and policies. This role has allowed the firm to pioneer this approach and develop "first-hand" knowledge on how to effectively implement a successful GEA, while also gaining unique insights on the process.

Importantly, having already implemented similar programs, we have gone through the regulatory process and can "hit the ground running"; which translates to our objective of realizing participant energy savings sooner. At the same time, we are also mindful of market conditions and will advise the Borough on the most advantageous time to bring the project to market in an effort to maximize the opportunity for a successful result and optimize the benefits to residents.

The following describes the services that Gabel Associates would provide to Flemington as well as outlines our strategic approach:

- ***Legislative Research***

Gabel Associates will provide the Borough with up-to-date market intelligence and insight with respect to regulatory and legislative activity to ensure the Borough is informed of any changes that could impact the GEA program. The firm monitors state regulatory proceedings on an ongoing basis and plays an active role in advocating for the interests of our clients. We also provide strategic advice on how to effectively comply with regulatory mandates.

- ***Management of the GEA Program***

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Gabel Associates will perform all necessary tasks to establish a GEA program, including but not limited to: analysis of load data; drafting of an ordinance for review by the Borough to effectively establish an GEA program; development of bid specifications and dissemination of bid packages to prospective bidders; recommendation of a GEA option; contract negotiations; advice on pricing issues; and ongoing management and monitoring services.

In addition, some municipalities request that residents be given an option to select a supplier that will provide a product with increased (up to 100%) reliance on renewable energy. If the Borough wishes to include this product, the firm will analyze this option and implement it if the Borough so desires.

Gabel Associates understands that maximizing participation among Borough residents is paramount to the success of the program. In order to make this program feasible, Gabel Associates will implement the GEA program under an opt-out approach.

The opt-out approach was included in the 2003 law passed by the State Legislature. The program is set up this way to ensure that a sufficient number of households will participate to obtain a meaningful bid, and to avoid the costly and time-consuming process of having everyone affirmatively sign up for the program. By encouraging a larger pool of customers and reducing the hassle and cost for the selected supplier, more suppliers are enticed to bid, resulting in more competition and lower prices.

In short, the aggregation rules incorporate consumer protections, and recognize the logistical challenges of a residential procurement program, while at the same time providing a structure that will attract bidders.

When the retail choice program was originally enacted in New Jersey in 1999, the rules required that government aggregators be required to obtain a so-called "wet signature" from each residential customer demonstrating the customer's affirmative consent to join. After a number of years it was recognized that this "opt-in" approach put such a burden on the programs that none got off the ground, and the model was changed to "opt-out" for residential customers. Unlike business customers, residential customers represent large numbers and (relatively) small usage/margins for each account. In order for an aggregation of residential customers to work, it is necessary to get large volumes with as low transaction costs as possible. This results in the opt-out approach, which gives suppliers a firmer basis for the load they are bidding on, but still provides residential customers with the ability to opt-out.

The regulations also require that an aggregation program show savings versus the utility-provided rates. Each residential customer will receive a written notification after the bid, informing them of the price, the comparison to the utility price, and their right to opt-out. As such, each resident will be fully apprised of all pertinent information necessary to make an informed decision. Gabel Associates will also facilitate the inclusion of businesses on an opt-in basis (if applicable).

As a first step in the process, Gabel Associates will meet with municipal representatives to discuss the program, as well as the timing of passing the appropriate ordinances to establish the GEA program.

- ***Data Collection Services***

Accurate and efficient data collection is a critical component in the GEA process. Gabel Associates has extensive experience in dealing with all aspects of public bidding for electric supply. The firm has performed these activities for hundreds of public sector clients including all of the municipalities that Gabel Associates administered or is currently administering GEA programs for; an aggregation of over 430 local school districts in New Jersey; the State of New Jersey's aggregation of over 20 agencies, departments, authorities and universities; and an aggregation of municipalities in Hudson and Essex Counties, as detailed in this proposal.

This includes large scale data collection - from gathering account information to obtaining load information from the State's utilities. Gabel Associates has an existing database management system and infrastructure in-place to identify any potential problems, track down correct information, and submit account numbers to the utilities. The firm also possesses long-standing business and contractual relationships with all New Jersey electric and natural gas utilities and conducts Electronic Data Interface (EDI) transactions in all service territories on a frequent basis.

It is important to note that under GEA rules the selected third party supplier will receive permission to seek and obtain residential account-specific usage information from the utility, after the bid. The energy agent's role is to seek and obtain the residential customer account numbers list from the utility, to work with the municipality to assure the accuracy of the list relative to municipal boundaries, and to facilitate the exchange of information with the third party supplier. If any non-residential accounts are included in a GEA bid, the energy agent has a more direct role in the collection of account usage data. We would obtain electric account information for non-residential, opt-in customers and other needed data information to include in the bid package through EDI. It is essential to the success of a GEA Program to communicate with the third party suppliers and address any questions or issues they may have with the program.

As part of the process, Gabel Associates will develop an EDC Agreement specific to Flemington's GEA program using our successfully vetted documents from our experiences in prior GEA programs. Gabel Associates will coordinate with JCP&L to ensure a seamless review and execution of the EDC Agreement. The EDC Agreement requires that the utility provide the Borough with aggregated residential load data for all customers who are not currently receiving electric supply from a third party supplier.

- ***Development of Bid Specifications***

Gabel Associates will coordinate with the necessary agencies to develop and tailor the required program documents for the Borough's GEA program. Gabel Associates has already met with the BPU, JCP&L, and the New Jersey Division of Rate Counsel regarding GEA requirements and documents on numerous occasions, and has developed templates for GEA bid document and forms of contract that have been vetted by the BPU and Rate Counsel. The knowledge and process clarification gained from these meetings, and the use of document templates that have already been through the BPU and Rate Counsel review processes, will help to "jump start" the Borough's program successfully.

BPU Rules and Regulations outline the content of a request for proposal (RFP) for a GEA program. Once the aggregate residential data from the utility has been obtained and analyzed, we will make recommendations to the Borough with respect to the compilation of bid groups, contract duration,

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pricing options, renewable energy options and bid timing. Based upon our extensive experience in public sector bidding and contract review, we will design a bid package (in compliance with the BPU rules and regulations and Local Public Contract Law) with recommended terms intended to maximize supplier participation and minimize bid prices.

Using our document templates (including the Request for Proposals document and the Master Performance Agreement document) that have already been vetted with the BPU and Rate Counsel, Gabel Associates will discuss and obtain approval from the Borough on the RFP content, including decisions on issues such as the length of contract and features requested by the Borough (for example, a higher renewable content, conservation programs, etc.). We participate in the New Jersey and Mid-Atlantic Renewable Energy Certificates (RECs) market place on a regular basis on behalf of both buyers and sellers, and can assist the Borough in estimating the price impact of different renewable energy products that it may be considering for inclusion in the RFP. We will prepare the RFP following BPU guidelines and present the RFP draft to the BPU and Rate Counsel for comments (as required per the GEA regulations).

Because we have fully-vetted document templates, we can assure that the development of the RFP documents and the regulatory review process will be efficient and timely, allowing the Township to be able to go out to market quickly.

Some municipalities request that residents be given an option to select a supplier that will provide a product with increased (up to 100%) reliance on renewable energy. If Flemington wishes to include this product, it would be included as a separate "opt-in" product to provide residents with additional choice. This approach has been in previous bid document and has been fully reviewed by the BPU and Rate Counsel.

In addition, through our numerous GEA projects and bid specifications we have developed, we have found that suppliers have adapted their business practices to conform with residential market necessities, and have evolved their capabilities to provide budget billing to residents and therefore, we recommend that this option be included as a requirement in the RFP.

The form of RFP that has been developed is intended to assure compliance with the BPU rules including all consumer protections, attract the maximum number of bidders and obtain the best price, and includes a qualification review process that will allow us and the Borough to evaluate and identify the capabilities of each prospective bidder to perform the requested GEA administration services, which are substantial.

The primary objectives for the development of bid specifications will include:

i. Provide timely and clear communication with the Borough regarding development of all bid specifications;
ii. Execute documents and mandatory reviews in a timely fashion;
iii. Comply with all BPU GEA rules;
iv. Foster a best-case bidding scenario with contract lengths and terms that encourage competitive participation among retail suppliers;
v. Ensure that the participating customers' interests are protected in the terms of the agreement and that the energy savings of at least 5% is achieved from any awarded proposal;
vi. Maximize savings to the Borough's residents and businesses (if applicable); and
vii. Incorporate any of the Borough's special requests - such as a higher renewable content, etc.

Administration of the bid process will include active communication with third party suppliers, as well as with the Borough and GEA program participants. It is essential to the success of a GEA program to maintain continuous dialogue with the third party suppliers and address any questions or issues they may have with the program. Gabel Associates keeps an up-to-date list of all New Jersey BPU licensed third party suppliers and is experienced in distributing bid announcements and documents. Gabel Associates will make each BPU licensed supplier aware of the bid and maintain updated records of contact information for all interested bidders. Specifically, a notice of advertisement will be sent to every BPU-licensed third party supplier in the JCP&L service territory.

During the bid administration, we will prepare responses to all vendor questions and, after review and approval by the Borough, distribute the responses to all suppliers, including the issuance of any addenda that may be required, in a timeframe consistent with L.P.C.L. requirements.

It is important to note that in our RFP template (and in our e-bidding process that has been reviewed and approved by the DLGS), we include a two-stage bid process: during the first stage we solicit and review qualifications from each interested bidder (including required legal forms as well as information pertaining to relevant experience and resources). Gabel Associates will thoroughly review all qualification documents submitted by each supplier. Our review includes, but is not limited to: calling references; examining back-off capabilities; ensuring that a fully-staffed, multi-lingual call center is equipped to manage large-scale GEA programs; and, examining prior experiences conducting GEA programs. Gabel Associates will rank each eligible supplier based on the above-summarized criteria and will provide, prior to the bid day, a detailed Background and Supplier Qualification Memo to Flemington for review.

Gabel Associates is an approved vendor with Department of Community Affairs (DCA) for e-procurement for local units, and has extensive experience in conducting e-bids. As part of the bid process, Gabel Associates will submit the Flemington-specific e-bidding plan to the DCA, which will be consistent with our e-bidding plan that has been reviewed and approved by the DCA, and with the requirements of the Local Unit Electronic Technology Pilot Program and Study Act.

Gabel Associates has been highly successful in utilizing an electronic sealed bid approach, which has resulted in substantial savings for all GEA programs administered by the firm as well as in bidding for thousands of other public and private sector accounts, and is confident that this approach will provide the most favorable pricing for the Borough. It has been our experience that this electronic procurement process provides for efficient, low bid price discovery with lower consulting fees while also supporting a fair and open process. Our electronic sealed bid methodology has produced the lowest GEA pricing in the State, resulting in significant savings for our clients' residents.

Subsequent to the bid, Gabel Associates will analyze bid responses and recommend award to the winning supplier. It is the firm's recommendation that bids be received on the same day as the Mayor and Council take action on the bids. This minimizes the market risk exposure to the suppliers, thereby maximizing the competitiveness of their bids.

On the day bids are received, Gabel Associates will obtain bid prices from all eligible suppliers and will evaluate all bids based on price and qualifications of the supplier. A Bid Evaluation Memo containing detailed electric price forecasts and savings analysis will be issued to the Borough prior to

the Council's meeting. The evening of the bid, the Borough will evaluate the prices submitted and, if favorable, issue an award letter and pass a resolution awarding a contract to the selected supplier.

- ***Negotiations for Power Supply***

Gabel Associates will act as Flemington's consultant during the procurement process and will provide all services during the development of the terms of the supply contract with a third party supplier.

BPU Rules and Regulations outline the content of a contract between a Government Aggregator and the selected third party supplier. The form of Master Performance Agreement (MPA) between the Borough and the winning supplier, which includes the terms and conditions for the provision of electric generation service, will be included in the bid package. Consistent with New Jersey Local Public Contract Law (L.P.C.L.) procedures, the act of negotiation to the MPA is prohibited post-award.

There will be a thorough question and comment period included in the RFP process and timeline. The process and timeline we implement also includes provision for an addendum and in the event that modifications to the form of MPA are warranted, Gabel Associates will utilize our form of contract template that has already been developed and vetted through the regulatory process. Gabel Associates will prepare a customized form of contract using this template, following BPU guidelines and conforming to the specifics of the Borough program, and will present the contract draft to the Borough for its review, and then to the BPU and Rate Counsel for comments. Gabel Associates and the Borough will discuss suggestions made by BPU and Rate Counsel and finalize the contract.

Any important additional terms and specifications to the bid documents and MPAs will be reviewed and approved by the Mayor and Council in advance. Gabel Associates will then coordinate the execution of the finalized contract with the third party supplier.

Once the Borough and the awarded supplier execute the MPA, a notice will be sent to JCP&L requesting a detailed list of residential information. JCP&L will have 10 days from when the notification was received to provide all appropriate information. Having worked with JCP&L in this capacity on several occasions, it is our experience that we may obtain this information sooner which will help Gabel Associates expedite the process of reviewing or "cleaning" the list of any errors.

- ***Consumer Enrollment/Transition Support***

Gabel Associates will take all measures necessary to effectuate the transfer of participating consumer data from JCP&L to the awarded third party supplier. We will obtain a list from JCP&L of residential accounts that have not already signed up with a third party supplier (as well as the non-residential accounts that have opted-in, if applicable). This information will be transmitted to the awarded supplier in a usable, electronic format.

Gabel Associates will work with the awarded third party supplier to coordinate the printing and mailing of the GEA opt-out notice to the residential customer list obtained from the utility, tallying of opt-out notices, and transfer of list of residential accounts to the awarded third party supplier.

In consultation with the Borough, Gabel Associates and the winning supplier will use the residential information obtained from JCP&L to send out opt-out notices for residential customers. As required by law, a draft opt-out notice will be submitted to BPU and Rate Counsel for a 15 day review period. Residents will be given a 30 day opt-out period to review the program specifications and to opt-out if they do not wish to be a part of the program. The opt-out notices will contain information such as estimated annual savings to help residents decide if they want to participate or opt-out. It is important to note that residents can opt-out of the program at any time during the contract and will never be imposed cancellation fees or penalties.

During the 30 day opt-out period, the awarded supplier's call center will address customer inquiries, assist customers who wish to opt-in or opt-out, maintain a detailed log of opted-out customers and will work closely with Gabel Associates' Program Administrator. Gabel Associates' toll-free GEA helpline will also be a source of information to help address resident questions. The Program Administrator, and our supporting resources, will serve as a critical resource to the Borough to help answer individual customer questions, both from customers who are enrolled in the program as well as customers deciding whether or not to join, opt-out, or with other questions.

Gabel Associates understands that all resident concerns are important and is dedicated to responding to any calls or emails as soon as possible. Most contacts are responded to on a same-day basis; however, we commit to no later than 24 hours after the request has been made.

When the opt-out period concludes, the winning supplier, with help from our firm, will enroll all residents that did not opt-out and all business that opted into the program. JCP&L requires a minimum of 20 days to process the enrollment of customers to a third party supplier. Once enrollment is complete, the final step is to begin service from the selected supplier. Once this occurs, Gabel Associates will also facilitate the transition as well as address any concerns by residents.

During the entire duration of the contract, Gabel Associates will work with the awarded supplier and JCP&L to perform periodic sweeps of the utility's records to identify potential residential customers to add to the program, including customers who have recently moved in to their dwelling and customers who previously had a third party supply contract but have since returned to utility tariff power supply. We will also conduct periodic reviews of energy bills to confirm that accounts are billed in accordance with the contract terms.

Gabel Associates will work closely with the awarded supplier to facilitate the creation of infrastructure for creating a seamless customer experience for all residents and businesses that participate in the GEA program. Gabel Associates will provide ongoing support and a high level of commitment during the entire term of a supply contract.

- ***Public Education and Notification***

Gabel Associates will work with the Borough to develop and implement a comprehensive education and marketing plan for its residents and businesses (if applicable). Gabel Associates has successfully worked with our municipal clients that are currently implementing GEA programs to develop and execute a marketing and public education plan to make residents and businesses of each municipality aware of the program. Public outreach is a critical step in this process as it educates the public on the program and often times dispels any myths or fears people have about the program.

In the case of residential customers, the focus will be on education to reach as many residential customers as possible to make them aware of the program and to understand its various elements, so that they may make an informed decision concerning whether or not to opt-out of the program once a supplier has been selected. Over the course of our programs, we have developed, produced, and distributed 7 program mailings containing over 85,000 informational pieces.

In addition to other informational documents, two mailings will take place during the process: (1) an initial informational flyer mailing will be sent to all residential dwellings to inform the public that a GEA is being implemented in the participating municipalities as well as describe the program objectives and to announce the date, time and location of a public information session(s); and (2) a second mailing will be sent after a winning supplier is chosen and will contain pricing and opt-out provisions.

The firm will use its extensive knowledge to implement a community outreach effort that is innovative, strategic, and precisely executed. Gabel Associates will also seek input from the Borough regarding the appropriate outreach strategies and approach to residents.

This outreach strategy will include public information sessions to educate the residents about the program. Once the ordinance is finalized and signed by the Mayor, Gabel Associates will work with the Borough to begin planning the public information session. This will include development of an informational flyer that will be sent to all residents and businesses and a "Frequently Asked Questions" ('FAQ') document. Typically, the first 30 minutes of a public meeting consists of a presentation from the Gabel Associates' Project Manager, and the remaining time is dedicated to answering any questions from the residents.

In our experience, the FAQ document and other program status postings are most effective when posted on the municipality's website. Typically our firm develops draft versions of the FAQs and other program updates and, after review by the municipality and finalization, we coordinate uploading with the municipality. Updates to the FAQ documents are posted as the program develops and additional questions are received. Program updates will also be developed and posted online through the various stages of program implementation.

If Flemington desires, Gabel Associates, with input from the Borough, can also develop a marketing plan to attract businesses to the program. This will likely include outreach to any municipality based business groups, such as the local Chamber of Commerce to market this program. Along with conducting a business information session to educate local business owners, Gabel Associates will also market to businesses in local newspapers and post informative program documents online for the business community to review.

In the case of commercial customers, the focus will be on marketing the program's benefits in order to encourage them to opt-in, if they have not already chosen a third party supplier. Gabel Associates has conducted mailings, informational seminars, business breakfasts, and has developed on-line marketing tools to educate and attract local businesses within the municipalities. Gabel Associates has developed, produced and distributed nearly 6,000 informational letters to businesses across the State.

In addition, the assigned Program Administrator will serve as the point-of-contact to field any and all questions that come in from customers over the course of the contract. **We have established a toll-free number for Flemington residents and businesses to call to provide customer support**. The

Administrator expeditiously responds to all customer inquiries and public education concerns. The Administrator will also coordinate with the awarded third party supplier to resolve any complaints or billing issues that arise, and will ensure the enrollment of additional customers that may wish to join the GEA program at a later time.

As part of the second required mailing, Gabel Associates will assist in preparation of written opt-out notice to be sent to residential customers by the awarded supplier. We facilitated the development of opt-out notices in all of our Programs, and have a template that is consistent with BPU requirements. We can customize the opt-out notices pursuant to requests made by the Borough, and the selected third party supplier. Gabel Associates will facilitate the transfer of the customer list from JCP&L to the third party supplier. This list will contain residential accounts that have not already signed up with a third party supplier. Gabel Associates will direct the awarded supplier to coordinate the printing and mailing of the GEA notices to the residential customer list, obtained from JCP&L, and ensure that the tallying of opt-out notices is going smoothly. Gabel Associates will facilitate the transfer of residential accounts to the winning third party supplier and verify of change of supplier.

Throughout the entire implementation process, Gabel Associates will prepare flyers, mailings, press releases, "Frequently Asked Questions" and presentations to educate the public about the Borough's program and the progress.

The firm has developed a multitude of public outreach, educational and marketing documents and letters. Gabel Associates will build off its successful experience and work with the Borough's representatives to create new documents and letters that are capture the uniqueness of Flemington.

Where needed, Gabel Associates will develop other avenues for communication with the Borough's residents and businesses (if applicable) through its website, Chamber of Commerce and other forms of communication. Gabel Associates has the ability and resources to provide customer service to the Borough throughout the contract term, including informational website postings, a toll-free number, public meetings and public notifications. We typically prepare draft press releases for the municipality after the selection of a winning bidder, and we would do the same for the Borough. While some municipal officials prefer to deal with the press directly, with appropriate briefing from Gabel Associates, we will field phone calls from and/or meet directly with representatives of the media, as deemed appropriate by the Borough.

- ***Legal Assistance***

As discussed above, Gabel Associates will prepare all required filings for the BPU and/or any other State agency relevant to the GEA program, and work with the Borough and/or municipal counsel to the extent desired. A number of Gabel Associates' key personnel have experience in senior level positions at BPU and are intimately familiar with all regulatory requirements. One of our team members, Mike Borgatti, is an attorney who is a former employee of the BPU. The firm has already successfully navigated through the GEA program regulatory process numerous times and is skilled at drafting documents that are in conformance with all requirements.

Most documents, including the bid documents and EDC agreement (which are critical steps in the process) have been previously been reviewed by the interested parties, including BPU, New Jersey Rate Counsel and JCP&L and thus should be agreed to and signed by all parties in a timely manner.

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

These prior reviews will help to expedite the process and ensure that this project remains on schedule.

- ***Administration of the GEA Program***

Gabel Associates is dedicated to providing technical oversight and support before, during, and after the implementation of the GEA program and throughout the term of the contract. This will include staying apprised of legislative and regulatory changes; facilitating the resolution of contract issues; mitigating opt-out process issues; monitoring and reporting on contract compliance; preparing written reports; keeping in communication with the awarded third party supplier, and the Borough, and overseeing the program execution.

In short, we see the procurement portion of the project as simply the opening phase of the engagement, and we remain fully engaged with Flemington after the energy contract award is made. Gabel Associates will be available in person, by phone, and by e-mail when necessary, and when asked for by the Borough at no additional cost.

3) Project Team

Gabel Associates has specialized staff resources to assist the Borough with the successful and prompt implementation of the GEA program. In order to meet the goals of Flemington, the firm is proposing a project team of highly experienced individuals who will be dedicated to Flemington throughout its energy endeavors.

Gabel Associates' personnel have helped pioneer GEA programs in the State by playing an active role in its successful implementation. They possess unmatched expertise and complementary skills which will allow for a proficient pool of resources for the Borough to call upon.

The Project Team is collectively committed to deliver every element of the program in a timely and efficient manner. Each member has been hand-selected based on their wide-ranging qualifications and extensive experience with energy procurement, GEA development, regulatory matters, and savings analysis. Specifically, the following provides the list of Gabel Associates' personnel who would be engaged in meeting the energy consulting needs of Flemington:

Steven Gabel, President
Robert Chilton, Executive Vice President (Project Manager)
Pam Frank, Vice President
Bryan Hayward, Vice President/Chief Technical Officer
Olivia Corkedale, Senior Associate (Program Administrator)
Michael Borgatti, Director RTO Services
Isaac Gabel-Frank, Senior Associate (Outreach Coordinator/Customer Support)
Carol Friedman, Associate (Outreach Coordinator/Customer Support)
Ben Pearlman, Customer Support

The following provides a brief overview on the key role that each team member would play during the implementation and management of the Borough's GEA program:

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

- Steven Gabel (President) has over 30 years of experience in the energy industry and will be available to provide expert support and advice throughout the process.

- Robert Chilton (Executive Vice President) has over 30 years of experience in the energy arena and will serve as the primary Project Manager/Lead for this endeavor. In addition to project oversight and management, he will serve as the main point of contact and will consult with the Borough throughout all stages of the process to ensure a seamless and efficient implementation. As part of this role, Mr. Chilton will also help educate the Borough on the benefits of GEA and program structure. In addition to his notable background in helping shape retail choice, Mr. Chilton was integral to the success of the state's first GEA program and has specialized insight on the most effective way to complete the process. This experience will provide "best-in-class" leadership to the Borough throughout this endeavor.

- Pam Frank (Vice President) will serve a support role to Mr. Chilton and will help educate Township residents on the GEA program. The goal is to ensure that all participants have a clear understanding of how the program works and how it will impact them upon implementation. She will also maintain active communication with Borough personnel in an effort to keep them updated on program progress.

- Bryan Hayward (Vice President/CTO) will provide a highly qualified level of technical expertise pertaining to data management, utility tariff rate structures, energy market forecasting and tariff and savings analysis. He will be the main resource for addressing technical matters and will be the Lead Analyst for the project. His extensive understanding of energy procurement, combined with his technical knowledge, allows Mr. Hayward to incorporate technological advancements and efficiencies into the process.

- Olivia Corkedale (Senior Associate) will serve as the Program Administrator and will be the point of contact for any and all inquiries from residents, businesses or other participating entities of the program. She will help to facilitate questions or concerns among residents while also maintaining active dialogue with third party suppliers. She has successfully supported numerous GEA programs and large energy aggregations efforts and is intimately familiar with the process and how to creatively address any issues that arise.

  Ms. Corkedale is also extremely competent at ensuring the program runs smoothly and efficiently. Her in-depth understanding of program structure and dynamics allows her to provide the participating entities with excellent customer service and education. She will also help educate residents to increase their comfort level with the program.

- Michael Borgatti, attorney and Director of RTO Services, will lend support with regard to BPU rules and procedures, legislative matters, and PJM activities. Due to his past role as a legal specialist at the BPU, he is also proficient in providing legal assistance.

- Isaac Gabel-Frank (Senior Associate) will provide overall project support to the team including data collection, bid assistance, resident and business interface, and program administration support. They will also serve as Outreach Coordinators for the project to ensure that marketing efforts for the program are effective and beneficial.

- Carol Friedman (Associate) will utilize her long-standing experience as the lead coordinator for other large energy aggregations to provide customer and client relations support.

- Ben Pearlman (Customer Support) is knowledgeable on the program structure and process and will help facilitate resident inquiries and concerns.

In addition to being available to Flemington, Gabel Associates will also be available to customers, providing public education and outreach on the GEA program. Olivia Corkedale, our Program Administrator, will serve as the point-of-contact to field any and all questions that come in from customers over the course of the contract. Based on her in-depth experience in addressing resident concerns in various towns, Ms. Corkedale has the ability to implement a rapid resolution process to any issues that arise. In addition, she is skilled at educating residents about the key elements of the program in a comprehensible manner.

We have established a toll-free number for Borough residents (and businesses, if applicable) to call to provide customer support. The Administrator, and a trained team of call center representatives, will expeditiously respond to all customer inquiries and public education concerns. The Administrator will also coordinate with the awarded third party supplier to resolve any complaints or billing issues that arise.

In short, the Project Team will provide ongoing support and a high level of commitment during the entire term of a supply contract. Resumes of the Project Team, detailing their experience and individual qualifications, can be found in Attachment 2. It is also important to note that the firm is located less than an hour away from Flemington and we can provide in-person attention on short notice.

4) Fee Proposal

In order to perform consultant services for Flemington, Gabel Associates shall be paid by the winning supplier(s), and none of Gabel Associates' fees will be the responsibility of the Borough. More specifically, Gabel Associates proposes that the Request for Bids for Electric Supply Service include a requirement that bid prices must include a management fee ($/kilowatt hour).

No payments will be remitted unless and until a power supply contract is awarded. The suppliers shall include this management fee in their bid prices and the winning supplier will invoice participants based on the Bid Price each month and, subsequent to collection of payment from participants, the winning supplier would remit payment of the collected management fees directly to Gabel Associates on a monthly basis. Gabel Associates will also bear the cost of obtaining any usage data for any commercial customers in the GEA program. **No management fees will be collected by Gabel Associates unless and until a successful bid yields positive savings and an electric supply contract is awarded by the Borough.**

It is our understanding that Flemington expressed interest in forming a joint GEA program with nearby Raritan Township (a current client of Gabel Associates). In light of this possibility, we have provided the following two (2) fee options below:

- **Option 1 (Joint Program with Raritan Township): $0.00069 per kilowatt hour**

- **Option 2 (Single Program Comprised of Flemington Only): $0.0015 per kilowatt hour**

As discussed above, we have direct experience in successfully implementing a multi-municipality effort (with another under development) and can share our insights if the program is expanded into a joint effort. As you will notice, pricing for the joint program captures the economies of scale associated with a larger effort.

Certain expenses are required in order to implement a GEA which are not included in the management fee. These expenses are recoverable from the selected supplier and will not be borne by the Borough. Two mailings are necessary for a successful GEA: the first will serve to inform the public that a GEA is being implemented in the Borough; and the second will be sent after a winning supplier is chosen and will contain pricing and opt-out provisions. Costs for the initial informational mailer will be paid by Gabel Associates and recovered from the selected supplier if an award is made. The second mailer will be the responsibility of the selected supplier.

Please note that based on this proposal, there is no risk to the Borough. All costs incurred by Gabel Associates are contingent upon an award being made. Flemington has no financial obligation to Gabel Associates under this proposal. Gabel Associates gets paid through the rate in this proposal, and this rate is collected from the supplier through the duration of the energy supply contract. If no award is made, then Gabel Associates does not receive its fees as described in this proposal.

Attachment 1:
BPU Registrations

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

State of New Jersey

Board of Public Utilities

44 S. Clinton Ave., P.O. Box 350, Trenton, New Jersey 08625

HEREBY REGISTERS

Gabel Associates, Inc.
417 Denison Street
Highland Park, New Jersey 08904

To conduct business in the State of New Jersey as an

Energy Agent

BOARD OF PUBLIC UTILITIES

Kristi Izzo
Secretary of the Board

Registration No.	EA-0021
Effective Date:	November 22, 2013
Expiration Date:	November 21, 2014

State of New Jersey

Board of Public Utilities

44 S. Clinton Ave., P.O. Box 350, Trenton, New Jersey 08625

HEREBY REGISTERS

Gabel Associates, Inc.
417 Denison Street
Highland Park, New Jersey 08904

To conduct business in the State of New Jersey as an

Energy Consultant

Kristi Izzo
Secretary of the Board

Registration No.	EC-0002
Effective Date:	November 22, 2013
Expiration Date:	November 21, 2014

State of New Jersey

Board of Public Utilities

44 S. Clinton Ave., P.O. Box 350, Trenton, New Jersey 08625

HEREBY REGISTERS

Gabel Associates, Inc.
417 Denison Street
Highland Park, New Jersey 08904

To conduct business in the State of New Jersey as a

Private Aggregator

Kristi Izzo
Secretary of the Board

Registration No.	PA-0148
Effective Date:	November 22, 2013
Expiration Date:	November 21, 2014

Attachment 2:
Resumes of the Project Team

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Steven Gabel
President

Overview of Experience

Steven Gabel, President of Gabel Associates, has more than 30 years of experience in assisting clients in strategic energy issues, regulatory and utility matters, financial analysis, and technology evaluations. He has provided consulting support to the development of a wide array of electric generation projects. Through his leadership roles, Mr. Gabel has gained extensive experience in energy procurement, renewable project development, policy analysis, energy efficiency, energy forecasting and modeling, and detailed economic and cost/benefit analysis.

Mr. Gabel is an economist with a background in pricing, industrial organization, public policy and the history of economic thought. He founded Gabel Associates in 1993 with the goal of providing a wide range of economic, technical, regulatory and marketplace advice and analysis in the energy and environmental industries.

Mr. Gabel possesses an extensive regulatory background and was involved in electric and natural gas utility regulatory and ratemaking for many years in the regulatory arena before entering private practice. He has utility rate design and tariff expertise and has been responsible for reviewing every aspect of public utility rate cases and sponsoring expert testimony. He has testified as an expert in utility tariff design, utility unbundled rates, industry restructuring and a host of other issues. He also helped pioneer the first successful Government Energy Aggregation (GEA) program in the state.

Mr. Gabel assists clients with the analysis and implementation of innovative, cost effective energy projects that reduce costs and enhance environmental quality. He has been entrusted to evaluate the feasibility and, if deemed viable, the development of generation technologies such as solar, wind, combined heat and power, landfill gas-to-energy, biofuel, waste, natural gas, and coal. Mr. Gabel has undertaken renewable fuel, energy market, and technology analysis both on a facility specific basis and for geographic regions. He also has extensive knowledge of regional transmission organizations and utility operations. He has facilitated grid interconnection issues for various renewable projects.

Mr. Gabel has been on the forefront of renewable energy policy development in the region. He served on the Governor's Renewable Energy Task Force for New Jersey, which is the basis for New Jersey's renewable portfolio standard and continues to serve on various committees that help structure sound renewable policy and sustainable market dynamics.

Prior to his role at Gabel Associates, Mr. Gabel was the Director of the Electric Division at the New Jersey Board of Public Utilities and the Director of the Division of Solid Waste Management at the New Jersey Department of Environmental Protection.

In addition to in-depth knowledge of public utility ratemaking in a fully regulated regulatory model, Mr. Gabel was intimately involved in all phases of the deregulation of the energy industry in New Jersey, commencing with the development of New Jersey's off-tariff rate agreement (OTRA) law in the mid-1990's and subsequent deregulation law (EDECA) enacted in 1999.

Professional Qualifications

M.A., Economics,
Rutgers University, 1981

B.A., Economics, minor in Math,
University of Pennsylvania, 1978

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Years of Experience: 30+

Years With Gabel Associates: 20

Gabel Associates, Inc.

www.gabelassociates.com

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Steven Gabel
President

Notable Projects

•Government Energy Aggregation (GEA) Programs: Supported GEA programs in various towns in New Jersey, including Plumsted (the first successful GEA program in New Jersey), Toms River, Montgomery, West Orange, Colts Neck, West Amwell/Lambertville, Little Ferry, and Monroe.

•Alliance for Competitive Energy Services ACES: Management of an electric and natural gas aggregation, which includes over 430 public school districts in New Jersey

•Port Authority of NY/NJ: Managed energy procurement activities on behalf of the Port Authority of NY/NJ

•New Jersey Sustainable Joint Energy Meeting (NJ SEM): Supports the NJ SEM energy aggregation group, which includes energy procurement activities for over 185 governing bodies

•State of New Jersey: Supported energy procurement activities, including: data management, RFP drafting, and bid evaluation; also supported comprehensive energy efficiency evaluations to improve the overall energy footprint of State buildings and facilities.

•County-wide Renewable Energy Programs: Managed procurement and development efforts and developed unique financing structure for county-wide solar programs which included over 100 sites in Morris, Sussex, Somerset, Mercer, and Hudson counties in New Jersey

•Rutgers University: Provided in-depth economic, financial, and technical analysis as well as bid evaluation activities for the University's 1.3 MW solar project and subsequent 8 MW project

•Atlantic City Convention Center (ACCC): Provided in-depth economic, financial, and technical analysis as well as bid evaluation activities for the ACCC's solar project, which totaled over 2 MW

•Department of Veterans Affairs: Supported several renewable energy feasibility studies at various VA sites across the country

•New Jersey Meadowlands Commission: Supported detailed energy efficiency evaluations at the Administration Building and Environmental Center. Also supported the development of a 3 MW solar project, which was the first landfill mounted solar project in New Jersey.

•New Jersey School Boards Association (NJSBA): Supported an energy efficiency audit of the NJSBA facility located in Trenton, New Jersey.

•Fishermen's Energy: Provides support in the development of a 24 MW offshore wind farm to be located off the coastline of Atlantic City, New Jersey

•Delaware Sustainable Energy Utility (DSEU): Supporting the DSEU in its evaluation and development of sustainable energy programs.

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Robert Chilton

Executive Vice President/Project Manager

Overview of Experience

Robert Chilton has more than 30 years of experience in the energy industry. As Executive Vice President of Gabel Associates, Mr. Chilton directs and performs analysis of a wide range of energy issues including energy procurement for individual customers and aggregated groups, renewable energy and combined heat and power project development, retail and wholesale market price analysis, ISO transmission, and energy and capacity market issues. He also has a comprehensive regulatory background and has supported the development of structural changes in energy policy.

Mr. Chilton is highly skilled at conducting detailed benefits analysis, feasibility studies, and energy market forecasts for electric energy and natural gas. He oversees the firm's energy procurement activities, and has served as the Project Team leader for energy procurement activities on behalf of many public and private sector clients. He is also skilled at conducting cost/benefit analysis to help clients evaluate the impact of energy initiatives.

Mr. Chilton also serves a leadership role as Project Manager on several Government Energy Aggregation (GEA) programs throughout the state, which allows municipalities to reduce its residents' energy bills through an aggregated procurement approach. Through his guidance on the first GEA program in the state, the firm was able to develop "first-hand" knowledge and insights on how to effectively implement a successful GEA. He has played an integral role in implementing GEAs in various municipalities, which have resulted in significant savings for participants across the state. He has also been an active participant in the development of GEA regulations.

Mr. Chilton has also led the financial evaluation and procurement of numerous renewable energy, traditional, and combined heat and power projects and has prepared and sponsored expert testimony in a number of utility ratemaking matters. He is also familiar with utility operations and procedures and interacts regularly with some of the largest utilities in the region.

Prior to his current position, Mr. Chilton obtained strong executive-level managerial experience and regulatory and legislative background as the Director of Energy for the New Jersey Board of Public Utilities (NJBPU) from 1996 to 2000. He had an instrumental role in State policy and legislative initiatives including the development, passage and implementation of the landmark Electric Discount and Energy Competition Act, which deregulated the electric and natural gas industries in New Jersey. During this time, Mr. Chilton served as the principal policy advisor to the NJBPU concerning electric power and natural gas restructuring policy.

Mr. Chilton's extensive expertise in the energy industry in conjunction with his unique economic, financial, regulatory knowledge and strong analytical abilities, proves invaluable to clients interested in implementing strategic energy plans, in procuring or selling power and natural gas at either the retail or wholesale level, and in assessing and developing traditional and renewable energy projects.

Professional Qualifications

M.A., Economics,
Rutgers University, 1989

B.A., Environmental Science,
Rutgers University, 1982

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Years of Experience: 30+

Years With Gabel Associates: 14

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Robert Chilton
Executive Vice President

Notable Projects

•Government Energy Aggregation (GEA) Programs: Serves as Project Manager for GEA programs in various towns in New Jersey, including Plumsted I and II (the first successful GEA program in New Jersey), Toms River, Montgomery, West Orange, Colts Neck, West Amwell/Lambertville, Little Ferry, Monroe, Raritan, and the joint program comprised of Stafford, Lacey, and Manchester.

•Alliance for Competitive Energy Services (ACES): Program Manager for the ACES natural gas and electricity aggregation, which includes over 430 public schools in New Jersey

•New Jersey Sustainable Joint Energy Meeting (NJ SEM): Project Manager for the NJ SEM energy aggregation group, which includes over 185 governing bodies

•State of New Jersey: Serves as Project Manager for energy procurement activities, including: data management, RFP drafting, and bid evaluation. Also assists with solar project development activities.

•New Jersey Sewerage and Municipal Utilities Authority Electric Supply Aggregation (NJSMUAESA): Serves as Project Manager for energy procurement activities for the NJSMUAESA aggregation group, which is comprised of 13 individual authorities, formed to procure power supply for its treatment plant and pump station electric accounts.

•Cinnaminson Sewerage Authority: Serves as Project Manager for energy procurement activities for the Authority.

•Hudson County: Serves as Project Manager for energy procurement activities, including: data management, RFP drafting, and bid evaluation.

•NJ Sports and Exposition Authority: Serves as Project Manager for energy procurement activities, including: data management, RFP drafting, and bid evaluation.

•Stony Brook Regional Sewerage Authority: Assisted with the preparation of a comprehensive Energy Master Plan to help improve the Authority's energy profile

•Department of Veterans Affairs: Served as the Project Manager for several combined heat and power feasibility studies at various VA sites.

•New Jersey Meadowlands Commission (NJMC): Assisted with the development of a 3 MW solar project on the 1-A landfill within the NJMC district including financial and technical analysis, grant accomplishment, RFP preparation and evaluation, and contract negotiation. This was the first landfill-mounted solar project in the state

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Pamela G. Frank
Vice President

Overview of Experience

Pamela Frank, Vice President of Gabel Associates, has more than 15 years experience in sustainability issues and the renewable energy industry. She manages the firm's efforts related to the development of renewable energy, advanced technology, and energy efficiency projects. She also supports regulatory and analytical activities for these markets.

Ms. Frank is also knowledgeable on energy procurement activities, including Government Energy Aggregation (GEA) – a program developed for municipalities to procure energy savings on behalf of its residents. She has had an active role in educating multiple municipalities on the benefits of GEA and the process to implement a successful program. In addition, she serves on the Energy Task Force of Sustainable Jersey and worked with Sustainable Jersey's GEA-specific working group, where she helped to inform the program design for renewable energy content requirements and the related point structure.

Ms. Frank has served as a key stakeholder in the development of the solar energy market in New Jersey, which is considered one of the largest, most innovative markets in the nation. Since 2004, Ms. Frank has served on the state's Renewable Energy Task Force, the policy body that has shaped solar development in the State. She worked closely with the New Jersey Board of Public Utilities, legislative leadership and the Governor's Office for the successful passage of the Solar Advancement and Fair Competition Act of 2010, including building a diverse coalition of non-industry stakeholders to advance advocacy. This included successful advocacy for securitization vehicles through the Electric Distribution Companies (EDCs), where she was a key stakeholder in the design of the first generation of EDC long term contracting programs.

She has served as Project Developer/Project Manager for a wide-range of solar projects, and has expertise on project development issues in addition to other cost effective financing approaches.

Ms. Frank has more than a decade of experience designing, marketing and selling financing products to a diverse set of clients in the solar energy marketplace. She has served as the executive contact for multi-million dollar solar projects, where her role included negotiating contracts and overseeing all phases of the development process. Ms. Frank's extensive project experience, including her regulatory knowledge, gives her special insights into renewable energy policy analysis and allows her to successfully navigate clients through the multistage process of implementing a solar energy project, including both technical and financial considerations.

Prior to her work in the solar market, Ms. Frank served as the Founding Executive Director for the not-for-profit organization, GreenFaith. This organization, the first of its type in the nation, continues to inspire, educate and mobilize people of diverse religious backgrounds for environmental leadership.

One of Ms. Frank's greatest strengths is her ability to bring together leaders from diverse sectors to advance issues related to sustainability. In forging strategic relationships, she has created not-for profit and private sector partnerships to promote new markets for environmental products, with a sensitivity to the roles, responsibilities and goals unique to each partner.

Professional Qualifications

MPH, University of Medicine & Dentistry of NJ – School of Public Health, 2003

University of Pennsylvania Law School, Attended 1989 - 1991

B.A., Philosophy, University of Vermont, 1987

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Years of Experience: 15

Years With Gabel Associates: 2

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Pamela G. Frank
Vice President

Notable Projects / Work Experience

•Government Energy Aggregation (GEA) Programs: Supported a joint GEA program in West Amwell/Lambertville, which was the first program to include a renewable component.

•Served on the R-GEA Working Group of Sustainable Jersey and helped shape the program design of renewable energy content requirements and the related point structure for residential aggregation programs.

•New Jersey Sustainable Joint Energy Meeting (NJ SEM): Provides marketing support for the NJ SEM energy aggregation group (over 185 governing bodies).

•Department of Veterans Affairs: Served as Project Manager for solar feasibility studies at VA sites.

•Landfill Solar Feasibility Project: Supported assessments for solar development on over 20 landfill sites and completed comprehensive feasibility studies for the top five sites that demonstrated the greatest viability from an economic, locational, and environmental perspective.

•Resiliency Projects: Active in development of policy and regulation regarding solar, storage, PJM frequency regulation markets and net metering. Supported development of successful RFPs that couple solar and storage.

•Solar Market Activities: Active in the development and regulatory implementation of S-1925, which was signed into New Jersey law in July 2012, and accelerates the solar renewable portfolio standard requirements.

•Delaware Sustainable Energy Utility (DSEU): Supporting the DSEU in its evaluation and development of sustainable energy programs.

•St. Peter's University Hospital: Served as the Project Manager with an active role in all phases of project development for a 2 MW solar project, which includes flat roof arrays and solar canopies on six sites.

•Duke Farms: Served as Project Manager for the development of a 640 kW solar project, including economic analysis activities.

•Lighting the Way: Designed, implemented and served as project manager for the first program in the nation that brought solar to faith based institutions in New Jersey – schools, houses of worship, senior housing facilities, and community centers.

•Power Crop Initiative: Designed, implemented and served as project manager for the first program in the nation that brought solar to farms and agricultural properties in New Jersey.

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Bryan Hayward
Vice President – Chief Technical Officer

Overview of Experience

Mr. Hayward, Vice President of Gabel Associates, has over 20 years experience in conducting detailed analysis and modeling of energy markets. He provides consulting services to public and private sector clients in the areas of energy procurement, cost reduction, and project planning.

Since 1994, Mr. Hayward has served the role of primary analyst and is responsible for conducting or overseeing economic and technical analysis for the firm. He specializes in developing software systems that can manage large quantities of data and are used for analyzing a wide range of projects, including aggregation group management. He conducts economic evaluations of clients' energy consumption and provides analysis of energy saving alternatives. He has also served as a Lead Analyst for several successful Government Energy Aggregation (GEA) programs. He is highly knowledgeable on tariff structure and can quickly analyze energy savings associated with third party supply.

Mr. Hayward is skilled at completing comprehensive economic and financial analysis related to energy project development. He has created advanced modeling software to manage real time databases for large aggregation groups for the purpose of purchasing electricity, natural gas and other energy services. These software models were integral to the first successful aggregated customer energy program in the State of New Jersey. He has also developed software to model regional energy pricing data and for scheduling generation with PJM.

In addition, Mr. Hayward is proficient at performing cost/benefit analyses and economic evaluations for various projects. He performs research on energy issues related to the development of public and private projects, including federal and local regulatory issues, contractual, and financial issues. His innovative and creative manner allows him to develop unique solutions to increase the speed and reliability of an array of energy consulting services.

Mr. Hayward also closely monitors the power market and maintains extensive databases on energy pricing data. Through the creation of a Microsoft Access-based model, he is able to compile historical pricing records on regional energy markets. Through this model, Mr. Hayward has the ability to undertake advanced analysis of PJM markets including price duration curves, locational analysis, or other configurations for all energy pricing points in the PJM territory.

Professional Qualifications

B.A., Psychology,
Rutgers University, 1989

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Years of Experience: 20+

Years With Gabel Associates: 20

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Bryan Hayward
Vice President – Chief Technical Officer

Notable Projects

•Government Energy Aggregation (GEA) Programs: Serves as a Lead Analyst for GEA programs in various towns in New Jersey, including Plumsted (the first successful GEA program in New Jersey), Toms River, Montgomery, West Orange, Colts Neck, West Amwell/Lambertville, Little Ferry, and Monroe

•Alliance for Competitive Energy Services (ACES): Provides data management and comprehensive tariff and savings analysis for the ACES natural gas and electricity aggregation, which includes over 430 public schools in New Jersey

•State of New Jersey: Provided data management support, bid evaluation, and tariff and savings analysis related to the State's electricity and natural gas procurement activities

•New Jersey Sustainable Joint Energy Meeting (NJ SEM): Provides analytical support for the NJ SEM energy aggregation group (over 185 governing bodies) including database management and tariff and savings analysis

•Caldwell-West Caldwell Cooperative Purchase Group: Served as the Lead Analyst for over 10 years regarding natural gas procurement for Caldwell-West Caldwell as well as six other districts

•NJ Sports and Exposition Authority: Served as the Lead Analyst for energy procurement activities

•New Jersey Sewerage and Municipal Utilities Authority Electric Supply Aggregation (NJSMUAESA): Serves as the Lead Analyst for the NJSMUAESA, an aggregation group comprised of 13 individual authorities, formed to procure power supply for its treatment plant and pump station electric accounts

•Energy Modeling/Forecasting Expertise: Conducts detailed energy modeling and forecasting for renewable energy initiatives

•Solar Energy Scheduling Software: Developed proprietary software for scheduling solar generation in PJM

•Covanta Energy: Prepares detailed reports that monitor market change and price volatility and provides in-depth information on historic and future natural gas and electricity prices

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Olivia Corkedale
Senior Associate

Overview of Experience

Olivia Corkedale, Senior Associate at Gabel Associates, is extremely active in energy procurement activities. She also provides regulatory and policy support, economic and financial analysis, energy usage data analysis, and renewable energy and energy efficiency project development.

Ms. Corkedale supports energy procurement activities for electric and natural gas supply for public and private clients. She also has played an active role in the implementation of multiple Government Energy Aggregation (GEA) programs across the state. Specifically, she has extensive experience serving the role of Program Administrator, which entails ongoing interaction with residents and suppliers to provide education and facilitate any concerns.

Ms. Corkedale maintains ongoing dialogue with several key entities including the Board of Public Utilities, the Division of Rate Counsel, and utilities with regard to GEA regulations. This frequent interaction helps augment her ability to administer the GEA bid process, develop bid specifications and provide superior client relation support. She also maintains active communication with third party suppliers.

Ms. Corkedale supported two successful county-wide solar aggregation projects through utility tariff analysis and conducting associated energy savings and economic analysis. She has also been involved in analyzing supply and demand for the renewable energy market as well as forecasting solar renewable energy certificates (SRECs).

She supported two campus-wide energy efficiency audits for the State of New Jersey at the State Police Headquarters and the New Jersey School for the Deaf. She conducted site visits, reviewed engineering cost estimates, and performed financial analysis in order to determine the feasibility of energy efficiency for a wide-range of State facilities.

She also supported the energy efficiency audit of the New Jersey School Boards Association (NJSBA) facility located in Trenton, New Jersey. Ms. Corkedale provides ongoing marketing efforts to support the ACES Plus initiative, a program implemented in collaboration with NJSBA to provide energy consulting services to school boards across the state, including energy efficiency audits, renewable energy studies, SREC sales and the implementation of state-of-the-art resiliency technologies.

In addition, Ms. Corkedale is active in energy market reporting and has researched PJM wholesale energy markets and pricing to provide economic deliverables.

Professional Qualifications

B.A., Economics, B.A. International Politics, minor in Spanish
The Pennsylvania State University, 2011

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Years of Experience: 3.5

Years With Gabel Associates: 3

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Olivia Corkedale
Senior Associate

Notable Projects

•Government Energy Aggregation (GEA) Programs: Serves as the Program Administrator for GEA programs in various towns, including Plumsted (the first successful GEA program in New Jersey), Toms River, Montgomery, West Orange, Colts Neck, West Amwell/Lambertville, Little Ferry, Monroe, Raritan, and the joint program comprised of Stafford, Lacey, and Manchester.

•Alliance for Competitive Energy Services (ACES): Provides data management and analysis for the ACES natural gas and electricity aggregation, which includes over 430 public schools in New Jersey.

•New Jersey Sports and Exposition Authority: Supported natural gas procurement activities for the Meadowlands Sports Complex and Monmouth Park Racetrack facilities, totaling 28 accounts

•Passaic Valley Sewerage Commission: Supported electric and natural gas procurement activities for the PVSC facilities including data analysis and bid evaluation.

•New Jersey Sewerage and Municipal Utilities Authority Electric Supply Aggregation (NJSMUAESA): Supports energy procurement activities for the NJSMUAESA aggregation group, which is comprised of 13 individual authorities, formed to procure power supply for its treatment plant and pump station electric accounts.

•Passaic County Improvement Authority: Assisted in collecting utility information, and conducting economic studies / savings analysis for its solar renewable energy program.

•State of New Jersey: Conducted two campus-wide energy efficiency audits providing individualized economic analysis and model development for each recommended energy efficiency measure ranging in size and complexity from complete boiler de-centralization to lighting and occupancy sensor installations.

•Teaneck Board of Education: Assisted with the New Jersey energy efficiency rebate applications for the BOE's Energy Savings Improvement Plan (ESIP) inclusive of multiple energy efficiency technologies at four schools.

•New Jersey School Boards Association (NJSBA): Supported an energy efficiency audit of the NJSBA facility located in Trenton, New Jersey.

•North Warren Regional School District: Conducted solar feasibility studies, economic analysis and written assessments for use in the District's Request for Proposal.

•Hudson County Improvement Authority: Assisted in providing economic analysis for individual local units to determine estimated savings associated with solar projects.

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Michael Borgatti
Director RTO Services

Overview of Experience

Mr. Borgatti, Director RTO Services, has over 7 years of experience on energy and policy related issues. He is the firm's principal representative addressing the operations, procedures, and markets of regional transmission organizations (RTO), including PJM - the operator that ensures the reliability of the largest centrally dispatched grid in North America. RTOs operate transmission systems and wholesale energy markets in different regions of the United States. RTOs serve as the foundation of competitive wholesale electricity markets in the United States.

Mr. Borgatti is an expert on the complex, technical operations of RTOs. He translates the technical complexities of RTOs into the business plans of his clients. This enables clients to develop strategic plans that effectively address the operational and technical characteristics and constraints of the RTO.

Mr. Borgatti has extensive PJM expertise and participates in various PJM committees and working groups, including the Members Committee, the Markets and Reliability Committee, and the Market Implementation Committee. These groups are where emerging issues, business and market rules are debated and decided. They are integral to developing and refining PJM's rules, policies and processes and resolving difficult market and technical issues.

He also monitors PJM's Demand Response Subcommittee for issues that could impact demand response programs and also advises clients on how to effectively receive revenues from this market.

Mr. Borgatti also facilitates generation interconnection studies and interconnection service agreements among new generation resources, the local transmission system owner, and the RTO. His expertise allows Gabel Associates' clients to effectively advance and protect their business interests in the wholesale and retail energy markets.

Mr. Borgatti has provided market analysis, risk assessment, and developed financial strategies associated with both the energy and capacity market.

Mr. Borgatti possesses a strong understanding of regulatory and ratemaking issues and policy based on his assistance with project development activities and his previous years as a legal specialist.

Prior to his role at Gabel Associates, Mr. Borgatti worked as a federal energy litigation and policy legal specialist for the New Jersey Board of Public Utilities, where he advised senior leadership, including, the Board President, Chief Counsel, and Governor's Office regarding various issues related to federal energy policy. He developed and executed litigation strategies for matters before the Federal District Courts, United States Circuit Courts of Appeals and the Federal Energy Regulatory Commission.

Mr. Borgatti also managed a multi-disciplinary team that provided policy and litigation advice on all federal energy matters.

Professional Qualifications

J.D., Rutgers University School of Law, 2011

B.A., Environmental Biology, The University of Colorado Boulder, 2006

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Years of Experience: 7

Years With Gabel Associates: 1.5

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Michael Borgatti
Director RTO Services

Expertise Overview / Notable Projects

•Provides regulatory and policy support and analysis

•Provides ongoing expert advice and advocacy services for numerous clients on PJM issues

•Serves as a representative on several PJM committees including the Members Committee, the Markets and Reliability Committee, and the Market Implementation Committee

•Knowledgeable on Demand Response programs and structure

•Strong understanding of wholesale market rules and structure, including regulation services (i.e., ancillary services)

•Support and evaluate specific projects for entities transacting within the PJM markets. Recent project support includes evaluation of the associated impact from regulatory changes to PJM's capacity market to utility-scale energy efficiency projects, generation assets, and demand response resources.

•Assists clients with grid interconnection issues

•Assists clients in developing bid and offer strategies for the PJM energy and capacity markets for both demand response and traditional generation resources

•Supports financial analysis associated with asset valuation and power plant development activities

•Served a past role as New Jersey's representative to PJM and FERC for all wholesale market activities

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Isaac Gabel-Frank
Senior Associate

Overview of Experience

Isaac Gabel-Frank, Senior Associate at Gabel Associates, joined the firm in December 2009. Mr. Gabel-Frank assists clients in energy procurement, renewable and cogeneration project feasibility, and economic and tariff analysis.

Mr. Gabel-Frank assists in developing economic procurement options for energy supply that conforms to the risk tolerance and internal objectives of our clients. His knowledge of regulation and energy markets provides a solid foundation for implementing an effective procurement approach.

He is also skilled on implementing energy programs that seek to reduce energy consumption. Specifically, he has specialized knowledge on demand response programs and can effectively support clients in evaluating this revenue opportunity.

Mr. Gabel-Frank assists in the development of numerous energy efficiency and renewable projects including performing in-depth feasibility, economic, technical, and utility tariff analysis, which incorporates long-term utility and energy forecasts. He is also skilled at calculating energy savings associated with various project structures.

Mr. Gabel-Frank also developed a model that calculates energy savings and potential rebates associated with energy efficiency projects.

He also supports county-wide solar aggregation projects through analysis of utility tariffs and associated cost/benefit analysis.

In addition, Mr. Gabel-Frank had an active role in supporting the solar, wind, geothermal, and cogeneration feasibility assessments that were completed at several sites throughout the country for the Department of Veterans Affairs.

Professional Qualifications

BA., Economics, Political Science, English Writing
University of Pittsburgh, 2009

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Years of Experience: 5

Years With Gabel Associates: 4.5

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Isaac Gabel-Frank
Senior Associate

Notable Projects / Work Experience

•Clayton Companies: Supported energy procurement activities for Clayton's facilities around the state

•State of New Jersey: Provided tariff and economic analysis for a campus-wide energy efficiency project

•Teaneck Board of Education: Provided tariff and economic analysis for Teaneck's energy efficiency project

•Morris County Improvement Authority (MCIA): Assists with economic analysis and solar evaluation related to the MCIA's Renewable Energy Program

•New Jersey Transit: Assisted in developing and preparing a five year sustainability report

•Ocean County Utilities Authority (OCUA): Assisted in conducting wind and solar feasibility assessments for 4 water treatment facilities at the OCUA

•Department of Veterans Affairs – Provided comprehensive economic and financial analysis for solar, wind, geothermal and CHP feasibility studies at VA sites

•Rutgers University: Assisted with the vendor evaluation process for a 1.3 MW ground mounted solar project

•Lacey Board of Education: Assisted with the marketing and sale of renewable energy certificates (SRECs) associated with a 1.5 MW solar project

•Large Demand Response Aggregator: Assisted with unit pipeline forecasting and strategic development of capacity market position

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Carol Friedman
Associate

Overview of Experience

Carol Friedman, Associate at Gabel Associates, has over 15 years experience in developing and implementing energy procurement plans on behalf of clients, including New Jersey's public schools, independent private colleges, hospitals, and counties. Ms. Friedman works closely with each client to ensure that they are best served by the aggregation.

She undertakes complex negotiations with respect to retail transactions. She assists in load data analysis of third-party supplier bids to evaluate potential cost savings for aggregation clients and is extremely proficient at managing a large number of clients along with their large volumes of data. She interfaces with state agencies on a regular basis to ensure compliance of public aggregation programs with state law and regulation.

Ms. Friedman works closely with New Jersey electric utilities and energy aggregation customers to facilitate switching to third-party suppliers and to resolve billing disputes.

Ms. Friedman serves as Program Coordinator for several of Gabel Associates aggregation programs including ACES – the Alliance for Competitive Energy Services, a program managed by Gabel Associates, which purchases electricity and/or natural gas for over 430 school districts in New Jersey through the New Jersey School Boards Association, the New Jersey Association of School Board Officials, and the New Jersey Association of School Administrators. She has served this role for over 10 years and is extremely proficient at managing large volumes of data.

Ms. Friedman manages daily communications with clients, energy suppliers, school boards and state agencies. She prides herself on the customer service and personal attention she provides to all clients.

In addition, her unmatched interaction with third party suppliers has proved valuable in the evaluation and ranking of qualified suppliers throughout the Government Energy Aggregation (GEA) process. An evaluation team is developed in each GEA program that thoroughly evaluates every supplier and calls all references to ensure that the prospective bidders are fully qualified and staffed to excel in a GEA program in New Jersey. Ms. Friedman's evaluations and recommendations have been insightful and critical to the assessment of bidders in the Plumsted, Montgomery, Toms River, Colts Neck and Little Ferry programs.

Professional Qualifications

M.S.W.,
Rutgers University, 1990

B.A., Politics,
New York University, 1984

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Years of Experience: 15

Years With Gabel Associates: 15

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Carol Friedman
Associate

Notable Projects

•Government Energy Aggregation (GEA) Programs: Supported GEA programs in Plumsted (the first successful GEA program in New Jersey) and Montgomery including conducting supplier evaluations.

•Alliance for Competitive Energy Services (ACES): Serves as Program Coordinator for the ACES electric and natural gas aggregation, which includes over 430 public school districts in New Jersey.

•Essex County and Hudson County: Management of client relations in the procurement of electricity for the Essex Hudson Regional Cooperative Pricing System (EHRCPS), which includes over 30 municipalities' electric accounts.

•New Jersey Sustainable Joint Energy Meeting (NJ SEM): Provides support for the NJ SEM energy aggregation group (over 185 governing bodies) including client relations, bid assistance, and significant supplier interaction.

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Ben Pearlman

Associate / GEA Customer Support

Overview of Experience

Ben Pearlman assists clients with energy procurement activities including data management, bid administration, and review of bid results.

Mr. Pearlman assists in developing economic procurement options for energy supply that conforms to the risk tolerance and internal objectives of our clients. He also maintains frequent interaction with competitive suppliers to ensure the bid process is seamless and efficient.

He has been actively involved in customer support activities for Government Energy Aggregation (GEA) programs in New Jersey, with a focus on addressing any inquiries as well as educating residents about the program.

He is knowledgeable on GEA program structure and helps facilitate resident concerns or questions. His customer support skills have proved invaluable when alleviating resident issues. Specifically, he has assisted with GEA programs in Monroe, West Orange and the joint program comprised of West Amwell and Lambertville.

Mr. Pearlman offers exceptional communication and problem solving skills to help maintain the overall efficiency of the program, while also demonstrating significant professionalism. He excels at providing solutions that are creative and effective.

He also tracks historic energy pricing in PJM and provides weekly updates containing price analysis.

Professional Qualifications

B.A., Theology
Georgetown University, 2012

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Years of Experience: 1

Years With Gabel Associates: 1

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Ben Pearlman

Associate / GEA Customer Support

Notable Projects / Work Experience

•Government Energy Aggregation (GEA) Programs: Supports GEA programs in various towns in New Jersey, including Montgomery, West Orange, and Amwell/Lambertville (joint program).

•Passaic Valley Sewerage Commission: Supported electric and natural gas procurement activities on behalf of the PVSC.

•Mercer County Improvement Authority (MCIA): Supported electric procurement activities on behalf of the MCIA.

•Alliance for Competitive Energy Services (ACES): Provides customer support for the ACES natural gas and electricity aggregation, which includes over 430 public schools in New Jersey

•Essex County and Hudson County: Supported dispute resolution and attainment of summary billing for some members of the Essex Hudson Regional Cooperative Pricing System (EHRCPS), an electric procurement cooperative that includes over 30 municipalities' electric accounts.

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Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Attachment 3:
Business Registration Certificate

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

STATE OF NEW JERSEY
BUSINESS REGISTRATION CERTIFICATE
FOR STATE AGENCY AND CASINO SERVICE CONTRACTORS

DEPARTMENT OF TREASURY/
DIVISION OF REVENUE
PO BOX 252
TRENTON, N J 08646-0252

TAXPAYER NAME:
GABEL ASSOCIATES, INC.

TRADE NAME:

TAXPAYER IDENTIFICATION#
223-405-400/000

CONTRACTOR CERTIFICATION#
0108524

ADDRESS
417 DENNISON ST
HIGHLAND PARK NJ 08904-2733

ISSUANCE DATE:
12/10/01

EFFECTIVE DATE:
10/11/95

Patricia A. Chiacchio
Director, Division of Revenue

FORM-BRC(08-01)

This Certificate is NOT assignable or transferable It must be conspicuously displayed at above address

Attachment: Gabel - Flemington GEA Proposal 10-7-14 (2014-189 : Authorizing the Hiring of Gabel and Associates)

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Council Ordinance
Prepared By: Rebecca Newman

SCHEDULED

Initiator: Rebecca Newman
Sponsors:

ORDINANCE 2014-22

DOC ID: 1691

FIRST READING: an Ordinance Authorizing the Establishment of a Government Energy Aggregation Program

ORDINANCE NO. _____

AN ORDINANCE OF THE BOROUGH OF FLEMINGTON, COUNTY OF HUNTERDON, STATE OF NEW JERSEY, AUTHORIZING THE ESTABLISHMENT OF A GOVERNMENT ENERGY AGGREGATION PROGRAM

WHEREAS, the Government Energy Aggregation Act, N.J.S.A. 48:3-93.1 *et seq.* governs the establishment of a government energy aggregation program, which is a government-operated purchasing cooperative through which multiple energy consumers purchase energy together under the auspices of a government aggregator; and

WHEREAS, the New Jersey Board of Public Utilities ("BPU") has promulgated rules (N.J.A.C. 14:4-6) for the implementation of government energy aggregation programs; and

WHEREAS, pursuant to the Government Energy Aggregation Act, N.J.S.A. 48:3-93.1 *et seq.*, the Borough seeks to establish a Government Energy Aggregation Program ("Program") for the provision of electricity within the Borough, for the purpose of obtaining power supply cost savings for residential and business participants in the Borough; and

WHEREAS, the Flemington Borough Council intends to serve as the Lead Agency conducting a Government Energy Aggregation Program in Flemington Borough and, in that capacity and consistent with applicable rules, to solicit proposals and enter into a contract for the provision of electric generation services on behalf of residential and business customers within the boundaries of the Borough, to the extent that such a contract will produce power supply cost savings to residents and businesses; and

WHEREAS, the Flemington Borough Council will from time to time during the Effective Period as defined below solicit proposals from electric power suppliers for electric generation services through the Program in which the Flemington Borough Council will act as Lead Agency of the Flemington Borough - Community Energy Aggregation ("FB-CEA"); and

WHEREAS, the Flemington Borough Council will from time to time during the Effective Period as defined below issue one or more Request for Proposals for electric generation services and energy aggregation services on behalf of the FCEA pursuant to the Local Public Contract Law Regulations, the Government Energy Aggregation Act and the Electric Discount and Energy Competition Act; and

WHEREAS, the Flemington Borough Council is exploring the potential to join with one or more neighboring municipalities via a cooperative pricing system to implement the Borough's Government Energy Aggregation Program in order to potentially achieve economies of scale and greater benefits for Borough residents ; and

WHEREAS, the Flemington Borough Council will only award contracts for said electric generation service and energy aggregation services to electric power suppliers that are deemed qualified and that submit price bids lower than the prevailing price for utility-provided basic generation service;

WHEREAS, pursuant to applicable BPU rules, the Borough needs to enter into an Electric Distribution Company Aggregation Agreement with Jersey Central Power and Light ("JCP&L"); and

WHEREAS, N.J.S.A. 48:3-93.1 *et seq.* requires the Program to be established by ordinance.

NOW, THEREFORE, BE IT ORDAINED by the governing body of the Borough of Flemington, County of Hunterdon, State of New Jersey as follows:

SECTION 1. The Borough hereby establishes a Government Energy Aggregation Program, in accordance with the provisions of the Government Energy Aggregation Act, N.J.S.A. 48:3-93.1 *et seq*.

SECTION 2. The Mayor is authorized to execute and the Clerk to attest to the execution of and Electric Distribution Aggregation Agreement, in a form acceptable to the Borough, with Jersey Central Power and Light ("JCP&L").

SECTION 3. The Flemington Borough Council will act as Lead Agency of the FB-CEA and, in that capacity, and consistent with applicable rules, will solicit proposals for electric generation service and energy aggregation services on behalf of Borough residents and businesses, and enter into a contract for such services provided that the lowest qualified bid price is below the prevailing price for utility-provided basic generation service or, if deemed in the Borough's best interests, the Borough Council may elect, through resolution, to join a cooperative pricing system with one or more neighboring municipalities for purposes of implementing the FB-CEA, and solicit proposals for electric generation service and energy aggregation services on behalf of Borough residents and businesses, and enter into a contract for such services provided that the lowest qualified bid price is below the prevailing price for utility-provided basic generation service, through such cooperative pricing system .

SECTION 4. As Lead Agency the Flemington Borough Council will execute a master performance agreement that obligated the participants in the FB-CEA to purchase electricity at terms and conditions stated therein with a third party supplier who has been awarded the contract by the Lead Agency on behalf of participating members of the FB-CEA, and provided that such contract shall be at prices reasonably forecast and estimated by the Flemington Borough Council to provide savings to participants relative to the price charged for basic generation service by JCP&L.

SECTION 5. The authorization provided to the lead agent shall be valid until _____ (the "Effective Period"), at which time the FB-CEA will be subject to renewal at the discretion of the

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Financial Approval
Prepared By: Rebecca Newman
Initiator: Rebecca Newman
Sponsors:
DOC ID: 1677

TABLED

RESOLUTION 2014-180

Approving the Appointment of Lori Hughes to the Environmental Commission

Borough of Flemington
County of Hunterdon

WHEREAS, Diana Davis has resigned from the Environmental Commission thus creating a vacancy; and

WHEREAS, Lori Hughes, residing at 19 Bonnell Street, has expressed an interest in becoming a member of the Flemington Borough Environmental Commission.

NOW THEREFORE BE IT RESOLVED, by the Mayor and Common Council of the Borough of Flemington, County of Hunterdon, State of New Jersey, that Lori Hughes be appointed to the Flemington Borough Environmental Commission effective immediately through 12/31/2014.

Adopted: October 27, 2014

ATTEST:

Rebecca P. Newman, RMC
Borough Clerk

Erica Edwards, Mayor

HISTORY:

10/14/14	**Governing Body**	**TABLED**	**Next: 10/27/14**

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Appointments
Prepared By: Rebecca Newman
Initiator: Rebecca Newman
Sponsors:
DOC ID: 1678

TABLED

RESOLUTION 2014-181

Authorizing the Closing of Streets for Halloween Festivities

Borough of Flemington
County of Hunterdon

WHEREAS, the Flemington VFW has requested that Main Street be closed from Capner to Mine Street on October 31, 2014 from 5:00 PM to 8:00 PM for the Halloween activities; and

WHEREAS, the Flemington Borough Police Department has reviewed this request and has approved the road closure as requested; and

NOW THEREFORE BE IT RESOLVED, by the Mayor and Common Council of the Borough of Flemington, County of Hunterdon, State of New Jersey, that the requested road closure as outlined above is approved for the Flemington Borough VFW for the Halloween activities being held on October 31, 2014.

Adopted: October 27, 2014

ATTEST:

_____ _____

Rebecca P. Newman, RMC
Borough Clerk

Erica Edwards, Mayor

HISTORY:

10/14/14	**Governing Body**	**TABLED**	**Next: 10/27/14**

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Board Policy
Prepared By: Rebecca Newman
Initiator: Rebecca Newman
Sponsors:
DOC ID: 1696

SCHEDULED

RESOLUTION 2014-190

Accepting the Offer of $75,000 for the Borough Owned Vacant Lot on Allen Street and Authorizing the Mayor and Clerk to Sign Closing Documents

BOROUGH OF FLEMINGTON
COUNTY OF HUNTERDON

WHEREAS, the Borough of Flemington listed the vacant lot on Allen Street at $93,000.00 as per resolution 2014-163; and

WHEREAS, an offer of $75,000.00 has come in; and

WHEREAS, the realtor has stated he believes this is a reasonable offer based on the feedback he received from clients who expressed interest and who looked at the lot.

NOW THEREFORE BE IT RESOLVED, by the Mayor and Common Council of the Borough of Flemington, County of Hunterdon, State of New Jersey that the offer of $75,000.00 be accepted and that the Mayor and Clerk are authorized to sign all necessary docuements relative to the sale.

Adopted: October 27, 2014

ATTEST:

_____ _____
Rebecca P. Newman, RMC Erica Edwards, Mayor

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Board Policy
Prepared By: Rebecca Newman
Initiator: Rebecca Newman
Sponsors:
DOC ID: 1695

SCHEDULED

RESOLUTION 2014-191

Declaring Two Police Vehicles as Surplus and Authorizing Them to be Sold by Sealed Bid

BOROUGH OF FLEMINGTON
COUNTY OF HUNTERDON

WHEREAS, there are two police vehicles that are no longer useful to the Flemington Borough Police Department as follows:

2007 Ford Crown Victoria VIN #2FAFP71W37X113167
2004 Dodge Durango VIN #1DAHB38N64F1412048
; and

WHEREAS; these vehicles can be sold at auction.

NOW THEREFORE BE IT RESOLVED, by the Mayor and Common Council of the Borough of Flemington, County of Hunterdon, State of New Jersey that the 2007 Ford Crown Victoria and the 2004 Dodge Durango be declared surplus and sold to the public by a sealed bidding process.

Adopted: October 27, 2014

ATTEST:

_____ _____
Rebecca P. Newman, RMC Erica Edwards, Mayor

Mayor and Common Council
38 Park Avenue
Flemington, NJ 08822

Meeting: 10/27/14 07:30 PM
Department: Clerk of the Borough
Category: Board Policy
Prepared By: Rebecca Newman
Initiator: Rebecca Newman
Sponsors:
DOC ID: 1698

SCHEDULED

RESOLUTION 2014-192

Awarding a Construction Contract for the ADA Accessibility Improvements to East Main Street and New Jersey Avenue Project

RESOLUTION

A Resolution to award a Construction Contract for the ADA Accessibility Improvements to East Main Street and New Jersey Avenue Project:

WHEREAS, the Borough of Flemington advertised, and subsequently received bids, for the ADA Accessibility Improvements to East Main Street and New Jersey Avenue on September 25, 2014 at 11am , as shown on the attached bid summary and;

WHEREAS, two (2) bids was received as follows:

Contractor	Base Bid
Glen G. Hale Inc., Easton Pennsylvania	$49,366.13
Reivax Contracting Company Inc. Newark, New Jersey	$110,000.00*

'* = Discrepancy with bid adjusted in accordance with the instructions to bidders

WHEREAS, bids have been reviewed by the Borough Engineer, Robert Martucci, and by the Borough Attorney's representative, Steven Firkser, and they have determined that the bid submitted by Glen G. Hale Inc. of Easton, Pennsylvania is the lowest responsive bid for the contract, and;

WHERAS, the Borough of Flemington has sufficient funds for the contract work.

NOW THEREFORE, BE IT RESOLVED by the Mayor and Council of the Borough of Flemington that the contract for the ADA Accessibility Improvements to East Main Street and New Jersey Avenue project be awarded to Glen G. Hale Inc. of

Easton, Pennsylvania for the bid in the amount of $49,366.13 subject to the following condition.

1. The Contract is awarded as a unit price bid Contract and final payment will be based upon the actual quantities installed at the unit price bid, as outlined in the Plans and Specifications prepared by Robert Martucci, P.E., Borough Engineer.

_____

Erica Edwards, Mayor

ATTEST:

_____

Rebecca Newman, Clerk

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