City of Pekin

REGULAR COUNCIL MEETING MONDAY,
SEPTEMBER 26, 2011 5:30 P.M.

	1	2
1.0 CALL TO ORDER		
2.0 PLEDGE OF ALLEGIANCE *Mayor Laurie L. Barra*		
3.0 ROLL CALL *Clerk to Call the Roll*		
4.0 APPROVAL OF AGENDA ***DESCRIPTION:*** *Mayor Barra with consent of Council asked that the rules of order be suspended and that New Business item 7.1 and 7.2 be considered before Consent* Agenda. ***ACTION:*** Motion to approve the meeting agenda. ***VOTE REQUIRED***		
5.0 APPROVAL OF MINUTES ***ACTION:*** *Motion to approve minutes of the Regular Council Meeting of September 12, 2011.* ***VOTE REQUIRED***		
6.0 PUBLIC INPUT ON AGENDA ITEMS *Speakers to state name, address, and spell last name. Speakers will be given 5 minutes to address the Council. Questions unrelated to agenda items are accepted during "Public Questions" near the end of the meeting.*		
7.0 NEW BUSINESS		
7.1 Resolution No. 15- 11/12 – The Mayor's appointment with consent of Council to fill the vacancy due to the resignation of Council Member John Neumann pursuant to statutory requirements. **DESCRIPTION:** Appointment completes the obligation to fill the vacancy of the 7 member Council within 60 days left after a resignation. **VOTE REQUIRED**	M	5
7.2 Oath of Office		

8.0 CONSENT AGENDA		
8.1 Receive and File Monthly Reports and Minutes: Traffic Safety Committee Minutes September 2, 2011, Police and Fire Departments August Reports, Liquor Commission Minutes August 25, 2011.		5
8.2 Receive and File Requests for Quotes For Qualifications for Residential Energy Aggregation Consultant		5
ACTION: *Motion to approve all items listed on the Consent Agenda by Omnibus Vote.* ***VOTE REQUIRED TO APPROVE CONSENT AGENDA***		
9.0 COMMUNICATIONS, PETITIONS, REPORTS		
10.0 UNFINISHED BUSINESS		
10.1 Professional Energy Consulting Services Agreement with Good Energy, L.P. **DESCRIPTION:** Approve agreement with Good Energy, L.P. to perform consulting services and procurement of power for Pekin residents and small commercial businesses. **ACTION:** Motion to remove from the table. Motion to approve the Agreement. **VOTE REQUIRED**	JW	5
11.0 NEW BUSINESS		
11.1 Parking Lot Lease Extension – CenturyLink **DESCRIPTION:** 2009 original lease for use of City owned lot at the corner of Ann Eliza and 4th Street allowed for two, two-year extensions. Century**Link** request permission to exercise CenturyTel option at current rate of $833.33/mo and continue to pay taxes. **ACTION:** Motion to approve the lease until December 31, 2013. **VOTE REQUIRED**	JW	5
11.2 Purchase Right-of-Way for Petri Lane Extension to 14th Street **DESCRIPTION:** Right-of-Way required on 7 parcels along the north side of Petri for completion of sidewalk. Parkfield, Meadow and Fawnridge corner sidewalks were not on ROW. Also need additional ROW for Petri to tie into existing section. Total purchase estimated at $3,200. **ACTION:** Motion to approve the purchase of 7 different parcels under the omnibus vote designation. **VOTE REQUIRED**	MG	5

11.3 Purchase Garbage Truck **DESCRIPTION:** Quotes were requested on a new rear loader truck which required separate chassis, packer body, and conversion right side standup cab. Budgeted item for replacement in older fleet rotation is $122,000. **ACTION:** Motion to approve the expenditure in the amount of $153,654. **VOTE REQUIRED**	BS	4
11.4 Community Guide Advertisement **DESCRIPTION:** Unbudgeted tourism expense for Pekin Community Guide, a Pekin Chamber project with Community Link Marketing Company. Publication occurs every 2 years. Available Tourism budget is $183,949. **ACTION:** Motion to approve the expenditure for a full page ad in the amount of $2,995. **VOTE REQUIRED**	LM	5
11.5 Discussion of Alternate Options for 320 Court Street Parking Lot Rehabilitation Project **DESCRIPTION:** The action to approve the bid in the amount of $346,355.00 was not taken at the meeting of August 22 to rehabilitate a City owned parking lot. Work included removal of existing pavement, existing unacceptable fill and parts of existing foundations that were left in place after demolition of structures and filling the site with select fill, grading, placing aggregate base and a 3" HMA parking lot surface. Tax Increment Finance (TIF) funds were to be utilized.	JW	5
12.0 ANY OTHER BUSINESS TO COME BEFORE THE COUNCIL **12.1** Council Members **12.2** Staff **12.3** Five Minute Public Questions **12.4** Press Time		
13.0 EXECUTIVE SESSION **5 ILCS 120/2 (c) (5)** The Purchase of Real Estate.		5
14.0 ADJOURN **NO VOTE REQUIRED**		

Column 1 Key:

CM	Council Members	JW	City Manager Joe Wuellner
M	Mayor Laurie Barra	MG	Mike Guerra City Engineer
LM	Leigh Ann Matthews Economic Development Director	BS	Bob Shaw Streets

Column 2 Key:

1 **A Prosperous Community.** To promote and sustain a balanced economy that supports expansion and retention of family-wage jobs.
2 **A Safe Community.** To protect community life and property by providing effective, principled police and fire services.
3 **A Strong Foundation.** To improve and maintain existing infrastructure and leverage opportunities for new infrastructure.
4 **A High Quality of Life.** To support or provide services that improve the quality of life for Pekin's residents.
5 **An Effective Government.** To deliver effectively the services that Pekin's residents want, need, and are willing to support.

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PROCEEDINGS OF THE REGULAR MEETING
OF THE CITY COUNCIL OF THE CITY OF PEKIN, ILLINOIS,
HELD IN THE COUNCIL CHAMBERS OF CITY HALL
111 SOUTH CAPITOL STREET
ON MONDAY, SEPTEMBER 12, 2011 AT 5:30 O'CLOCK P.M.
LAURIE L. BARRA, MAYOR PRESIDING

PRESENT: COUNCIL MEMBERS, ABEL, BLANCHARD, SCHMIDGALL. HENDRICKS, AND MASSAGLIA

ABSENT: VACANCY

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The **Pledge of Allegiance** was led by Mayor Barra.

Roll was called and all Council Members were physically present. A quorum was present.

AGENDA

Motion by Council Member Schmidgall, seconded by Council Member Blanchard that **the agenda be approved as presented**. On roll call vote all present voted Aye.

MINUTES

Motion by Council Member Schmidgall, seconded by Council Member Abel, that the **minutes of the Regular City Council Meeting of Monday, August 22, 2011, the Special work EDAC Session of August 15, 2011, and the Special Meeting of August 30, 2011, be approved as written.** On roll call vote, all present voted Aye.

PUBLIC INPUT

George Ohnemus, 1417 Willow Street addressed the Council on Consent Agenda business item in regards to the resignation letter received from Council Member John E. Neumann. It was Mr. Ohnemus's opinion that the non-elected candidate with the highest votes from the last election be automatically chosen to fill the vacancy. He suggested that 2 alternates be chosen at time of municipal elections to fill vacancies in the future. Attorney Dancey advised that election process and vacancy procedures were mandated by State Statutes.

CONSENT AGENDA

Motion by Council Member Schmidgall, seconded by Council Member Hendricks that the **CONSENT AGENDA be approved as presented.** Mayor Barra presented the following for consideration of the Consent Agenda items by Omnibus Vote.

7.1 Receive and File Monthly Reports and Minutes: Liquor Commission Minutes July 28, 2011.
7.2 Proclamation: Knights of Columbus Mentally Handicapped Week – September 22, 2011.
7.3 Resolution No. 13-11/12 – Mayor's Appointment of John Kennedy to the Zoning Board of Appeals to fill an unexpired term until May 31, 2012
7.4 Receive and Approve - Letter of Resignation of Council Member John E. Neumann
7.5 Receive and File Pekin Planning Commission Special Meeting Minutes dated July 20, 2011.
7.6 Receive and File Pekin Planning Commission Hearings and Recommendations: a. Hearing #11-1838 – Recommends the approval of the Annexation of four tracts of property at this time as described in Exhibit "A" as presented by Attorney Scott Kriegsman to the City Council.

On roll call vote, all present voted Aye.

COMMUNICATIONS, PETITIONS, REPORTS

Vickie Clark, President and Jessica Moroz Director of Research for the **ECONOMIC DEVELOPMENT COUNCIL** for Central Illinois presented the completed Comprehensive Labor Study for Peoria Metro. Council was informed that the EDC of which Pekin is a partner, commissioned a comprehensive labor study to measure the availability and quality of potential labor in a thirteen-county area labor market.. This study provided community economic developers and existing or prospective employers a flexible tool to understand the local labor market and make informed expansion and site selection decisions as well as make informed decisions regarding hiring, retaining, and developing the workforce. Workforce Profile, Workforce Availability, and Workforce Quality were highlighted as basic components of the study with emphasis on a regional approach to economic development.

NEW BUSINESS

Motion by Council Member Hendricks, seconded by Council Member Massaglia, that the **GOVERNMENTAL MEMBERSHIP FOR TAZEWELL COUNTY HISTORIC PLACES SOCIETY - TAZEWELL COUNTY MUSEUM AND EDUCATIONAL CENTER** in the amount of $25.00 be approved. On roll call vote, all present voted Aye.

Motion by Council Member Hendricks, seconded by Council Member Abel, that the **CITY LOAN WITH HERGET BANK** be approved for repayment prior to maturity. City Treasurer James Wolf told the Council he expected the interest earnings on City investments to remain at unprecedented low rate into mid 2013. The present spread between borrowed rate of 3.9% and average yield was 1.5% on the loan from Herget Bank. He advised that the ample reserves in the General Fund for loan repayment of $722,837 was warranted and early payoff would net a savings of $35,000 over the remaining two years. On roll call vote, all present voted Aye.

Motion by Council Member Abel, seconded by Council Member Hendricks, that the **CITY LOAN WITH MORTON COMMUNITY BANK** be approved for repayment prior to maturity. The Treasurer also told Council due to the interest earnings on City investments remaining at unprecedented low rate in to mid 2013 that he recommended the loan with Morton Community Bank also be repaid. The present spread between borrowed rate of 5.1% and average yield on the loan was 2.0%. He also recommended the reserves in the General Fund for loan repayment of $448,000. The City's net savings would average $30,000 over the remaining four years if paid off early. On roll call vote, all present voted Aye.

Motion by Council Member Abel, seconded by Council Member Schmidgall, that the **PARTICIPATION AGREEMENT WITH IDOT FOR PETRI LANE EXTENSION** in the City share of $412,500.00 be approved. City Engineer Mike Guerra requested Council enter into the agreement with IDOT for federal funding of Petri Lane Extension. He advised the funding for the construction of the roadway was divided with STU funds that were received from PPUATS for 70% and 30%. The City share would be covered from Motor Fuel Tax Funds. On roll call vote, all present voted Aye.

Motion by Council Member Blanchard, seconded by Council Member Massaglia, that the **ADDITION TO THE ANNUAL JOINT PPUATS FUNDING AGREEMENT** in the amount of $1,512.75 be approved. Distribution of Illinois Department of Transportation additional FY 2012 federal transportation planning funds of $77,731.00 were divided among the participating agencies and the Tri-County Regional Planning Commission. The City of Pekin's share of local match was $1,512.75. On roll call vote, all present voted Aye.

RESOLUTION NO. 14-11/12
ILLINOIS DEPARTMENT OF TRANSPORTATION (IDOT)
RESOLUTION FOR STREETS AND HIGHWAYS
75-00107-15-ES

Motion by Council Member Blanchard, seconded by Council Member Massaglia, that Resolution No.14-11/12 appropriating Motor Fuel Tax Funds for the addition to the Annual Joint PPUATS Funding Agreement FY 2012 in the amount of $1,512.75, be adopted. On roll call vote, all present voted Aye.

POLICY NO. 4R – 11/12
CITY OF PEKIN SANITARY BACKWATER VALVE PROGRAM

Motion by Council Member Massaglia, seconded by Council Member Blanchard, that Policy No.4R 11/12 revision be adopted. Code Enforcement Officer Ron Sieh advised the Council of language amendments to the current technology and cost in the program. Mr. Sieh informed the Council permit fee for exterior installation of the valve was $55.00 and interior was $18.00. Pricing was removed completely for clarity. Exterior application of the devise was easier to maintain and contained a cleanout function. On roll call vote, all present voted Aye.

ANY OTHER BUSINESS TO COME BEFORE THE COUNCIL

Council Members expressed appreciation for the success of another Marigold Festival Week and a tastefully prepared 9-11 Remembrance Ceremony.

Mayor Barra explained to the Council and Public that by statute the Mayor was required to fill the vacancy in office left by the resignation of Council Member Neumann within 60 days for a term until the election in April 2013 at which time a candidate will be elected for a remaining two year term. Mayor Barra advised she would have more information or a process she would consider available at the next council meeting.

City Engineer Michael Guerra advised that the 2nd Street closing was extended for reinstallation of the sewer liner. The Valle Vista sewer repair met some delays also in digging to the 22ft deep pipe but the street portion would be opened to traffic on Tuesday.

City Manager Joseph Wuellner distributed to Council his recommendation after receiving 4 qualifications submitted by potential Residential Energy Aggregation Consultants. He requested Council consider the acceptance of the agreement once again with Good Energy at the Council Meeting of September 26, 2011.

He also alerted Council that the 27th and 29th of September were being considered for a half day retreat with staff and Council Members to discuss services and goals. Once a moderator is verified for one of the two days the work session would be set at Pekin Community High School Vocation Center.

George Ohnemus, 1417 Willow Street, expressed concern that wood utility poles still existed in many neighborhoods with several utility company wires occupying them. His second concern addressed the issue of televising the Council Meeting immediately following the meeting on Channel 22 for the public.

Dale Kuntz, 5 Fox Point distributed photos of areas he felt showed cultural decay in Pekin, rusted poles, teachers in lounge clothes, dead raccoon left in the street.

Steve Moore, 2010 Westgate, expressed concern that the city owned parking lot on Court at Capitol was dangerous. Discussion followed that the barricades had been removed for temporary used but would be replaced.

Richard Reeves, 429 South Street questioned the spending of tax money. He was informed that there is a process that the Council reviews expenses and makes decisions on a budget system.

Jim Mangan, 1200 Parkway drive, expressed his concerned that he was not furnished information requested on Hotel Motel rules on how funds are to be used.

EXECUTIVE SESSION

Motion by Council Member Massaglia, seconded by Council Member Blanchard, that the Council move to Executive Session at 6:30 P.M. to discuss 5 ILCS 120/2 (c) (11). Threatened or pending litigation and 5 ILCS 120/2 (c) (6) Sale of Municipally Owned Property. On roll call vote all present voted Aye.

No further business to come before the Council, Mayor Barra adjourned the meeting in open session.

COUNCIL ADJOURNED AT 7:00 P.M.

Sue E. McMillan
City Clerk

CITY OF PEKIN TRAFFIC SAFETY COMMITTEE MINUTES
SEPTEMBER 2, 2011 @ 8:30 a.m.
CITY HALL CONFERENCE ROOM

PRESENT: Kurt Nelson, Tim Gillespie, Bob Shaw, Mike Guerra, Will Taylor Also present: Dennis Franks, Lee Ann Wrhel.

Old Business:

1. *Handicapped Parking – Residential Areas*
   Bob reported that Bill Scarcliff is working on this item to get the code updated.

2. *"No Parking" on Koch between Morton & S. 12th*
   Letters were mailed to residents of the apartment building, property manager and the property owner after the last meeting to inform them that this topic would be discussed at this meeting. Property manager, Matt Stropes, Stropes Real Estate & Investments, 334 St. Mary St, 347-7151; Dave Barnard, 1423 S. 12th St #6, 353-0148; Sarah Hicks, 1423 S. 12th St #3, 267-5545 and Mary L. Kellow, 1415 S. 12th St, 620-8721 were in attendance at the meeting. The residents stated that they park on the street because their apartments do not have direct access to the rear parking lot and the lot is not lit. This item was brought to the committee by the Bus Department because when vehicles are parked there, it is harder for buses to get through. The residents asked for a compromise to restrict parking within a certain distance of both the blind drive and the corner. The committee informed the group that they would take this additional information (input and concerns) under advisement and make a decision at the next meeting.

   This item was discussed during the around the table portion of the meeting. Kurt made a motion to leave the area as is. Seconded by Will. All in favor. Bob stated that he will inform the citizens in attendance of this decision.

New Business:

1. *Parking on Park Avenue at Hospital*
   There was a concern regarding the parking space to the east of the pedestrian crosswalk on the north side of Park Avenue at the hospital. This space is clearly marked as 15 minute parking for loading and unloading. Tim made a motion to leave the area as is. Seconded by Will. All in favor.

2. *"No Parking Here to Corner" 1400 Block State Street*
   John Fleming, 1407 State St., 353-7268 made this request and attended the meeting to voice his concerns. He stated that it is a narrow street and visibility is reduced when vehicles are parked on the street. There was discussion about how far vehicles have to be parked from a corner. Mr. Fleming requested that directed patrol be held off until he can talk to his neighbor first about moving the vehicle that is parked in the area of concern.

3. *Raise Speed Limit N. Parkway between Sheridan & City Limits*
   There was a request asking for consideration to raise this speed limit to maintain consistency with other roads in town (namely, Broadway). The committee discussed this matter and noted that Broadway has a turn lane, Parkway does not. Will made a motion to leave the speed limit on Parkway as is. Seconded by Tim. All in favor.

<u>Around the Table</u>
Will indicated a concern with the length of the signal at the pedestrian crosswalk on Parkway at Coal Miner's Park. Mike indicated that part of the signal series can be adjusted, other parts are mandated (the yellow warning and walk signal). He will adjust the length of time of the flashing red part of the signal series. Dennis stated that the police department can get the word out again to inform the public how the signal is designed to operate.

Bob stated that the 40 mph speed limit signs are now in place on Hanna Drive.

Respectfully Submitted,
Lee Ann Wrhel

NEXT REGULAR MEETING OCTOBER 7, 2011 @ 8:30 A.M.

CITY OF PEKIN
POLICE DEPARTMENT

PEKIN POLICE DEPARTMENT
END OF MONTH REPORT FOR AUGUST 2011

	AUGUST 2010	JULY 2011	AUGUST 2011
TRAFFIC TICKETS	578	257	274
WARNING TICKETS	287	196	226
OFFENSES	545	489	510
ARRESTS	318	165	265
PARKING TICKETS	242	168	329
STOPS	1003	1145	1249

CITY ORDINANCE TICKETS FOR AUGUST 2011

NUMBER OF TICKETS WRITTEN 72
NUMBER OF TICKETS PAID OVER THE COUNTER 19
FINES COLLECTED OVER THE COUNTER $3350

IMPOUNDED VEHICLES FOR AUGUST 2011

TOTAL VEHICLES IMPOUNDED: 9
AMOUNT OF FINES COLLECTED: $1000

OFFENSES	
DRUG RELATED	1
DUI	3
DWLS/R	5
UUW	0
MULTIPLE OFFENSES	0
TOTAL	9

LIQUOR COMMISSION MINUTES
THURSDAY, AUGUST 25, 2011
4:00 P.M.
CITY HALL COUNCIL CHAMBERS

Deputy Liquor Commissioner Rick VonRohr called the meeting to order at 4:06 p.m.

PLEDGE of ALLEGIANCE
Fire Chief Kurt Nelson led the Commission in the Pledge.

ROLL CALL
The following members were present for roll call: Liquor Commissioner Laurie Barra, Police Chief Greg Nelson, Fire Chief Kurt Nelson, Deputy Liquor Commissioner Rick VonRohr, Commissioner Dale Vonderheide.
Absent: Commissioner Buster Hanley
Also present: Attorney Sue Bosich - Corporation Counsel

APPROVAL OF AGENDA
Motion made by Commission Member Dale Vonderheide, seconded by Liquor Commissioner Barra to approve the Agenda of August 25, 2011. On roll call vote all present voted Aye. Motion Carried.

APPROVAL OF MINUTES
Motion made by Police Chief Nelson to approve the Liquor Commission Minutes dated July 28, 2011, seconded by Fire Chief Kurt Nelson. On roll call vote all present voted Aye. Motion carried.

PUBLIC INPUT/COMMENTS/QUESTIONS
There were comments or questions heard.

NEW BUSINESS
Loyal Order of the Moose Pekin Lodge #916 – Beer Garden application

Discussion: Ron Sieh, Inspections Department needs to sign off on the site plan for construction of the new beer garden. Moose members had brought in the windows that they would like to use in the beer garden to show Commission members. Members felt this would make this a permanent structure and they would need to check with the State of Illinois Liquor Control Commission. Attorney Bosich will also call the State Liquor Control Commission. Commission members will approve the beer garden application without the windows.

Liquor Commissioner Barra made a motion to approve the Beer Garden without using the windows for Loyal Order of the Moose Pekin Lodge #916, seconded by Commission Member Dale Vonderheide. On roll call vote all present voted Aye. Motion carried.

ANY OTHER BUSINESS

Police Chief Nelson asked the question regarding fee's charged for the One Day Liquor Application. Should there be a set amount charged? The Code specifies for Profit and Not for Profit, but understood those for the Not for Profit were being charged a different fee. Commission felt they did not want to charge too much to discourage organizers from having events downtown, but enough to off set cost associated with clean-up for the

City. Should we charge more for the Event Meadow since that area can handle bigger crowds? Commission members suggested charging a deposit to hold an event – then if area was not cleaned up after we could use part of that deposit money by utilizing our city employees for clean-up. If the areas were cleaned and no damage, then they would receive their deposit back. Liquor Commissioner Barra suggested that the Commission has time to think this over before we would change the Liquor Code.

Attorney Bosich questioned whether the letter to all liquor licensees' regarding their Dram Shop Insurance went out in the mail? Paula to check with City Clerk Sue McMillan.

Commission Member Vonderheide asked if their Dram Shop Insurance could change to cover our fiscal year. Deputy Liquor Commissioner VonRohr will check with surrounding cities and find out how their system works for Dram Shop Insurance.

Police Chief Nelson left the meeting.

Deputy Liquor Commissioner VonRohr informed the Commission he would be at the September meeting, but will be in class the rest of the year and won't be able to attend the meetings.

Attorney Bosich informed the Commission a witness in the Twisted Spoke Saloon police incident was on vacation and would come in on Monday to talk with VonRohr.

No other business to come before the Commission.

Meeting adjourned 5:04 P.M.

Next Meeting September 22, 2011 at 4:00 P.M.

Respectfully submitted by Paula Gensel

September 20th, 2011

Mr. Joe Wuellner
Pekin City Manager
Pekin, IL. 61554

Dear Mr. Wuellner,

I hereby submit to you the Pekin Fire Department August 2011 report, plus a summary of July 2011.

Kurt Nelson
Fire Chief
City of Pekin Fire Department

During the month of August 2011, the Pekin Fire Department responded to 363 calls, total dollar loss was $121,050.00.

During the month of August 2011 (approximately 75.34%) were emergency medical calls, 91 were automatic fire alarms, service calls, small hazardous conditions involving no fire, and false alarms.

During the month of July 2011, the Pekin Fire Department responded to 378 calls, total dollar loss was $85,400.00.

During the month of July 2011 (approximately 76.19%) were emergency medical calls, 90 were automatic fire alarms, service calls, small hazardous conditions involving no fire, and false alarms.

On August 6, 2011 Fire Fighters responded to a structure fire at 113 St. Mary Street. Upon arrival found black smoke coming from the front door of the house. The tenant in apt. #2 stated that the fire was upstairs. Upon inspecting the building, noticed the fire was not upstairs but in the southeast corner of the house. Engine 2 and Rescue 2 made entry and advanced line to the origin of the fire. Fire was extinguished with in 3 to 5 minutes of being on scene. Engine 2 did overhaul and engine 3 looked for fire extension called electrical inspector to the scene and Cilco turned off all power and gas. Total dollar loss was $2,500.00.

On August 15, 2011 Fire Fighters responded to a storage building fire at 1613 Deppert Street. Upon arrival we found a fully involved unattached storage building in the backyard of a residence. The first arriving engine company pulled off a 2 ½ inch handline to start fire extinguishment. Command called for the second in company to catch a hydrant. Another handline was stretched to the backyard where crews were applying water from the large handline. After initial fire extinguishment, most of the front of the building and sides were pulled down so that we could find hotspots. The owner told us that he had just finished mowing his yard about an hour before the fire. He stored the push mower in the storage building and left. There is no door where the overhead door frame is at, so the building was open to the elements. He arrived about an hour later to find us on scene. There was substantial damage to the vinyl siding on the rear of his home. Ameren Cilco was called to shut off utilities. The City Inspector was also called to the scene. Fire is under investigation and undetermined. Total dollar loss was $20,000.00 to shed and an additional loss to the home was $5,000.00.

On August 16, 2011 Fire Fighters responded to a structure fire at 1315 Sommerset Street. Upon arrival noted light smoke from rear of the structure. Smoke was emitting from the dryer vent and basement window well area. R2 made entry into structure with 1 ¾ inch handline. Vent area on the exterior was plugged with burnt lint. Utilities were disconnected, Ameren was contacted. Upon entering basement through floor access, fire was noted on a wooden shelving unit with boxes burned. Fire was extinguished with pressurized water extinguisher. Structure was ventilated with PPV fan. Building inspector was contacted. Occupants indicated that they had been gone for approximately 4 hours. Occupants stated that they had placed “bug bombs” on first floor and went to the park to vacate premises as instructed. Total dollar loss was $1,500.00.

On August 18, 2011 Fire Fighters responded to a building fire at 1101 Veerman (Boys and Girls Club). Upon arrival units found a medium smoke condition there. The first in unit found fire in an enclosed electrical and storage room. There was a substantial amount of heat and fire in the area of origin. Fire Fighters were able to stretch one handline and extinguish the fire quickly. There was a large amount of heat and smoke damage to the structure. Fire Fighters were on scene for a long time ventilating the building. The cause of the fire is still undetermined, and the fire remains under investigation. Initial dollar loss was estimated at $90,000.00* however actual cost due to smoke and heat damage could cause the cost to escalate up to $500,000.00.

Total calls for the month of August were 363 and are as follows:

Fires	7
Rescue and EMS	272
Hazardous Conditions	10
Other types of calls	74

Total dollar loss for the month of August was $121,050.00*.

Total calls for the month of July were 378 and are as follows:

Fires	11
Rescue and EMS	288
Hazardous Conditions	17
Other types of calls	62

Total dollar loss for the month of July was $85,400.00.

This is a brief overview of August 2011 and July 2011' events from the City of Pekin Fire Department. If you have any questions, please feel free to give me a call.

Respectfully Submitted,

Kurt R. Nelson
Fire Chief
Pekin Fire Department

ORIGIONAL

CITY OF PEKIN

REQUEST FOR QUALIFICATIONS

The executing of this form certifies understanding and compliance with the total proposal package.

PROPOSAL SUBMITTED BY:

Company: **Rock River Energy Services, Co.** State of Il. EEO # **IDHR# 125456-00**

Address : **2047 Illinois Route 2 South** City State Zip: **Oregon, IL. 61061**

Daytime Telephone #: **815 732-4603** After Hour Telephone #: **815 751-8825**

Contact Person (Please print or type) **Michael W. Mudge**

Name of Authorized Agent or Officer Title **Michael W. Mudge Vice President-Operations**

Michael W Mudge 9-8-2011

Signature of Authorized Agent or Officer Date

PLEASE MARK ENVELOPE: RFQ # 45-11

Rock River Energy Services, Co.

"A Powerful Resource"

Rock River Energy Services, Co. Response to RFQ OPT OUT

Thank you for including us on your bid list for the Energy Consulting Services for the City of Pekin Opt Out Program for Residential and Small Commercial Electricity Aggregation.

Below are our responses based on your Sections of the RFP. .

Section I: We agree with all the objectives you have stated. This is an opportunity for Municipalities to develop a program to help their residents save energy costs. These dollars stay in the community for other purposes. We partner with the communities to develop successful programs. We were the Broker/Agent that worked with the City of Fulton to be the 1st community in the State of Illinois to aggregate the residential and small business customers. We are proud to say these customers are enjoying lower rates today.

Section II 1) We have developed a program in the ComEd utility that others have followed. We have the ordinances, Plan of Operations and Governance and the experience to initiate the process from start to finish. Cities and Villages that Rock River Energy Services (RRES) has worked with include the City of Fulton, the Village of Erie, Village of Mt. Morris, the City of Polo, and the Village of Milledgeville. We worked with the Village of Oak Park to get their ordinance passed for the April Election. The ordinance language (that 22 of the 23 communities in the ComEd utility area used) was our original language documents. In addition, we have many communities that already have their ordinances passed for the Primary Election coming next Spring.

2) See addendum 1 for the references.

Mike Mudge
2047 South Illinois Route 2 Oregon, Illinois 61061
Phone: 815-732-4603 Fax: 815-732-2802

3) Rock River Energy Services was incorporated in 2006. Soon after retiring from ComEd after 35 years of service, customers called and requested that we help them with their energy decisions. Our business consists of customers from all sectors and rate classes. We had great relations with many municipalities, other governmental customers and residential, commercial and industrial customers.

4) We are licensed with the State of Illinois as an Agent/Broker/Consultant (Activated:09-0494 December 16, 2009) and a voting member of ILEPA, a professional group of ABC's.

Section III

1) We have developed an RFP that all the ICC Certified suppliers are accustomed to. The criteria were developed specifically for Governmental Aggregators to meet the rules of the Illinois Statue and to help the Aggregators make a good choice for their community.
2) Communities are mainly interested in lowest price for their ratepayers, but they also interested in clean energy options.
3) We have developed a "grid" page so communities are able to evaluate and qualify the bids that come back.
4) 1st, The attorney general wants to insure that there is a competitive market in place. 2nd, we place the bids out to as ,many suppliers that are certified by the Illinois Commerce Commission (ICC) for residential and small commercial customers and can communicate with the local utility through their EDI systems for billing purposes. This list is on the ICC website http://www.pluginillinois.org/. 3rd, In general, we work with MidAmerican Energy, Exelon Energy, Ameren Energy, Direct Energy, Constellation, Nordic, Integrys, Noble Americas, Champion and others.
5) The contract is between the Municipality and the Supplier. The Plan of Operations and Governance has been used as an attachment. To date, we have had 4 different suppliers win bids in our 12 communities that far along in the process. We have provided legal review where Cities or Villages lack that expertise.

6) Since Governmental Aggregation is new in Illinois, we have been using the utilities for the consolidated billing. There was a rate submitted to the ICC so utilities could do the billing. There are other programs that work best if the utility does the consolidated billing such as budget billing and the new PIPP program.
7) In step 3 we mentioned the "Grid" page for evaluation of the suppliers and their offers. This was developed as an aid for the Governing bodies to select the best fit for the community.

Section IV

Most of this work is done upfront when we collect data from the utilities and put together the FRP. The suppliers need this data for effective bids.

1)When the "opt out "letters go out to the customers, there is a ***price to compare***.
2) There can be select bills monitored throughout the contract term based on co-operation of the individual customers.

Section V

We have been tracking this Governmental Aggregation process for Illinois for over 3 years. Once the legislation was in place, and the utility tariffs approved by the ICC, we moved quickly our first project. We partnered up with two other ABC's to handle the projected workload going forward. These ABC's we selected based on their work with municipalities and their staffing levels. Please refer to http://www.electricaggregation.org/

1) These references will be on Attachment 1
2) See summary page.

Section V Part 3 Summary of our Proposal

Rock River Energy Services, Co. is leading Illinois in the Aggregation Process. We have looked at Governmental Aggregation (GA) in other states and adopted best practices from communities in the State of Ohio. They have been doing GA for over 10 years there. There market mostly resembles the Illinois marketplace. From these documents and practices we developed the process that is now working in Illinois.

We worked with the City of Fulton as our Pilot Municipality. We took the documents from communities in Ohio, looked at best practices, worked with the entities below to ensure a smooth process and modified these documents to accommodate the statutes in Illinois.

We have worked closely with the staff of the Illinois Commerce Commission, ComEd, ICC Approved Suppliers, Legislators, the Illinois Power Agency and the Office of the Attorney General. The OAG is taking a special interest in this process.

We have created Ordinances, Referendum Documents, Plan of Operations and Governance, Q & A's and worked with the staff of the communities. We will be flowing power to all our communities that we work directly with by November.

We are currently an intervener in the ICC rate investigation of the ComEd Rate GAP, which is the tool and process that we are following for the ComEd municipalities. This is setting the rules that the ICC will adopt and we will have to follow.

Most important, recently the Governor signed HB 1382 which allowed Ameren Utilities to legally give out the customer account numbers to Municipalities. Without this change in the legislation, there would not have been any aggregation in your area. Our next step is to work with Ameren officials to develop their program. We will be very involved with this process.

In summary, we consider ourselves as the experts in the Illinois market; we have been involved with municipalities and understand the culture. We feel we can help your community move through this process very efficiently.

Bottom line is that we want your ratepayers to have a good experience with this.
As a side note, not all customers are switched, some need to stay on the utility as their cost is lower. We help make sure no one is upside down in this process.
If I can be of further assistance, please do not hesitate to contact us.
Again, thank you for allowing us to bid on your RFQ.

____

Michael W. Mudge
Vice President of Operations

References

Municipal Aggregation Section II 2)

Randy Balk City Administrator
City of Fulton
fultonadmin@mchsi.com
(815) 589-2617

Galen Wirth Village President
Village of Milledgeville
gwirth@essex1.com
(815) 225-7231

Marcia Smith Village President
millerrealestate33@gmail.com
Village of Erie
(309) 659-7740

William R Shirk, P.C.
Attorney At Law
wrshirk@yahoo.com
(815) 772-7231

References Section V 2)

Carrie Eklund
City of Rockford Finance Department
Carrie.Eklund@rockfordil.gov
(815) 987-5565

Einar K. Forsman President & CEO
Rockford Powershare Program
Greater Rockford Chamber of Commerce
eforsman@rockfordchamber.com(
815) 316-4304

Mayor George Gaulrapp City of Freeport
230 West Stephenson Street
Freeport, IL 61032
P: 815-235-8203

freeportmayor@cityoffreeport.org

David P. Blackburn
Dixon School District Business Manager &
City of Dixon Commissioner
dblackburn@dixonschools.org
(815) 284-7722 Ext. 5103

ILLINOIS

REQUEST FOR QUALIFICATIONS (RFQ)

ENERGY CONSULTING SERVICES

FOR THE CITY OF PEKIN

OPT-OUT RESIDENTIAL AND SMALL COMMERCIAL ELECTRICITY AGGREGATION

SEPTEMBER 9, 2011

CITY OF PEKIN
111 S. CAPITOL STREET
PEKIN, IL 61554
(309)477-2300
(309)346-2095 (FAX)
WWW.CI.PEKIN.IL.US

Good Energy
232 Madison Ave. STE 405
New York, NY 10016
www.goodenergy.com

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CITY OF PEKIN
111 S. Capitol Street
Pekin, IL 61554
Telephone: (309)-477-2300, Facsimile: (309)-346-2095

REQUEST FOR QUALIFICATIONS

DATE ISSUED: AUGUST 23, 2011

ENERGY CONSULTING SERVICES

RFQ DISTRIBUTION – Important Notice – COP officially distributes bidding documents from the Purchasing Office. Copies of proposal documents obtained from any other source are not considered official copies. Only those consultants who obtain proposal documents from the Purchasing Office are guaranteed to receive addendum information, if such information is issued.

If you have obtained this document from a source other than the COP it is recommended that you obtain an official copy.

GENERAL REQUIREMENTS: Proposer's are to submit qualifications to be opened and evaluated in private. Submit one copy marked original and (3) complete copies. Proposers are requested to indicate in the lower left hand corner of their envelope the item being requested, the RFQ number, the RFQ opening date and time the request is due.

SUBMISSION LOCATION: City of Pekin
City Clerk's Office
111 South Capitol Street
Pekin, IL 61554

SUBMISSION DATE: September 9th, 2011 until 3:00 p.m.
Proposals will not be opened publicly.

CONTACT/QUESTIONS: Requests for information related to this Request for Qualifications should be directed to: Joseph W. Wuellner, City Manager (jwuellner@ci.pekin.il.us)

Questions must be submitted in writing via email to the above address no less than 7 days before the submission date.

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Section I – Statement of Objectives

Section II – Power Management

Section III – The RFQ, Production and Implementation

Section IV – Budgeting and Tracking

Section V – Relevant and Past Performance

Section I

Statement of Objectives

The objectives of the City of Pekin (COP) in relation to Energy Consulting Services are:

1) **Hire a well-qualified and independent, energy consultant to help develop and implement an Opt-Out, residential & small commercial electricity aggregation.**

2) **Develop a marketing program, develop an "Aggregation Plan of Operation and Governance", attend public hearings, write electricity bid specifications and conduct a competitive bid for the procurement of the COP's residential & small commercial customers.**

3) **Manage on-going municipal electricity program through the end of the contract term.**

4) **If selected as a consultant for the COP, the proposer will not be eligible to be an Alternative Retail Electric Supplier.**

Power Management

COP requires all respondents to describe their past experience with the following:

1) **Providing documentation on existing energy aggregation programs.**

A) Cincinnati USA Regional Chamber, OH - design and implementation of Electricity Savings Program (http://www.cincinnatichamber.com/electricity/)
The success of the program is best quantified by the following statistics:
4959 total member businesses
Phase 1 – Initial aggregation
Number of businesses participating: 97
Number of residents participating: 10,000
Total kWh enrolled: 20,633,705
Total estimated savings: $844,207.78 or 44%

Phase 2 – Supplementary rolling enrollment
Number of businesses participating: 49
Number of residents participating: 7400
Total annual kWh enrolled: 21,419,504
Total estimated savings: $788,319.80

Phase 3 Aggregation 2012 coinciding with new tariff
Currently in data collection phase; this will include all businesses from Phases 1-2;

Number of businesses participating: 425
Number of residents: 21,000
Total annual kWh for enrollment: **205,000,000**
Letter of Recommendation with e-mail.

B) Center for Local Government (CLG), OH

Good Energy designed and implemented this group purchasing program for nine municipal member governments. The following chart illustrates projected savings for each government at time of contract execution:

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Village of Amberley

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0726	33.58%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
550,598	$ 0.0244	$ 13,423.58	

Village of Fairfax

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0878	45.08%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
476,274	$ 0.0396	$ 18,850.92	

Village of Lincoln Heights

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0743	35.10%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
395,316	$ 0.0261	$ 10,309.84	

Village of Lockland

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0894	46.06%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
1,209,000	$ 0.0412	$ 49,786.62	

City of Milford

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0752	35.85%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
2,811,132	$ 0.0269	$ 75,748.76	

Village of Newtown

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0852	43.40%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
82,899	$ 0.0370	$ 3,065 61	

City of North College Hill

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0744	35.19%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
763,424	$ 0.0262	$ 19,986.44	

City of Silverton

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0745	35.28%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
551,196	$ 0.0263	$ 14,485.43	

City of Springdale

Bundled Fixed Cost - Inclusive of All Energy Components		Weighted Average Duke Energy Supply Price	Estimated % Savings
$0.04822		$ 0.0839	42.53%
Estmated Annual Kilowatt Hours	Savings Cents/kWh	Estimated Annual Savings through CLG Bid	
4,634,335	$ 0.0357	$ 165,353.07	

The success of the program is best quantified by the following statistics:
Number of governments enrolled: 9
Total kWh enrolled: 11,474,174
Total estimated savings: $618,350.46 or 40.1%

C) Dublin, OH Chamber of Commerce - design and implementation of Electricity Savings Program
Number of businesses participating: 44
Number of accounts enrolled: 60
Total annual kWh enrolled: 8,179,729
Term: up to 36 months, January 2011 – March 2014
Total estimated annual savings: 6% - 45%

Good Energy also has rolling enrollment programs in the following Chambers of Commerce: Upper Arlington, Gahanna, New Albany, Zanesville, Tuscarawas, Canton, Lima Allen Chambers.

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D) Middlesex Regional Educational Services Commission (MRESC), NJ

Good Energy is currently the retained energy consultant to the Middlesex Regional Educational Services Commission (MRESC) in New Jersey, a public education agency that provides shared service opportunities to its members including an electric aggregation program. This particular program serves Middlesex County, (45 Boards of Education including more than 200 schools), sewer districts, totaling 260m kWh annually with over 4,000 actual accounts included and managed in the aggregation.

Good Energy was engaged by the MRESC to assist in developing an electric aggregation program that included bidding and bid management services. This program took considerable time to develop in evaluating the New Jersey electric markets in order to provide cost savings to its participants. Good Energy is proud to claim that as a result of implementing this program, the aggregation is saving money and out-performing all other public sector aggregations in New Jersey with USD 2.7 million in savings for 2009.

When the program began, default (or tariff) rates were still the best low-priced option if a customer decided a fully-fixed product was the only option available. Based on historical index markets, both day-ahead and real-time, Good Energy developed purchasing strategies that took full advantage of market conditions while providing budget certainty and security to the aggregation members. The strategy Good Energy recommended and that was subsequently embraced by our public clients was to purchase electricity in bulk, with a certain percentage of the aggregated load fixed and the remainder on the index markets. This "pool concept" has other benefits which include the ability to drop and add accounts, add new members, and facilitate on-going purchasing to best manage the group's electricity costs. The flexibility of this managed approach allows members to participate in the settlement of the index markets with upside protection through hedging. Lastly, our members have found it politically expedient to have the option to invite new members post initial purchasing.

News of this success has spread and Good Energy is receiving serious interest from nearly 800m kWh annual in additional members. Good Energy's level of customer service dedicated to the aggregation is a top daily commitment from our analysts. The program is innovative and shows how well Good Energy understands the electric industry and the US deregulated electricity markets. Good Energy's service to the MRESC continued with an aggregated demand response bid that resulted in maximum dollars for eligible members. Good Energy bought natural gas in bulk for the aggregation in June 2011.

Letter of Recommendation attached.

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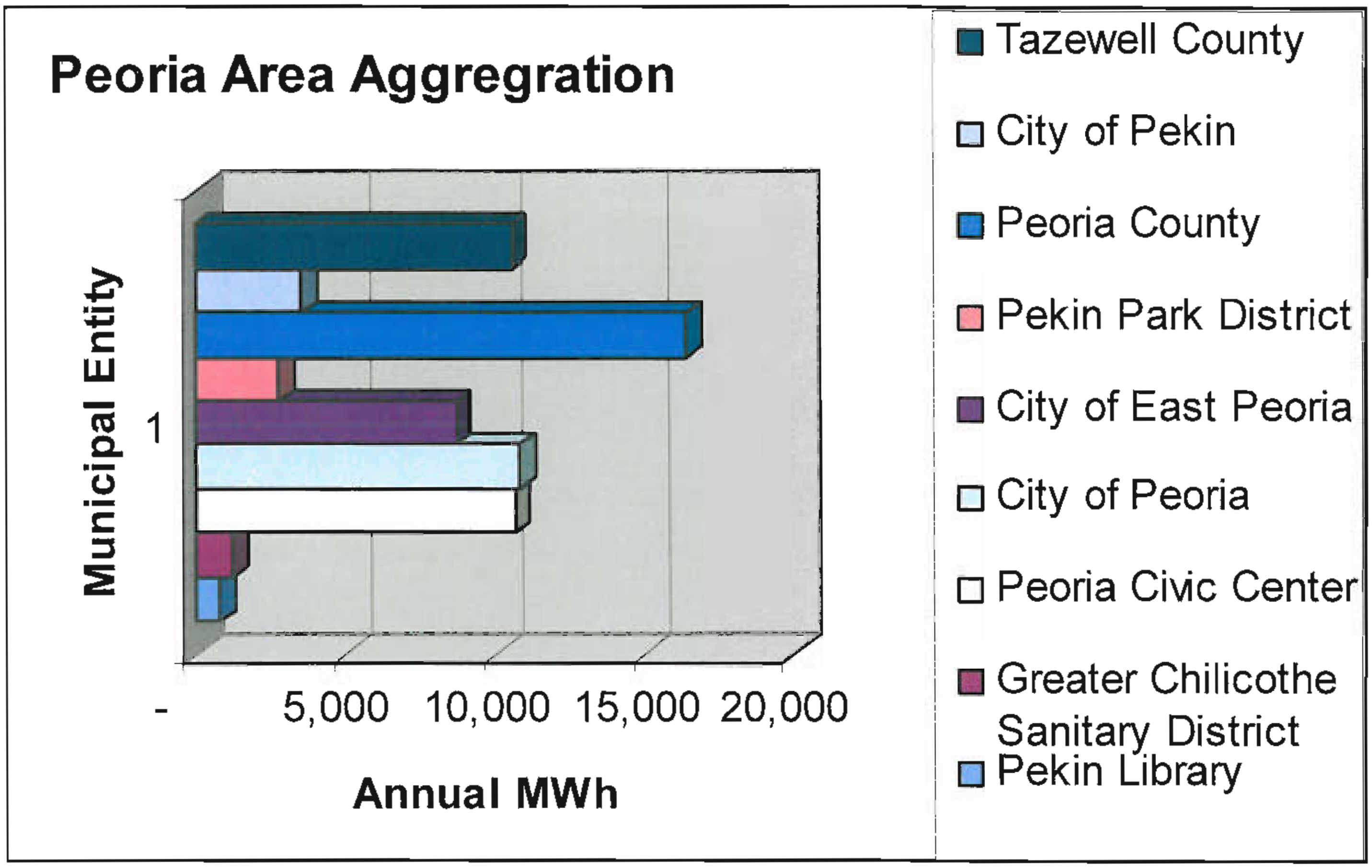
E) Peoria, IL

Responding to rate cap removals in the Ameren service territory in Central Illinois, Good Energy was instrumental from start to finish for this project. The aggregation is continuing to grow. With recent declines in the energy market, opportunities for savings are becoming even more substantial.

Please see attached Peoria Area Aggregation below. An annual usage graph of the Peoria Area Aggregation is illustrated below.



For reasons of confidentiality, Good Energy is only able to share limited information regarding some current aggregations programs. Clients listed below are available to discuss additional details and data on their programs.

Letter of Recommendation attached from the City of Peoria.

ORIGINAL

2) Providing references including contact information of clients currently participating in energy aggregation or Purchasing Programs.

Michelle Crandall, Assistant City Manager for Dublin, Ohio
5800 Shier-Rings Road
Dublin, Ohio 43016
mcrandall@dublin.oh.us

(614) 410 4403

Cincinnati USA Regional Chamber of Commerce
300 Carew Tower
441 Vine Street
Cincinnati, Ohio 45202
John Bosse, Vice President Small Business
jbosse@cincinnatichamber.com
(513)686-2989

David Jones, County Administrator
Tazewell County
Tel: (309) 477-2272
Mob: (309) 241-1842
djones@tazewell.com

Scott Sorrell, Assistant to the County Administrator
Peoria County
Tel: (309) 672-6052
ssorrel@peoriacounty.org

Village of Fairfax
5903 Hawthorne Avenue
Cincinnati, Ohio 45227
Jennifer Kaminar, Village Administrator
jkaminer@fuse.net
(513)271-4178

City of Silverton
6860 Plainfield Road
Silverton, Ohio 45236
Mark Wendling, City Manager
mwendling@cityofsilverton.com
(513)936-6240

City of Springdale
11700 Springfield Pike
Cincinnati, Ohio 45246
Jerry Thamann, Assistant City Administrator

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Jthamann@springdale.org
(513)346-5700

Dublin Chamber of Commerce
129 S. High St.
Dublin, Ohio 43017
Jennifer Jakse, Chief Operating Officer
info@dublinchamber.org
(614)889-2001

3) Providing detailed information on the history structure and business operation of the firm.

Good Energy, L.P. (www.goodenergy.com)
232 Madison Avenue, Suite 405
New York, NY 10016
(212)792-0222

Good Energy, L.P. (www.goodenergy.com)
1011 South Broadway Street, Suite 100
Carrollton, Texas 75006
(866)292-5201

Good Energy, L.P. (www.goodenergy.com)
3053 Williams Creek Drive
Cincinnati, Ohio 45244
(513)200-4222

Years established and former firm names
Good Offices Technology Partners, LLC, Good Energy's parent company, was established in 2000.

Names of principals

- **a.** Maximilian Hoover, President
- **b.** Charles de Casteja, Managing Partner – Project Leader
- **c.** Javier Barrios, Managing Partner
- **d.** Scott Heath, Managing Partner
- **e.** Philip Carr, Director Business Development, Residential Markets
- **f.** Gary Fogelman, Director Business Development

Number of years the firm has been doing business in energy procurement
Good Energy has been doing business in energy procurement for 11 years, since 2000, though the President of Good Energy completed his first energy procurement contract in 1996 (Hilliard Ohio). At present, Good Energy employs 41 individuals.

Good Energy is certified by the Illinois Commerce Commission (ICC) as an Agent, Broker, & Consultant for the purposes of providing aggregation and power broker services within the State of Illinois (copy of certification number #10-0744(1) included in Appendices).

Years of operation
New York and Texas offices both established 2000; Cincinnati office established 2009.

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Services and Capabilities
Outlined below is an initial summary of Good Energy's energy procurement services and overall capabilities:

Industry-Leading Analysis and Dynamic Energy Management Approach
Good Energy's dynamic energy management approach will be tailored to COP's specific requirements. Our sealed bid methodology ensures maximum supplier participation and motivation which, when combined with the right product and ongoing management strategy, ensures the best results in the form of lowest price relative to risk in both highly competitive and less competitive supplier bidding market environments.

State of the Art Technology and a Broad Range of Services
Good Energy has state of the art, online, secure data management technology in the form of *goodenergy.net* which will enable Good Energy to manage efficiently and effectively all of its electricity data. The wide-ranging suite of services offered by Good Energy is designed to address numerous energy-related issues and endeavors to be a single point of contact, simplifying and streamling what may often be a challenging process for the COP. Additional to electricity and renewable energy certificates, Good Energy offers natural gas and fuel oil procurement and management services, wholesale power purchasing, demand reduction services, and has an extensive lighting department, GoodMart (www.goodmart.com), distributing over 30,000 efficiency products.

Renewable Energy Experience
Good Energy has extensive experience in procuring renewable energy; our renewable energy director helped set up the Office of Sustainability while working for the City of New York. Our renewable energy clients include, but are not limited to, multi-billion dollar investment banks, architectural firms LEED projects, and private schools throughout the country.

National Experience
Good Energy's experience operating in all deregulated states with over 45 strong supplier relationships will bring national and regional experience and expertise to bear in both educating COP residential and small commercial customers. Good Energy's long-standing experience of operating in the MISO Grid is of particular value.

Integrity and Ethics
In a deregulated environment working within complex electricity markets, Good Energy can only succeed by gaining client trust. Good Energy demonstrates its commitment to these principles by serving on the Executive Boards of the Illinois Electricity Professionals Association (www.ilepa.org) and Texas Electricity Professionals Association (www.tepatexas.org) as Founding Member and Vice President respectively. Suppliers are members of these organizations as well, providing Good Energy with instant access to national Executives of these ARES.

Providing Best Value for the Long Term
Good Energy looks to build client relationships for the long term. Good Energy's approach is to serve effectively as an in-house partner and energy consulting division for its clients, bringing expertise in navigating the retail electricity industry. Good Energy believes in providing excellent service at a competitive price. Our success is fundamentally linked to the success and satisfaction of our clients.

Use of current data processing technology including methods of gathering and evaluating data pertaining to energy procurement
Excellent data management is an important part of both energy supply contract execution and ongoing reporting and tracking of usage and billing. Good Energy uses a secure, proprietary online database called *goodenergy.net* which serves several key functions. Once authorized by COP all electricity data and monthly usage for residential and small commercial customers is uploaded into

goodenergy.net. Good Energy has identified the following action-related waypoints on the path to energy supply contract execution, and has built *goodenergy.net* to help navigate and streamline the process. Key waypoints in the process and expected lengths of time to complete are:

1. Account List Assembly – completion upon receipt of account information
2. Letter of Authorization (LOA) Completion – immediate
3. Historical Usage Data Compilation – 10 to 15 business days
4. Pricing Analysis*
5. Approval of an Energy Supply Contract, Price and Term*
6. Execution of the Contract*
7. Follow Up – ongoing
8. Renewal – Repeat process when market conditions warrant
9. *Assuming market conditions are favorable; these steps will be completed within 30 days of receipt of supplier bids.

Each action point is recorded in *goodenergy.net* along with subsequent follow-up dates. When the follow-up date is reached, the Good Energy account manager is notified, triggering a telephone call, fax or e-mail to elicit a response from COP's residential and small commercial accounts, guiding the process to the next waypoint. Every communication with COP's residential and small commercial accounts are recorded in *goodenergy.net*.

We develop graphs and charts profiling current and historic energy consumption and point out any anomalies outside of any usual seasonal changes. During the term of Good Energy's management any out-of-the-ordinary usage patterns are observed, Good Energy will immediately notify COP's residential and small commercial cutomers. Good Energy studies trends on a year-over-year basis and on an increasing/decreasing slope basis, thereby influencing our advice concerning purchasing strategies. Each month, usage data is uploaded into *goodenergy.net*, from which detailed reports can be produced.

Good Energy, along with COP, would inventory the risk tolerance of those residential and small commercial accounts that choose to participate. Factors to consider would include final decisions issued by the ICC on grid migration, rate structure, and costs in comparison to market conditions during the bid. Fair market value, available savings, and budget stability will be guiding objectives during the entire process and moving forward beyond 2012.

4) Licensing & certification as an Agent, Broker, or Consultant in Illinois as specified by the Illinois Commerce Commission.

Copy of certification enclosed.

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Section III

The RFQ, Production and Implementation

COP requires all respondents to describe their past experience with the following:

1) Developing and writing electricity bid specifications.

A hallmark of the firm's success is its strong emphasis on analysis. Good Energy will provide the COP with the very best market expertise, cutting edge information, and recommendations, thereby empowering the COP to make the most informed decisions. Through strong relationships with more than 45 national retail energy suppliers, Good Energy has access to industry leading, multi-million dollar market research. Recommendations to the COP will be based on detailed analysis of suppliers and market conditions.

A vital Good Energy service includes proprietary analysis in the form of wholesale price discovery, whereby Good Energy is able to verify pricing from suppliers and make recommendations based on advanced analysis and modeling.

As part of the core value that our service brings, our analysis will help the COP identify and confirm optimal level of risk through the modeling of a variety of risk scenarios.

Good Energy advocates a sealed bid methodology for the COP. Selecting the right product is quite possibly the most important decision the City will make in the electricity procurement and ongoing energy management process. When the optimal selection of product is combined with maximum competition in a situation whereby all competing suppliers feel they have an equal chance of winning and are committed to giving their best price in a sealed bid, it is the product itself which is the variable that will have the most impact on overall savings.

The timing for power procurement is absolutely critical to achieving maximum cost savings for the City's residential and small commercial customers. Integrating and balancing industry research, firsthand supplier input, weather modeling research, and historic trending gained from years of experience enables Good Energy to be properly poised to execute buying decisions and take full advantage of market conditions.

2) Identifying types of supply options to include in bid specifications.

Good Energy will assist the City in evaluating and recommending a supplier based on price, pre-qualified responsibility and favorable contract terms. It is vital to ensure that all bids are a true "apples-to-apples" comparison. Our proprietary database, *goodenergy.net*, fulfills an important function in this process. Upon receipt, pricing from various retail energy suppliers is loaded into *goodenergy.net*. Each of the pricing proposals must match a pre-authorized product, each meticulously verified for consistency. For example, if Supplier A's offer does not include capacity costs, while offers from Supplier B and Supplier C do include this component, then Supplier A will be required to modify their quote to include capacity. This comparison, including full discovery of price components (ancillary services, transmission charges, bandwidth, etc.) for each proposal will be generated by goodenergy.net. These proposals are then weighed against existing tariff rates, including all current and forecasted component charges, and presented to the City along with draft contract forms and a summary analysis of savings when compared to other available prices and utility prices to compare. Consolidation of this pricing is a critical first step to negotiating with suppliers.

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With clear understanding of the contents of the various offers, Good Energy is optimally positioned to achieve the COP's energy goals.

3) Developing supplier evaluation criteria.

In most cases, Good Energy will require that all suppliers meet minimum standards fiscally, professionally, and have proven track record with large aggregations both from the front end and more importantly, in the back office.

Good Energy will assist the CITY OF PEKIN's residents in obtaining an uninterrupted COST for supply of electricity, where full or partial hedges are required, (notwithstanding grid failures), by pre-qualifying the financial wherewithal of retail energy suppliers invited to quote the COP's energy supply needs. Because retail electricity and natural gas contracts are purely financial instruments, the price guarantee afforded by the contract itself is only as strong as the supplier behind the contract. Financial statements of all suppliers will be made available to the COP.

4) Identifying, evaluating and recommending potential suppliers to include in the bid process. Please provide a list of Alternative Retail Electric Suppliers (ARES) that your firm has successfully done business with.

Good Energy participates actively with energy suppliers at every level.

Good Energy has contracts in place with four dozen of the most reliable and responsible retail energy suppliers servicing customers in the United States, including First Energy Solutions, Constellation NewEnergy, Direct Energy, Noble Energy, Integrys Energy Services and many more. Good Energy communicates with these electricity suppliers and other fuel oil and natural gas providers on a daily basis, constantly soliciting pricing, expediting contract execution, facilitating meter readings for supplier change, handling customer billing concerns and performing other tasks that regularly permit us to exceed customer and suppliers expectations. Good Energy's excellent business relationships with these retail energy suppliers and our first-class technology solutions will enable us to handle the entire energy procurement process for COP while maintaining absolute process transparency and constant access to detailed electricity account and other information. Importantly, COP will benefit by leveraging Good Energy's economy of scale and supplier relationships in order to accurately and expeditiously obtain pricing.

5) Developing written negotiation strategies for contract implementation.

Good Energy will use its experience in contract negotiations for the COP as the firm is well aware of the broad array of contract concessions that are sometimes available from suppliers upon request. While suppliers rarely volunteer these concessions, Good Energy routinely extracts contract concessions for the benefit of an end-user, including for example, contract termination right upon facility sale or closure, (ideally without potential economic burden of mark-to-market calculation and penalty), removal of bandwidth penalty (permitting the end-user to use as much or as little power as they wish, without economic penalty), and blend & extend provisions (permitting extension of contract term at an overall reduction in price upon market decline). Good Energy will assist with answering any questions COP receives from energy suppliers.

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6) Developing strategies for the consolidation of energy billing and reporting from vendors.

Good Energy will require all bidders to single bill through Ameren all residential and small commercial accounts.

7) Developing strategies for the evaluation and comparison of bid results to determine best pricing.

Upon receipt of pricing from the various retail electricity providers, the pricing is input into Good Energy's proprietary database system, which we call *goodenergy.net*. Each of the pricing proposals must match a pre-authorized product, whereupon they are meticulously verified for consistency. For example, if an Integrys offer does not include congestion charges, while offers from Direct and Constellation do include congestion charges, then Integrys will be required to modify their quote to include congestion to allow for a true "apples-to-apples" price comparison. This comparison, including full detail of price components for each proposal, will be generated by *goodenergy.net* and can then be presented to COP, along with draft contract forms and summary analysis of savings when compared to other available prices and the price to beat.

Section IV

Budgeting and Tracking Successful Vendor must be able to:

1) Develop and maintain effective computer systems to record and analyze energy requirements and corresponding transactions.

Good Energy has an in-house proprietary database *www.goodenergy.net* which records usage data, transactions, (contracts and purchases), and creates various queried reports. All historical contracts are stored within this database as well.

All data collected will be input into *goodenergy.net* as it is received. For quality control purposes, one Good Energy point of contact will be responsible for all data entry.

2) Routinely review random billings within the aggregation to monitor accuracy of billing to clients and provide documents to COP.

Upon request and if possible, Good Energy will provide quarterly reports for overall energy strategy performance, measuring actual contract performance versus expected performance compared to local supply rates, while constantly monitoring the markets on an hourly basis for opportunities to optimize strategy and maximize savings for the residents and small businesses of the COP.

Keeping our clients informed with regular market updates is part and parcel of Good Energy's service. Good Energy can only provide excellent service to its clients if these clients feel confident in their understanding of the current market situations and their positioning in relation to them. Good Energy regards client relationships as an ongoing process; we are always looking to find opportunities for additional savings. The success of our company is intrinsically linked to the success of our clients.

Section V

Relevant and Past Performance

1) Describe your company's staff and their abilities to provide the requested services.

Charles de Casteja:

a. Over 11 years of experience within the energy industry and Project Leader for this bid (CLG RFQ, Energy Broker / Consulting Services).

b. Project developer and manager for the following large public sector aggregations:

   i. Greater Peoria, IL, MISO Grid, 70,000,000 kWh including COP, City of East Peoria, County of Peoria, Greater Peoria Regional Airport, Chillicothe Sanitation District, Peoria Civic Center, City of Pekin, Tazewell County, Pekin Park District, Pekin Public Library.

   ii. Middlesex (2nd largest in State), NJ (MRESC), PJM Grid, 320,000,000 kWh including 39 Boards of Education, 200 schools, 6 Townships, sewer districts.

   iii. Led Center for Local Government (www.C4LG.org) power procurement aggregation for nine Member local governments behind Duke Energy, MISO Grid, currently 11,474,174 kWh annually.

Philip Carr:

a. 11 years of experience in business development. Residential and Mass Markets energy specialist. Former World Bank consultant and Army Officer.

b. Project developer and broker for the following residential and mass market programs:

   i. National Education Association's first ever residential electricity program for over 750,000 member households in deregulated markets, strong focus on IL.

   ii. Advanced stage of negotiation to implement the AFL-CIO's first ever natural gas program for residential users in select deregulated markets.

Gary Fogelman:

a. 10 years of experience in business development, three of those within the energy industry; seven years of management experience.

b. Lead analyst/researcher of Ohio energy utilities with particular emphasis in Duke Energy service region; involvement includes all interactions with public and private sector clients, and all Certified Retail Energy Suppliers for research and bid purposes.

c. Market research analyst and administrator for Center for Local Government in Cincinnati, OH aggregation project.

2) **Provide at least three (3) references of organizations that have utilized the services of your company to purchase electrical energy in a deregulated market.**

3) **In <u>one typed page or less</u>, briefly summarize your proposal and how you would envision successful completion of the Opt-out residential & small commercial electricity aggregation, pointing out why COP should chose your company to enter into an agreement for the services request in this RFQ.**

COP should choose your company to enter into an agreement for the services requested in this RFQ for a number of reasons.

The firm has been in existence and active in a variety of different levels of the energy industry since before deregulation came into being in the State of Illinois. This includes Procurement for Electricity, Natural Gas, Heating Oil, Renewable Power, Demand Management (GoodMart), Demand Response (Energy Curtailment), Power Factor Correction and Engineering Studies. As a result, Good Energy brings an enormous amount of experience from all areas of the energy industry, adding to the insights which guide our decision making processes.

With extremely strong relationships with approximately 45 different national suppliers of energy, Good Energy is in a unique position for intelligence gathering, adding significantly to our negotiating strength with these suppliers. In addition, because of the ongoing programs now administered by Good Energy, particularly in Ohio, suppliers understand the extent of our footprint and are now far more likely to concede various contract terms and provide very competitive pricing.

Good Energy will pay for all costs associated with multiple marketing/awareness campaigns for the municipalities in our Central & Southern Illinois buying group.

Lastly and most obviously, Good Energy has an established track record with the PEORIA group. Substantial savings have been realized by all local governments who participated, especially in contrast to those that ultimately did not. This has likely generated renewed interest in non-participants for a new aggregation.

The State of Illinois has been an area of concentration for Good Energy and one which we only wish to cultivate further. As with all of our relationships, the strength of our business lies in how successful Good Energy is in meeting and/or exceeding client objectives.

ORIGINAL

12 STEPS TO OPT-OUT ELECTRICITY AGGREGATION
FOR
RESIDENTIAL AND SMALL COMMERCIAL RETAIL CUSTOMERS

1. Municipal Board/City Council ("Municipality") chooses municipal aggregator ("Consultant") to advise and perform steps for a successful program.

2. Municipality approves referendum at Council meeting to be placed on the ballot.

3. Municipality works with Consultant to execute multi-media marketing campaign which includes direct mail, television, radio, e-marketing, and live information sessions.

4. Residents vote on referendum.

5. If referendum is approved, Consultant & Municipality develop "Aggregation Plan of Operation and Governance" for approval by the ICC.

6. Two public hearings held to discuss aggregation plan.

7. Consultant writes bid specifications and conducts competitive bid with multiple suppliers.

8. Only if rate is approved by Municipality does Municipality execute an Electricity Sale & Purchase Agreement with selected supplier.

9. Supplier sends out information letters on the price offering including Opt-Out cards to all residents.

10. Transition process begins. Ameren offers second opportunity to Opt-Out on first month's consolidated bill with alternative supplier.

11. Opt-Out program goes live, Consultant: a) provides ongoing quality control, b) issues regular savings reports as part of ongoing marketing campaign to residents on program benefits, c) monitors supplier and utility performance, d) watches forward markets and utility rates for ongoing opportunities to extend.

12. Municipality receives administration fees.

ORIGINAL

GOOD ENERGY MARKETING PHILOSOPHY

Customers in deregulated energy states are often initially reluctant to take advantage of savings opportunities which are available when using Alternative Retail Electric Suppliers (ARES), either because they don't understand how multi-year tariffs are established by utilities and how declining wholesale energy prices often allow ARES to be more competitive than the utility, or because there is simply a certain level of comfort and trust in staying with the local utility and the perceived reliability for the delivery of power. At Good Energy, we have seen this time and again, both in the private and public domains. We see it, but above all, we understand it. To assuage these concerns, Good Energy has developed and continues to develop new ways of communicating with prospective customers, particularly those within aggregation programs and municipally-organized OPT-OUT programs. Our firm's philosophy is to project transparency throughout the process by providing simple tools for the customer which clearly illustrates savings potential. Approaches are broad in scope and include both email and hard mail campaigns, company representative participation in public meetings which discuss the program, utilization of public newsletter spots, local radio/TV spots, and dedicated websites which discuss the program and include hyperlinks to online calculators exclusive to that service region, thereby enabling customers to use their own utility bills for easy comparison.

Email/mail campaigns aim to educate the customer about the current energy environment, how ARES are able to capitalize on that environment and pass those savings onto participating customers, and provide real life examples in the community in a way which is easy to understand for the prospective customer. For those that wish to see what they are likely to save, online calculators have been built which utilize actual bill samples and step-by-step instructions which walk the customer through the comparison process. Two excellent examples of these include those behind the Duke Energy and AEP Ohio utilities in Cincinnati and Central & Southern Ohio respectively. Please see below:

- Duke Energy Online Calculator -http://www.goodenergy.com/cc.aspx
- AEP Columbus Southern Online Calculator - http://www.goodenergy.com/dublin.aspx

Both of these calculator examples hyperlink from dedicated program sites such as:

- Cincinnati USA Regional Chamber - http://www.cincinnatichamber.com/electricity/
- Upper Arlington Area Chamber of Commerce - http://www.goodenergy.com/partner/upper-arlington-area-chamber.aspx

Once the process is demystified and the benefits of the program gain more widespread acceptance, enrollment is facilitated and often accelerates rapidly, making subsequent programs more immediately palatable to target markets.

GOOD ENERGY WEBSITE PAGE FOR MUNICIPAL AGGREGATION

ILLINOIS "OPT-OUT" ELECTRICITY COST SAVINGS OPPORTUNITY FOR AMEREN RESIDENTIAL AND SMALL COMMERCIAL RETAIL CUSTOMERS

Opt-Out Legislation

The purpose of deregulating electricity markets was to increase competition and lower costs. For the first time in Illinois, residential and small commercial retail customers can benefit financially from this.

Illinois Legislation now permits municipalities to propose a referendum which, if approved, entitles municipal authorities to put their residential and small business electricity load out to bid to an alternative supplier in order to save money. The municipal aggregation falls under the Illinois Power Agency Act and can be found at "20 ILCS 3855/1-92".

Opt-out legislation is an efficient tool for spreading the benefits of electricity competition to residential and small commercial retail customers quickly and efficiently with the due diligence of a municipally organized process.

Saving Money on Electricity

This is a unique market opportunity because Ameren rates are higher than wholesale electricity market costs. Savings in Ameren with an opt-out program could be in excess of 20% on the electricity supply side based on current market conditions. Also, the municipalities themselves can benefit financially.

This legislation is referred to as "Opt-out", meaning that any resident may choose to opt-out of the program and will have well-advertised opportunities to do so. It is the group buying power of the "Opt-out" program that increases the savings by 5-10% when compared to standard individual offers.

At all times the power transportation and distribution remains with Ameren and the exact same level of service is maintained.

Join the Good Energy Central and Southern Illinois (CSI) Buying Group

The City of Peoria, East Peoria and Pekin have been clients of Good Energy for several years and we are in discussions with the following municipalities about this opportunity:

Village of Bartonville	City of Eureka	Village of Hanna City
Village of Morton	Town of Normal	City of Pekin
City of East Peoria	City of Peoria	City of West Peoria
Village of Peoria Heights	Village of Roanoke	Champaign County
Stark County	Tazewell County	

Getting Started

We look forward to educating municipal leaders on this opportunity. To find out more, please contact:

Philip Carr, Business Development Director,
e-mail: philip.carr@goodenergy.com, phone: 212-352-3143

Charles de Casteja, Managing Partner,
e-mail: charles@goodenergy.com, phone: 212-691-9467

ORIGINAL

Good Energy's Relationship with Top Four Residential Suppliers in Illinois

Direct Energy	1998
Constellation Energy	2000
FirstEnergy Solutions	2003
Integrys Energy Services	2004

Illinois Electricity Municipal Aggregation Opt-Out Programs (Power Purchased)

Crest Hill	Supplier - Direct Energy, Rate - 5.89 cents per kWh through September 2013
Elburn	Supplier - Direct Energy, Rate - 5.99 cents per kWh through October 2012
Erie	Supplier - Nordic Energy Services, Term - 3 years
Fox River Grove	Supplier - Direct Energy, Rate - 5.99 cents per kWh through September 2013
Fulton	Supplier - FirstEnergy Solutions, Rate - 6.23 cents per kWh (residential) through July 2014
Glenwood	Supplier - Direct Energy, Rate - 5.99 cents per kWh through September 2013
Harvard	Supplier - Direct Energy
Milledgeville	Supplier -FirstEnergy Solutions, Rate - 5.90 cents per kWh, Term - 3 years
New Lenox	Supplier -Direct Energy, Rate - 5.89 cents per kWh through September 2013
North Aurora	Supplier -Integrys, Rate 5.75 cents per kWh (residential), Term - 2 years
Sugar Grove	Supplier -Direct Energy, Rate - 5.99 cents per kWh through September 2013

ORIGINAL

STATE OF ILLINOIS

ILLINOIS COMMERCE COMMISSION

Good Energy, L.P.	:	
	:	
Application for Licensure of	:	
Agents, Brokers and Consultants	:	**10-0744**
under Section 16-115C of the Public	:	
Utilities Act.	:	

ORDER

By the Commission:

I. PRELIMINARY MATTERS

On December 30, 2010, Good Energy, L.P. ("Applicant") filed a verified application with the Illinois Commerce Commission ("Commission") requesting a certificate of service authority to operate as an agent, broker or consultant ("ABC") in Illinois pursuant to Section 16-115C of the Public Utilities Act ("Act"), 220 ILCS 5/1-101 et seq., and 83 Ill. Adm. Code 454 ("Part 454"). Applicant requests authority to offer services as an ABC for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

II. REQUIREMENTS FOR ALL APPLICANTS UNDER SECTION 16-115C OF THE ACT

Applicant is a business organized under the laws of Delaware and licensed to transact business in Illinois. Applicant has certified that it will comply with all applicable regulations; that it will comply with informational and reporting requirements established by Commission rule; that it will comply with informational and reporting requirements pursuant to Section 16-115C of the Act; and that it will comply with all other applicable laws, regulations, terms, and conditions required to the extent they have application to the services being offered by an ABC. Applicant has agreed to ensure that any person who acts on its behalf will comply with all applicable sections of Part 454. Applicant agrees that it will remain in compliance with the provisions of the Act and Part 454, and will ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created. Applicant has agreed to adopt and follow rules and procedures to preserve the confidentiality of its customers' data.

III. FINANCIAL, TECHNICAL, AND MANAGERIAL REQUIREMENTS OF SECTION 16-115C

Pursuant to the requirements of Section 454.80 of Part 454, Applicant provided a surety bond in the amount of $5,000 issued by a qualifying surety authorized to transact business in Illinois. Applicant submitted an original surety bond in satisfaction of Section

454.80.

Applicant is required by Part 454.60 to demonstrate that it meets the managerial qualifications necessary to provide services as an ABC. Applicant must further provide an organizational chart that indicates the position of persons which satisfy the managerial qualification. Applicant has demonstrated that it meets the managerial qualifications set forth in Part 454.60, as demonstrated in Attachment C. Attachment C includes an exhibit containing a corporate organizational chart and identifying the persons who are being used to meet the requirements of Part 454.60(a). Attachment C includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.60(a).

Applicant is required by Part 454.70 to demonstrate that it meets the technical qualifications necessary to provide services as an ABC. Applicant has demonstrated that it meets the technical qualifications set forth in Part 454.70 with the information provided, including the information included in Attachment D. Attachment D includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.70(a).

Applicant indicates in its Application that it is licensed as an agent, broker or consultant in Pennsylvania, Massachusetts, Maryland, Ohio, New Hampshire and Maine; and that it has had no complaints filed against it for its provision of services in the gas or electric industry.

Applicant further agrees to comply with the Code of Conduct for ABCs contained in Section 454.90.

IV. COMMISSION CONCLUSION AND CERTIFICATE OF SERVICE AUTHORITY

The Commission has reviewed the application and attachments along with the supplementary information provided by Applicant regarding the technical and managerial requirements and all other requirements of the Act and Part 454 and finds that the Applicant sufficiently demonstrates compliance with the requirements.

The Commission concludes, therefore, that Applicant's request for a certificate of [illegible] following authority:

CERTIFICATE OF SERVICE AUTHORITY

IT IS CERTIFIED that Good Energy, L.P. is granted service authority to operate as an agent, broker or consultant for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

ORIGINAL

V. FINDINGS AND ORDERING PARAGRAPHS

The Commission, having reviewed the entire record, is of the opinion and finds that:

(1) Good Energy, L.P., a business organized under the laws of Delaware, seeks a certificate of service authority to operate as an agent, broker or consultant

(2) the Commission has jurisdiction over the party hereto and the subject matter hereof;

(3) the recitals of fact and conclusions reached in the prefatory portion of this Order are supported by the record and are hereby adopted as findings of fact;

(4) Applicant has demonstrated that it possesses sufficient financial, managerial and technical resources and abilities to provide services as an agent, broker or consultant for the procurement or sale of retail electricity supply to third parties in the State of Illinois;

(5) Applicant has complied with Section 16-115C of the Act and Part 454; and

(6) Good Energy, L.P. should be granted the certificate of service authority to operate as an agent, broker or consultant as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that Good Energy, L.P. is hereby granted a Certificate of Service Authority authorizing it to operate as an agent, broker or consultant; said Certificate of Service Authority shall read as that set forth in Section IV of this Order.

IT IS FURTHER ORDERED that Good Energy, L.P. shall comply with all applicable Commission rules and orders now and as hereafter amended.

IT IS FURTHER ORDERED that, subject to the provisions of Section 10-113 of the Public Utilities Act and 83 Ill. Adm. Code 200.880, this Order is final; it is not subject to the Administrative Review Law.

By order of the Commission this 9th day of February, 2011.

(SIGNED) MANUEL FLORES

Acting Chairman

ORIGINAL

CITY OF PEORIA

Finance Department

October 14, 2009

To Whom It May Concern:

Charles DeCasteja, of Good Energy LP, has been the consultant for a consortium including, the City of Peoria, The County of Peoria, and The Peoria Civic Center since the advent of de-regulation of electricity in the Ameren service territory in Central Illinois. Good Energy was retained to guide us in a very uncertain time with our tariff rate expected to increase 30% and the only option being was purchase of electric energy through a third party supplier. Good Energy assisted us in the preparation of a request for bid in a situation that required a rapid turn around time. The request for bid was distributed to 6 suppliers and on the day of our initial bids we received quotes from five (5) of the six (6) suppliers. Good Energy analyzed the bids and prepared a recommendation of the supplier based on the price and pre-established criteria. As a result of entering into the contract with the selected third party energy supplier, the City of Peoria realized an approximate 11% savings in the initial contract beginning in 2007.

Once the contract was signed, the value of Good Energy did not stop there. The City receives consistent updating as to market conditions. As a result of ongoing visits to the City to discuss the nuances of the de-regulated market, the City subsequently was able to broaden the consortium to include neighboring cities, counties and the Peoria Regional Airport. The new consortium completed additional purchases of electricity in the forward markets in December of 2008.

Good Energy continues to explore the wholesale procurement option for us, which is not as of yet possible to do behind MISO (Midwestern Independent System Operator). We would be open to joining other Midwestern Cities if and when this becomes a reality. Good Energy is also currently exploring doing the first residential aggregation in Ameren here in Peoria.

I recommend Good Energy without reservation for their service, forward-thinking strategies, and accountability.

If you have any questions specifically about Good Energy I would be happy to discuss them over the phone.

Sincerely,

James R. Scroggins

James R. Scroggins
Finance Director/Comptroller

Peoria City Hall
419 Fulton, Suite 106
Peoria, Illinois 61602
Phone (309) 494-8550
Fax (309) 494-8510

ORIGINAL

CITY OF DUBLIN.

Administrative Services
6555 Shier-Rings Road
Dublin, OH 43016-8716

Phone: 614-410-4750
Fax: 614-761-6512
Web Site: www.dublin.oh.us

To whom it may concern:

Good Energy, L.P. has been our retained energy consultant since 2009 when we engaged their services through a professional services agreement.

They conducted a commercial electricity bid for our government accounts culminating in a 36 month purchase with a supplier, which has resulted in 18% savings for the City of Dublin. Moreover, at a time when the smallest of our commercial accounts were refused pricing by the independent supplier community, Good Energy convinced another supplier to enroll them through the Dublin Chamber of Commerce Program.

They have also cautioned us against any further natural gas contracts by demonstrating that the local utility rates generally settle lower than fixed price contracts.

Most recently, they have advised us on the advantages and disadvantages of a municipally organized, opt-out electricity program for our residents and small businesses. Four years ago we passed referendum for both electricity and natural gas and have yet to execute an electricity program.

Should we venture down that path, with referendum in hand, we would most likely engage Good Energy to handle the later stages on the process. Their relationships with suppliers, the commerce commission, and their ability to market in advance would ensure an extremely competitive bid resulting in increased savings for our community.

Please feel free to contact me should you have any questions regarding our on-going partnership with Good Energy, L.P. I can be reached at 614.410.4403 or via e-mail at mcrandall@dublin.oh.us.

Sincerely,

Michelle L. Crandall

Michelle L. Crandall
Director of Administrative Services

ORIGINAL

MIDDLESEX REGIONAL EDUCATIONAL SERVICES COMMISSION
1660 Stelton Road
Piscataway, New Jersey 08854
Telephone: (732) 777-9848 γ Fax: (732) 777-9855
http://www.mresc.k12.nj.us

SERVICES:

- Academy Learning Center
- Bright Beginnings Learning Center
- Center for Lifelong Learning
- Child Study Team & Related Services
- Collaborative Educational Services
- Cooperative Transportation
- Home Instruction
- Middlesex County Academy
- Nonpublic School Services
- NuView Academy
- Piscataway Regional Day School
- Professional Development Academy
- Raritan Valley Academy
  - Interim Alternative Educational Program

Mark J. Finkelstein
Superintendent

Patrick M. Moran
Business Administrator/
Board Secretary

September 8, 2009

To Whom It May Concern:

The Middlesex Regional Educational Services Commission (MRESC) is a public education agency in New Jersey that provides shared service opportunities to its members. One of the most significant programs we offer is our Cooperative Pricing Program, which serves ninety-five Public School Districts, seventeen Municipalities and two Counties totaling 320m kWh annually. As part of that program, we operate an electric aggregation program that will save over USD 2.3 million this year and Good Energy is the energy consultant that made that happened. Their ongoing support and continuous service to our members is the backbone of our program.

Good Energy was engaged by the MRESC to assist in developing an electric aggregation program that included bidding and bid management services. This program took considerable time to develop and evaluate the New Jersey electric market to provide cost savings to its participants. I am pleased to say we have implemented a program that is saving money and out-performing other aggregations in New Jersey.

Good Energy has developed purchasing strategies that take advantage of market conditions, while providing budget certainty and security to our members. This program is innovative and shows how well Good Energy understands the electric industry and market.

I could write a ten page letter of reference and say no more than that MRESC will continue to use Good Energy as our energy consultant. I would welcome the opportunity to speak with you about our program and Good Energy. So please, feel free to call my office at 732-777-9848, x3120.

Respectfully

Patrick M Moran
Business Administrator/Board Secretary

PMM/ha

cc: Mark J. Finkelstein, Superintendent

ORIGINAL

Cincinnati USA
Regional Chamber

August 30, 2011

To whom it may concern:

Charles de Casteja's team at Good Energy, L.P. has been the retained energy consultant for the Cincinnati USA Regional Chamber for the last two years. In that time they have conducted two extremely successful aggregated buying rounds for our business members including residential accounts. They have achieved savings in the area of forty percent for our members and generated significant revenue for our organization.

Our next round of buying is about to close this month which will be the largest aggregated purchasing group in the Duke Service Territory. It comprises of more than 400 small commercial accounts. Good Energy's dedication to our program is without equal. They continue to improve upon products and truly exert maximum pressure on all the suppliers during the bidding process.

John Bosse
Vice President, Small Business
441 Vine Street, 300 Carew Tower
Cincinnati, Ohio 45202
513.686.2989

ORIGINAL

Alliance forms on energy costs

10 small governments plan to buy electricity jointly

By Barry M. Horstman
bhorstman@enquirer.com

Ten small Greater Cincinnati governments will reduce their energy costs by about 40 percent under an agreement in which they will jointly purchase electricity for their municipal operations.

Under the deal, which affects only municipal facilities, not residential users, the governments will see the combined $1.5 million cost of electricity for their public buildings drop by about $590,000 over a 19-month period starting in May.

The energy agreement underlines the advantages, financial and otherwise, available to governments that band together to search for operational efficiencies, officials said.

"There is no way we could have individually cut this good a deal," Fairfax Mayor Ted Shannon said.

The deal's other partners are Newtown, Lockland, Lincoln Heights, Amberley Village, Springdale, Milford, North College Hill, Silverton and the Little Miami Joint Fire District.

Direct Energy of Dublin, Ohio, was selected from among five bidders to provide the electricity. Good Energy of New York, an energy management consultant, brokered the energy deal and purchase.

The agreement was sponsored by the Center for Local Government, a local nonprofit group that promotes service-sharing programs and similar collaborative opportunities.

David Krings, a Lockland administrator and local representative of Good Energy, helped put together the deal.

All 10 governments, Krings said, receive their electricity from Duke Energy. Under the new deal, Duke will continue to bill the governments for transmitting the electricity provided by Direct Energy.

"In terms of getting the best deal, aggregation is more important for smaller governments," Krings said. "But there's no reason it couldn't work for the big guys, too."

ORIGINAL

CITY OF PEKIN

REQUEST FOR QUALIFICATIONS

The executing of this form certifies understanding and compliance with the total proposal package.

PROPOSAL SUBMITTED BY:

BlueStar Energy Solutions

Company

363 West Erie Street, Suite 700

Address

Chicago	Illinois	60654	312-628-8600
City	**State**	**Zip**	**Daytime Telephone #**

312-617-3900	Aaron Rasty
After Hour Telephone #	**Contact Person** ***(Please print or type)***

Aaron Rasty	President, Energy Solutions & Municipal Services
Name of Authorized Agent or Officer	**Title**

[signature]	9/7/11
Signature of Authorized Agent or Officer	**Date**

PLEASE MARK ENVELOPE: RFQ OPT OUT

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Section I

Statement of Objectives

Section I

Statement of Objectives

The objectives of the City of Pekin (COP) in relation to Energy Consulting Services are:

1) Hire a well-qualified and independent, energy consultant to help develop and implement an Opt-Out, residential and small commercial electricity aggregation.

2) Develop a marketing program, develop and "Aggregation Plan of Operation and Governance", attend public hearings, write electricity bid specifications and conduct a competitive bid for the procurement of the COP's residential & small commercial customers.

3) Manage an on-going municipal electricity program through the end of the contract term.

4) If selected as a consultant for the City of Pekin, the proposer will not be eligible to be an Alternative Retail Electric Supplier.

Section II

Power Management

Section II – Power Management

City of Pekin (COP) requires all respondents to describe their past experience with the following:

1) Providing documentation on existing energy aggregation programs.

BlueStar Response: BlueStar's depth of experience and documentation regarding electric aggregation is second to none in Illinois. BlueStar worked with Representative Fortner and Senator Koehler in conjunction with passage of Public Act 96-0176 in 2009, which created the Illinois aggregation law in its current form. As such, BlueStar is intimately familiar with the goals and requirements of this law, including the need to incorporate energy efficiency, demand side management and meaningful consumer protections.

In 2011, BlueStar has closely followed the aggregation proceedings in Crest Hill, Erie, Fox River Grove, Fulton, Glenwood, Harvard, Mt. Morris, New Lenox, Polo and Sugar Grove. Specifically, BlueStar is very familiar with each RFP's construction and the Plan of Operation and Governance, but is unable to provide these documents due to confidentiality agreements we have entered into. Additionally, we have received and analyzed the detailed usage history / load data by customer class for each town listed above as well as Elburn, Grayslake, Morris and Wood Dale.

BlueStar's team of in-house legal and regulatory staff has conducted a thorough review of similar electric aggregation programs in Ohio, Massachusetts, and California. This experience and knowledge in Illinois and elsewhere in the U.S. will result in BlueStar creating documentation for the City of Pekin that incorporates industry best practices while avoiding mistakes made by other consultants.

Example of RFP Outline
1. Overview
2. Confidentiality
3. Objective and Goals
4. Operational Requirements
5. Supplier Evaluation
6. Financial Evaluation
7. IT Capabilities – Billing, Customer Service, and Reporting Evaluation
8. Electricity Products and Pricing Options
9. Energy related services – Energy Efficiency, Renewable Supply, Demand Response
10. Regulatory Compliance
11. History of Insolvency, Litigation, Defaults, or ICC complaints
12. References
13. Other Information and Notices by City

Section II – Power Management

City of Pekin (COP) requires all respondents to describe their past experience with the following:

2) **Providing references including contact information of clients currently participating in energy aggregation or Purchasing Programs.**

BlueStar Response:

BlueStar manages a purchasing program as a preferred provider to the Chicagoland Chamber of Commerce, the Illinois Automobile Dealers Association, and the Schaumburg Business Association. BlueStar has experience in aggregating both residential and commercial accounts for Wheaton College and has aggregated approximately 900 separate accounts for a cable company, Wide Open West.

The municipal aggregation market started in Illinois this year and as such BlueStar has yet to serve a municipal client for aggregation; however, as a retail electric supplier, BlueStar successfully serves over 12,000 accounts both residential and commercial which requires individual account management and expertise to aggregate end-user load into large portfolios by utility service area. BlueStar's resources and capabilities as a licensed electric supplier (with $225 million in revenue) are far more relevant than the limited experience of others in the nascent municipal aggregation market.

References

Chicagoland Chamber of Commerce
Contact: Ben Wollitz
Phone: 312.494.6704
Email: bwollitz@chicagolandchamber.org

Illinois Automobile Dealers Association
Contact: Mark Harting
Phone: 217.753.0220
Email: mharting@illinoisdealers.com

Schaumburg Business Association
Contact: Jim Feltman
Phone: 847.413.1010
Email: jfeltman@schaumburgced.com

Section II – Power Management

City of Pekin (COP) requires all respondents to describe their past experience with the following:

3) **Providing detailed information on the history, structure, and business operation of the firm.**

BlueStar Response: BlueStar is an Illinois corporation, founded in 2002. Based in Chicago, BlueStar has had a continuous office and employee presence in Pekin since 2003. BlueStar has successfully served thousands of customers, both business and consumers, in Illinois as a retail electricity supplier. BlueStar also serves retail electricity customers in Pennsylvania, Ohio, New Jersey, Delaware, Maryland, and Washington, D.C. BlueStar's mission is to help its customers use less electricity and spend less for the electricity that they use.

Starting as a two-person operation in 2002, BlueStar has grown to over 190 employees world-wide, with over 115 full-time employees in Illinois. BlueStar's revenue in 2010 was approximately $225 million making us one of the largest privately-held companies in Illinois. BlueStar's tremendous growth has been recognized by such publications as *Crain's Chicago Business, Entrepreneur* and *Inc.* magazines. BlueStar's professionals run the gamut of skills, including recognized experts in the fields of forecasting, hedging, finance, regulatory, wholesale and retail markets, information technology, public relations, energy efficiency, demand response, and other related capabilities.

BlueStar is owned and controlled by its two founders, CEO Guy Morgan and President Aaron Rasty. In 2011, Mr. Morgan was recognized by Ernst & Young LLP as "Entrepreneur of the Year" for the Midwest Region. BlueStar has built an extensive and accomplished management team, bringing in leaders from companies such as Motorola, McKinsey, Direct Energy, Deloitte and others. Among others, former United States Senator Alan J. Dixon (Illinois) sits on its Board of Directors. BlueStar is advised in its financial, legal and public relations matters by nationally-recognized organizations such as Grant Thorton LLP, Cadwalader Wickersham & Taft and Golin Harris.

As a retail electricity supplier, BlueStar has been intimately involved in the Ameren/MISO footprint for over four years. BlueStar was the first deregulated electricity supplier to serve residential customers in the Pekin area, and has developed highly sophisticated and complex operating procedures in MISO, which inured to our customers' significant benefit. BlueStar's expertise in MISO operating protocol means that BlueStar can leverage its unique insight to benefit

Pekin in ways other consultants are not even contemplating such as establishing specific delivery nodes behind MISO as an example.

In addition to electricity market expertise, BlueStar has completed over 550 energy efficiency projects since 2005, saving our customers millions of dollars while reducing their energy consumption. BlueStar is also experienced in the demand response industry, assisting our customers in collecting over six million dollars in payments for reducing load during periods of peak demand.

BlueStar prides itself on its stellar customer service and regulatory track record. BlueStar has never been the subject of any formal complaints with any regulatory agency in any state. BlueStar also holds an A+ rating from the Better Business Bureau.

BlueStar's founders have an additional eight years of experience in the energy industry having served as consultants and brokers of electricity and gas to hundreds of customers in Illinois from 1994 through 2002 prior to BlueStar's incorporation. Having unparalleled experience on both sides of the table as a consultant / broker and as a retail electric supplier gives BlueStar an advantage others simply cannot match.

Section II – Power Management

City of Pekin (COP) requires all respondents to describe their past experience with the following:

4) Licensing & certification as an Agent, Broker, or Consultant in Illinois as specified by the Illinois Commerce Commission.

BlueStar Response: BlueStar Energy Services, Inc. d/b/a BlueStar Energy Solutions received its ABC License from the Illinois Commerce Commission on August 23, 2011, in docket number 11-0578. BlueStar has been continually licensed as an Alternative Retail Electric Supplier since 2004. BlueStar has never been the subject of a formal complaint by any regulatory body.

STATE OF ILLINOIS

ILLINOIS COMMERCE COMMISSION

BlueStar Energy Services, Inc.	:	
d/b/a BlueStar Energy Solutions	:	
	:	
Application for Licensure of	:	**11-0578**
Agents, Brokers, and Consultants	:	
under Section 16-115C of the	:	
Public Utilities Act.	:	

ORDER

By the Commission:

I. INTRODUCTION

On August 10, 2011, BlueStar Energy Services, Inc. d/b/a BlueStar Energy Solutions ("Applicant") filed a verified application with the Illinois Commerce Commission ("Commission") requesting a certificate of service authority to operate as an agent, broker, or consultant ("ABC") in Illinois pursuant to Section 16-115C of the Public Utilities Act ("Act"), 220 ILCS 5/1-101 et seq., and 83 Ill. Adm. Code 454, "Licensure of Retail Electric Agents, Brokers and Consultants" ("Part 454"). On August 15, 2011, Applicant filed the original of its license or permit bond, which was omitted from its earlier filing. Applicant requests authority to offer services as an ABC for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

II. REQUIREMENTS FOR ALL APPLICANTS UNDER SECTION 16-115C OF THE ACT

Applicant is a business organized under the laws of Illinois and licensed to transact business in Illinois. Applicant has certified that it will comply with all applicable regulations; that it will comply with informational and reporting requirements established by Commission rule; that it will comply with informational and reporting requirements pursuant to Section 16-115C of the Act; and that it will comply with all other applicable laws, regulations, terms, and conditions required to the extent they have application to the services being offered by an ABC. Applicant has agreed to ensure that any person who acts on its behalf will comply with all applicable sections of Part 454. Applicant agrees that it will remain in compliance with the provisions of the Act and Part 454, and will ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created. Applicant has agreed to adopt and follow rules and procedures to preserve the confidentiality of its customers' data.

Applicant reports that it is not licensed as an ABC in any other jurisdictions, similar to the licensure required under Section 16-115C of the Act. Applicant, however, is licensed as an alternative retail electric supplier in California, Delaware, Illinois, Massachusetts, Maryland, Michigan, New Jersey, Ohio, Pennsylvania, Texas, and the District of Columbia. Applicant is not licensed to provide gas services in any jurisdiction. Applicant asserts that it has responded satisfactorily to all customer inquiries and therefore has no unresolved customer complaints. Attachment D lists four complaints, all of which arose in 2011 (two in Illinois and two in Pennsylvania) and were resolved within two days of being initiated.

III. FINANCIAL, TECHNICAL, AND MANAGERIAL REQUIREMENTS OF SECTION 16-115C

Applicant is required by Section 454.60 to demonstrate that it meets the managerial qualifications necessary to provide services as an ABC. Applicant must further provide an organizational chart that indicates the position of persons which satisfy the managerial qualification. Applicant has demonstrated that it meets the managerial qualifications set forth in Section 454.60. Attachment A consists of a corporate organizational chart and a chart identifying the persons who are being used to meet the requirements of Section 454.60(a). Attachment B includes an exhibit containing occupational background information on those persons. Applicant is required by Part 454.70 to demonstrate that it meets the technical qualifications necessary to provide services as an ABC. Applicant has demonstrated that it meets the technical qualifications set forth in Section 454.70 with the information provided, including the information included in Attachment B. Pursuant to the requirements of Section 454.80 of Part 454, Applicant provided a surety bond in the amount of $5,000 issued by a qualifying surety authorized to transact business in Illinois. Applicant submitted an original surety bond in satisfaction of Section 454.80. Applicant further agrees to comply with the Code of Conduct for ABCs contained in Section 454.90.

IV. COMMISSION CONCLUSION AND CERTIFICATE OF SERVICE AUTHORITY

The Commission has reviewed the application and attachments regarding the technical, managerial, and financial requirements and all other requirements of the Act and Part 454 and finds that Applicant sufficiently demonstrates compliance with the requirements. The Commission concludes, therefore, that Applicant's request for a certificate of service authority to operate as an ABC in Illinois should be granted and should include the following authority:

CERTIFICATE OF SERVICE AUTHORITY

IT IS CERTIFIED that BlueStar Energy Services, Inc. d/b/a BlueStar Energy Solutions is granted service authority to operate as an agent, broker, or consultant for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

V. FINDINGS AND ORDERING PARAGRAPHS

The Commission, having reviewed the entire record, is of the opinion and finds that:

(1) Applicant, a business organized under the laws of Illinois, seeks a certificate of service authority to operate as an ABC under Section 16-115C of the Act;

(2) the Commission has jurisdiction over the party hereto and the subject matter hereof;

(3) the recitals of fact and conclusions reached in the prefatory portion of this Order are supported by the record and are hereby adopted as findings of fact;

(4) Applicant has demonstrated that it possesses sufficient financial, managerial, and technical resources and abilities to provide services as an ABC for the procurement or sale of retail electricity supply to third parties in the State of Illinois;

(5) Applicant has complied with Section 16-115C of the Act and Part 454; and

(6) Applicant should be granted a certificate of service authority to operate as an ABC as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that BlueStar Energy Services, Inc. d/b/a BlueStar Energy Solutions is hereby granted a Certificate of Service Authority authorizing it to operate as an agent, broker, or consultant; said Certificate of Service Authority shall read as that set forth in Section IV of this Order.

IT IS FURTHER ORDERED that BlueStar Energy Services, Inc. d/b/a BlueStar Energy Solutions shall comply with all applicable Commission rules and orders now and as hereafter amended.

IT IS FURTHER ORDERED that, subject to the provisions of Section 10-113 of the Public Utilities Act and 83 Ill. Adm. Code 200.880, this Order is final; it is not subject to the Administrative Review Law.

By order of the Commission this 23rd day of August, 2011.

(SIGNED) DOUGLAS P. SCOTT

Chairman

Section III

The RFQ, Production and Implementation

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

1) **Developing and writing electricity bid specifications**

BlueStar Response: As a leading independent retail electric supplier BlueStar has reviewed and processed thousands of bid specifications for retail electric supply and related services. BlueStar has also worked with large customers to respond to and develop RFPs, including those that combine residential and small commercial services. This broad experience uniquely positions BlueStar to provide Pekin with bid specifications for municipal aggregation that will be clearly understood by potential suppliers and are in the best interest of the City. Selecting BlueStar will ensure that there are no surprises during the aggregation process for the city or its constituents.

Bid specifications may include, but are not limited to the following:

1. Volumetric parameters, including annual, monthly and daily volume schedules and allowable variances.
2. Pricing terms, including all energy and non-energy components (i.e. energy, losses, capacity, transmission, RPS, imbalances, congestion, ancillary services, taxes, etc.)
3. Billing requirements, including payment terms, reporting requirements, and dispute mechanisms.
4. Key contract terms, including cancellation, assignment, transfer rights for constituents.
5. Customer options, such as renewable energy, extended terms, and/or seasonal pricing.
6. Option of a grant by supplier to Pekin to be used for energy efficiency related programs.
7. Clear definition for how the supplier will handle future changes in MISO zonal capacity, basis adjustments, network / point-to-point delivery, etc. and how these issues relate to an event of force majeure or contract provision regarding changes in law and regulation. To avoid future risk for the Pekin aggregation.
8. Option to extend the term and layer in new supply contract volume and price.

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

2) **Identifying types of supply options to include in bid specifications**

BlueStar Response: BlueStar understands how residential and small commercial customers use energy and has deep experience developing and implementing supply strategies to match their unique load profiles. BlueStar has developed supply strategies for over 12,000 accounts, including residential, commercial, institutional, and major industrial consumers. We have also developed and executed demand side management projects for hundreds of sites across the country. BlueStar has proven experience in aggregating a portfolio of supply options including portfolios consisting of residential and small commercial customers.

Specifically, BlueStar will work with Pekin to understand its goals and the electric load profiles and usage patterns of its residential and small commercial customers. Using our extensive experience as a supplier of retail electric services, we will complete a detailed load analysis and demand forecast of the overall customer base to determine the expected volume, hourly load schedule and weather correlation. While BlueStar will evaluate many potential supply options, based on our deep experience of rate design and market conditions, the most likely type of supply will be a multi-year fixed price options that includes all supply charges in a single price.

As a supplier, BlueStar can also offer the option of procuring energy directly from the wholesale market from major wholesale suppliers through an open and transparent process. BlueStar will clearly explain all options to Pekin and ensure that the most cost effective, sustainable and implementable solution is provided.

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

3) **Developing supplier evaluation criteria**

   BlueStar Response: BlueStar has extensive expertise developing evaluation criteria for the procurement of energy and has a senior leadership team with collectively over 150 years of experience evaluating strategic options. BlueStar has several industry experts on staff that would be used in the evaluation process including legal, regulatory, credit, finance, pricing and other specialties critical to properly evaluating potential suppliers.

   Furthermore, we understand the importance of not only providing cost savings for Pekin's constituents but also high levels of service, reliability and community commitment.

   Supplier criteria may include, but is not limited to the following:
   - Company's organizational structure including parent, subsidiary, or affiliates
   - Debt rating, annual report or audited financials demonstrating credit worthiness to provide multi-year fixed price contracts
   - List of states / utility areas licensed to serve and length of time in each
   - Total annual load served in MWh and total number and type of customers
   - Reference any existing municipal aggregations being served
   - Demonstrated history providing timely and accurate billing
   - High levels of customer service and a demonstrated process for measuring customer satisfaction
   - Experience purchasing and managing electrical load in Illinois and specifically in Ameren's service territory
   - Ability to provide other value-added services to Pekin and its constituents (energy efficiency audits, renewable energy, grants, etc.)
   - Meeting all licensing and other federal, state and location requirements
   - Regulatory compliance history and including number of ICC complaints
   - Physical ownership of electric generation assets whether directly or through a parent or affiliate
   - History of insolvency proceedings or litigation for failing to supply contracted electricity

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

4) **Identifying, evaluating and recommending potential suppliers to include in the bid process. Please provide a list of the ARES that your firm has successfully done business with.**

BlueStar Response: BlueStar maintains relationships with most of the major electric providers that serve customers in the Midwest (MISO and PJM territories). BlueStar is very familiar with all major retail energy suppliers that have the potential to serve the aggregated load in Pekin and is in the position to evaluate and recommend the best supplier to serve Pekin's aggregated load.

Suppler evaluation criteria are included in question 3 above, and BlueStar would work closely with Pekin to ensure that all of its goals are met with the wining supplier. The winning supplier would have to deliver cost savings, excellent service, reliability, and other value-added services as determined by Pekin and BlueStar.

A sample of suppliers that we have current business with is below:

- BP Energy Company
- Cargill Energy
- Constellation Energy
- DTE Energy
- EDF Energy
- Macquarie Energy
- NextEra Energy

It is important to note that BlueStar does not derive revenue from other Illinois licensed ARES which provides for 100% independence and clean public perception. Consultants with pre-existing relationships that derive significant income from retail electric suppliers cannot make the same statement.

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

5) **Developing written negotiation strategies for contract implementation.**

BlueStar Response: BlueStar has over nine years of experience both developing and negotiating simple and complex contracts related to the procurement and supply of retail electricity for residential and small business customers. BlueStar has also negotiated contracts related to municipal supply and contracts that aggregate residential and small commercial accounts.

BlueStar maintains a highly professional full-time legal staff consisting of three lawyers with one lawyer dedicated to retail energy and demand side management contract development and negotiation. This level of deep in-house experience is complemented by relationships with leading outside counsel in the energy contracts space. BlueStar brings to bear one of the most experienced legal staffs in the retail electric industry and will ensure that Pekin and its constituents have well developed and negotiated contracts.

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

6) **Developing strategies for the consolidation of energy billing and reporting from vendors.**

BlueStar Response: BlueStar has extensive experience developing and implementing electricity billing solutions for a wide spectrum of customers. Each month BlueStar sends out billing information for over 12,000 accounts including residential and small business customers in Illinois.

We have developed a proprietary billing and settlement system that can provide detailed billing statements for any combination of fixed and index products, itemized breakdown of all energy and non-energy cost components, and provide calculations for hourly or monthly meter data.

BlueStar's deep experience will ensure that billing and reporting information from vendors is accurate and presented in a manner that is readily understandable and provides the City of Pekin and its constituents with the information needed.

Section III – The RFQ, Production and Implementation

City of Pekin (COP) requires all respondents to describe their past experience with the following:

7) **Developing strategies for the evaluation and comparison of bid results to determine the best pricing.**

BlueStar Response: BlueStar will employ a rigorous evaluation methodology to evaluate and compare bids from potential suppliers. As a current supplier, BlueStar generates thousands of retail electric supply prices per month in the Illinois markets (PJM and MISO) and has an in-depth understanding of the many components that make up a retail electric price, including: energy, losses, load following, capacity, transmission, renewable portfolio standards and ancillary charges. It is critical to use a company like BlueStar with extensive experience in pricing retail accounts to evaluate and compare bids to ensure all components are included in the price and there are no surprises for the city or its constituents later in the process.

The most important factor in evaluation of retail electric prices is to ensure the prices are presented on an "apples to apples" basis. BlueStar will ensure the RFP includes specific instructions to suppliers to ensure prices are clearly presented in a format to allow direct side-by-side comparison.

Section IV

Budgeting and Tracking

Section IV – Budgeting and Tracking Successful Vendor must be able to:

1) **Develop and maintain effective computer systems to record and analyze energy requirements and corresponding transactions.**

   BlueStar Response: BlueStar has invested in excess of ten million dollars in the creation and expansion of its proprietary IT systems over the past five years. At the core of those systems are unparalleled billing and usage data modules. BlueStar's growth as a supplier has been directly fueled by the capability of its IT systems, specifically the ability to process significant volumes of usage data quickly in order to determine the best energy solutions and products for a customer's needs. BlueStar's IT system was honored by InfoWorld magazine as a "Top 10" IT project in North America, alongside companies such as Accenture, ADP and Wells Fargo.

Section IV – Budgeting and Tracking Successful Vendor must be able to:

2) **Routinely review random billings within the aggregation to monitor the accuracy of billing to clients and provide documents to COP.**

BlueStar Response: BlueStar generates in excess of 12,000 bills per month and routinely reviews random billings and monitors the accuracy of billings. Systems include BlueStar's propriety in-house billing system and a highly trained, full-time billing staff that currently completes random audits of BlueStar's monthly bills. BlueStar also has the ability to generate reports related to billing. This level of experience and expertise will allow BlueStar to successfully audit the aggregation supplier's invoices to ensure accuracy.

Section V

Relevant and Past Performance

Section V – Relevant and Past Performance

1) **Describe your company's staff and their abilities to provide the requested services.**

BlueStar Response: BlueStar's senior management team biographies are attached. The breadth and depth of BlueStar's expertise and experience is unparalleled in the energy consultant industry. BlueStar staff of more than 115 persons in Illinois has significant experience in:

- Wholesale Energy Markets
- Retail Energy Markets
- Risk Management, Forecasting, and Scheduling
- Pricing and Load Analysis for aggregated portfolios by utility service territory
- Billing and Customer Care
- Finance and Accounting
- Energy Efficiency Auditing and Project Implementation
- Demand Response Program Implementation
- Marketing and Public Relations
- Regulatory, Legislative, and Legal Counsel
- Data Analysis
- Contract Administration

As a supplier, BlueStar is best positioned to evaluate and provide on-going monitoring of the aggregation supplier to be selected for Pekin. BlueStar's staff and their knowledge and experience directly translate to our ability to ensure Pekin will receive the highest-quality advice in creating and executing a successful municipal aggregation program second to none.

BlueStar's Executive Team Brings Decades of Experience to You

The BlueStar workforce includes leading energy industry professionals from utilities, generators, and retail suppliers. BlueStar's Executive Management blends these highly-skilled and varied backgrounds to create a company dedicated to high-quality customer service and innovation.

Guy H. Morgan, Chief Executive Officer

In his capacity as Chief Executive Officer of BlueStar Energy, Guy is responsible for setting the company's course and ensuring that the high standard of service BlueStar Energy customers have come to expect is maintained. Guy has led BlueStar's growth from a small two-person operation in 2002 to the second fastest-growing company in the US in 2008. Today, BlueStar Energy continues its reign as one of the fastest growing and largest independent energy suppliers in the country. Guy previously served as Chief Executive Officer of UtiliQuote, a successful energy consulting venture he co-founded with Aaron Rasty. He received his introduction to the world of electrical systems as a nuclear reactor operator aboard U.S. Navy submarines. Guy recently received the 2011 Ernst & Young Entrepreneur of the Year® Award for the Midwest Region. He is a disabled veteran and is President of Lima Charlie, Inc., a 501 (c) 19) non-profit organization dedicated to expand business opportunities for Disabled Veterans. He earned a BS in Finance from the University of Maryland and graduated from the U.S. Naval Nuclear Power School. More recently, Guy is a graduate of the Advanced Management Program at Harvard Business School.

Aaron D. Rasty, Co-Founder & President, Energy Solutions & Municipal Services

Aaron is responsible for the growth and profitability of the retail electricity business, including management of a unified electricity and demand side management (DSM) sales force which includes products and services for energy efficiency, demand response and distributed generation. Aaron develops and oversees BlueStar Energy electricity products and maximizes synergy between traditional energy offerings, renewable energy and DSM. A veteran of the deregulated energy industry, Aaron's experience in the competitive electricity markets spans 17 years, including co-founder and Chief Operating Officer of UtiliQuote. Through Aaron's leadership, BlueStar has become one of the fastest-growing retail energy suppliers in the United States as ranked by Inc. Magazine on its annual list of fastest-growing companies in the U.S. in 2008, 2009 and 2010. Aaron was also featured in Crain's Chicago Business 40 Under 40 in 2008.

Steven J. Strobel, Executive Vice President & Chief Financial Officer

Steve leads the financial organization, overseeing the company's finance, risk management and corporate development activities. Steve brings to BlueStar extensive and deep experience in high performance companies. Before joining BlueStar, Steve was President of McGough Road Advisors, a privately held finance consulting firm. Prior to that, from 2003 to 2008, Steve was with Motorola, first as Senior Vice President and Corporate Controller, then as Treasurer. Steve has also held senior financial positions at Owens Corning and Kraft, where he was CFO of Kraft Canada. Steve currently serves as a Director for Newell Rubbermaid, Inc. (NYSE: NWL). Steve holds a BS in Accountancy from the University of Illinois and an MBA from the University of Chicago.

James C. Petersen, Chief Operating Officer & President, Retail Electricity

Jim manages and improves the company's market entry, customer service, billing, reporting and other operational activities. Prior to joining BlueStar, Jim enjoyed an extensive career with Motorola, Inc., first as an Electrical Engineer and ultimately as Senior Director of Sales, where he was responsible for all commercial and operational activities to launch mobile devices with the largest carrier in North America. Jim holds a Six Sigma Master Black Belt certification, a BS in Electrical and Computer Engineering from the University of Illinois, and an MBA from the Kellogg Graduate School of Management at Northwestern University.

BlueStar energy solutions

Pekin ILLINOIS

BlueStar's Executive Team Brings Decades of Experience to You

Troy D. Hammond, President, Demand Side Management

Troy leads the company's DSM business which includes energy efficiency, demand response and distributed generation products and services – all of which help customers use less energy. Prior to joining BlueStar, Troy was a senior executive at Pittsburgh, PA based Plextronics, helping to build this start-up into an internationally recognized leader in printed solar cell and lighting technology. Previously, Troy was an Associate Principal at McKinsey & Co. where he served energy industry executives on their strategic and operational challenges. Troy has Bachelor of Science degrees from Milligan College and Georgia Tech and also holds a Ph.D. in Atomic Physics from MIT.

Alberto Ruocco, Chief Information Officer

Alberto leads the information technology team, enabling BlueStar's strategy and growth. With more than 26 years in the IT industry, Alberto's transformational leadership has impacted a wide range of companies in various industries spanning local to global entities and all functional areas. Most recently, Alberto was an EVP for The Revere Group, the Chicago-based business and information technology subsidiary of NTT DATA, a leading global consulting firm. Prior to The Revere Group, he was a Senior Manager in Deloitte Consulting's CIO Advisory practice and VP of Process & Information Technology at Kerry Americas, a wholesale supplier of food ingredients to the global market. Alberto holds a BA from Yale University and an MBA from the Kellogg Graduate School of Management at Northwestern University.

Jon M. Casadont, Chief Legal Officer

As Chief Legal Officer of BlueStar Energy, Jon oversees all regulatory and legal matters for the company. Jon has not only represented BlueStar's interests for over nine years, he also serves as a leading advocate for customer choice in retail electric markets. Prior to leaving private practice, Jon had served as counsel for BlueStar while working for a Chicago law firm. After guiding BlueStar Energy through Federal and State regulatory certification proceedings, he joined the company as General Counsel in 2004. Jon was recently selected as a National First Chair Award recipient for 2011 for Top General Counsel. Jon received his BA from the University of Wisconsin and his JD (High Honors) from the Chicago-Kent College of Law.

Joyce Dickerson, Chief Culture Officer

Joyce is an accomplished human resources executive with 15 years of progressive experience in organizational development, change management, benefits & compensation, mergers & acquisitions, employee communications and cultural initiatives. Complementing this expertise are exceptional inter-personal/relationship-building skills, impassioned leadership, an aptitude for mission-driven communications and proven ability to guide organizations through tremendous change, with an overriding focus on producing results by aligning employee performance to organizational objectives. Joyce holds a Bachelor of Arts degree in Psychology from Millikin University.

Dave Daily, Senior Vice President of Corporate Development & Finance

Dave focuses on the development of BlueStar Energy's growth initiatives as well as financial analysis and planning. Prior to joining BlueStar, Dave was a Vice President at Houlihan Lokey where he managed numerous M&A and financing transactions in the industrial and energy sectors. He started his career as a Naval officer in the U.S. Navy's Nuclear Propulsion Program. Dave holds a BS in Civil Engineering from the University of Notre Dame and an MBA in finance from the Wharton School of the University of Pennsylvania.

BlueStar energy solutions

Pekin ILLINOIS

BlueStar's Executive Team Brings Decades of Experience to You

Wayne Callham, Vice President of Energy Efficiency
Wayne leads the Lighting Services team within the Demand Side Management group and has more than 23 years of experience in the lighting industry. His background in applying energy-efficient technologies has evolved from 11 years representing lighting distributors, seven years as an executive of a lighting manufacturer, and four years as director of lighting projects for energy services companies. Wayne's accomplishments include the training of lighting resource centers of Osram Sylvania, General Electric, Philips Lighting, Advance Transformer and Lightolier.

Mike Lindert, Vice President of Electric Sales
Mike manages the electric sales team, which is structured to engage customers across multiple geographies and segments including National Accounts, Direct and Indirect Sales. Responsible for BlueStar's electric sales efforts in all markets, Mike brings more than 10 years of retail energy experience with Direct Energy, Constellation New Energy and Enron Energy Services. In addition, Mike spent 10 years at Motorola with assignments in North America and Asia Pacific spanning multiple divisions including Cellular Subscriber, Corporate and Cellular Infrastructure Group. Mike holds a Six Sigma Black Belt certification, an APICS CPIM, a BBA in Operations Management from the University of Wisconsin-Whitewater and an MBA from the Graduate School of Management at Loyola University Chicago.

Catherine Mason, Vice President of DSM Sales
Catherine leads the Demand Side Management sales team, which includes sales to local, regional and national accounts across 13 vertical markets. The team focuses primarily on energy efficiency projects supporting the BlueStar goal of encouraging commercial and industrial customers to "Use Less" energy. Prior to joining BlueStar, Catherine was a marketing and customer service consultant to the retail energy services market, in addition to over 20 years leading marketing and operations initiatives in the telecom world with MCI, Teleport Communications Group and ATT. She holds a BA in Marketing from Michigan State University and recently finished her MBA in Marketing from the University of Liverpool in the UK.

Graham Leith, Vice President of Energy Management
Graham has overall accountability for energy supplier management, electricity business risk practices, load forecasting, scheduling and electricity product structuring. Graham brings a depth of energy industry experience to BlueStar, from leadership roles at Centrica plc, Ontario Power Generation, TransCanada Energy and most recently heading up sales and marketing for the Canadian solar energy company Photowatt Solar. He also held senior positions in Centrica's North American (Direct Energy) and UK (British Gas) operations including credit operations, product structuring, pricing, marketing and sales. Graham holds a BBA from Wilfrid Laurier University's School of Business and an MBA from the Schulich School of Business at York University.

Madelon A. Kuchera, Associate General Counsel, Vice President of Regulatory
Madelon oversees the regulatory affairs for BlueStar Energy. Throughout her career, Madelon has played a leading role in federal and state policy decisions that first introduced competition to local telephone and wireless markets, and most recently to the energy utility markets. As an advocate for customer choice in the traditional utility space, Madelon has worked for both private and government sectors and her span of experience covers policy in 50 states. Madelon holds a BS in Economics and Masters in Economics/Finance from the University of Wyoming and a JD from the John Marshall Law School.

BlueStar energy solutions

Pekin ILLINOIS

BlueStar's Executive Team Brings Decades of Experience to You

Kurt Baldassari, Director of eCommerce

Kurt brings 16 years of expertise in interactive marketing, product marketing and eCommerce to BlueStar Energy. He is responsible for the strategic development of BlueStar Energy websites; ensuring superior online service is delivered to the company's expanding commercial and residential markets. Kurt was most recently director of eCommerce at Sears Holdings and previously was responsible for CDW.com, a top 10 eCommerce website where he oversaw all online marketing and eCommerce activities. He graduated from Northern Illinois University with a BA in Journalism.

Isabelle Ryan, Corporate Controller

As Controller, Isabelle leads the company's accounting, financial reporting and treasury activities. She has more than 23 years of experience in a variety of accounting and finance related roles including 10 years with a Big Four audit firm, seven years in the leasing and equipment finance industry with the latest position as a divisional CFO and several years in an entrepreneurial company focused in the children's media space. She is a graduate of Indiana University with a BS in Accounting and a CPA.

George Voorhees, Director of National Sales

George has more than 25 years of energy experience in both the regulated and unregulated utility environments. He has an in-depth market perspective on energy sales, current market conditions and legislative and regulatory issues that impact BlueStar Energy. George's experience has assisted numerous clients over the years with metering and engineering insight not typically found with other deregulated suppliers. He has a proven track record of success with many of the nation's fortune 500 companies. George received his undergraduate degree from Truman University and his graduate degree from Bradley University

Gib Armstrong, Director of Government Relations

Gib assists with product development, as well as market development, government, regulatory and sales support in the mid-Atlantic. As a former Pennsylvania State Representative, he served on the Energy Committee and ran the House Clean Energy Caucus. Gib serves on the Pennsylvania Energy Development Authority as part of the Technical Review Committee. During his time in the Marine Corps, Gib was promoted to major and served as an artillery officer and comptroller. He is a graduate of the U.S. Naval Academy and holds a BS in Political Science with minors in Chinese and Engineering.

BlueStar energy solutions

Pekin ILLINOIS

Section V – Relevant and Past Performance

2) **Provide at least (3) references of organizations that have utilized the services of your company to purchase electrical energy in the deregulated market.**

BlueStar Response: BlueStar has long standing relationships with thousands of customers in Illinois. Below are three references specific to the Pekin area.

References:

Methodist Medical Center
Contact: Vance Vinson
Director of Facilities
221 NE Glen Oak Ave
Pekin, Illinois 61614
Phone: 309-253-1900
Email: vvinson@mmci.org

Pekin Insurance
Contact: Mark Stroemer
Facilities Supervisor
2505 Court Street
Pekin, IL 61554
Phone: 309-241-0164
Email: markstroemer@pekininsurance.com

Lariat Steakhouse
Contact: Dan Kouri
2232 W Glen Avenue
Pekin, IL 61614
Phone: 309-370-1878

Section V – Relevant and Past Performance

3) **In <u>one typed page or less</u>, briefly summarize your proposal and how you would envision successful completion of the Opt-out residential & small commercial electricity aggregation, point out why COP should choose your company to enter into an agreement for the services requested in this RFQ.**

   BlueStar Response: See attached

BlueStar believes that the City of Pekin will be best served by choosing BlueStar to provide the services for an Opt-out residential and small commercial electricity aggregation program. Simply put, BlueStar's expertise and insider knowledge as an electricity supplier will result in extraordinary insight, transparency, and negotiating power for the City of Pekin, its citizens and small businesses.

BlueStar proposal can be summarized as follows. BlueStar will work with the City Council, City Manager, the Office of the Mayor and all other interested stakeholders to first create a thorough awareness and understanding of the opportunities presented, as well as clearly identified known risks and variables. Once key stakeholders are satisfied that proceeding with an Opt-out program is in the City's best interests, BlueStar will work with internal stakeholders to develop educational information for the general public in advance of a Council initiative to place an Opt-out referendum on the March 15, 2012, ballot. This will include making informed representatives of BlueStar available to respond to public inquiries and Council meetings or otherwise agreed-upon times. Assuming Council approval of the referendum, BlueStar will similarly work with the City to prepare educational materials for the public in the months leading up to the actual vote in March.

Assuming passage of the referendum, BlueStar will prepare a straw-case RFP for review with relevant internal stakeholders, proposing ideas relating to product selection, energy efficiency measures, demand response, environmental issues and other key facets, all with an eye on developments in the wholesale, retail, and regulatory environments that may impact on the success of such a program. Just as BlueStar runs its own business, BlueStar will continually monitor and analyze the impacts of external events upon the business model proposed for the City of Pekin. Because no one can accurately predict how energy markets and the larger economy will change between now and next spring, any attempt at identifying the best solution for the City right now is reckless at best. This is why partnering with the most knowledgeable and capable partner is critical to long-term success for the City.

Once a final aggregation plan has been approved by internal City stakeholders, BlueStar will assist in the preparation of public education materials in advance of the minimum of two public hearings on the plan. BlueStar will again make representatives available to attend and present at these hearings. Assuming Council approval, BlueStar will then seek responses from all eligible suppliers. BlueStar will use its unsurpassed market knowledge as a supplier to force bidders to sharpen their pencils and deliver the lowest possible price for the City, in addition to any other key terms as developed by the City with BlueStar's input.

After all responsive bids have been received, BlueStar will work with the City to select, on a blind basis, the best supplier for the program. BlueStar, with input from City stakeholders, will negotiate final contract terms with the winning supplier. BlueStar will then coordinate public messaging of the results, including all opt-out provisions and will oversee the implementation of those programs. During the term of the program BlueStar will continue to monitor supplier conduct and seek out additional opportunities to fold into the program to increase savings for consumers and/or additional benefits for the City. BlueStar believes that the work of the consultant only begins with the successful execution of a supply contract with a bidder.

In summary, BlueStar's resources and capabilities as one of Illinois' largest privately-held companies with 2010 revenue of $225 million, staff in Illinois in excess of 115 employees, a local presence serving customers in Pekin, co-founders history of consulting, brokering and supplier experience and our independence from bidding retail suppliers is unlike any other consultant you will find. For these reasons the City of Pekin will be best served by and should select BlueStar as its consultant for municipal aggregation.

SourceOne
Energy Solutions

Energy Consulting Services

OPT-OUT RESIDENTIAL AND SMALL COMMERCIAL ELECTRICITY AGGREGATION

PREPARED FOR:

Pekin
ILLINOIS

PREPARED BY:

SourceOne, Inc.
200 East Randolph Street
Suite 7900
Chicago, IL 60601
Phone: (312) 882-2559
www.sourceone-energy.com

September 9, 2011

Joseph W. Wuellner
City Manager
City of Pekin - City Clerk's Office
111 South Capitol Street
Pekin, IL 61554

RE: Energy Consulting Services

Dear Mr. Wuellner;

SourceOne is pleased to submit this proposal to support the City of Pekin (COP) in creating and managing an Opt-Out Electricity Aggregation Program.

As you review our submittal, we are confident that you will find that SourceOne is uniquely qualified for the scope of work:

- SourceOne is an energy management company with 13+ years of experience, based in Boston along with our parent company Veolia Energy.
- SourceOne is currently working with numerous governmental, public agencies and Fortune 500 companies, such as, City of Boston, City of New Haven, State of Connecticut, Rhode Island Public Housing Authorities, Biogen Idec, and Genzyme Corporation on utility and energy related matters.
- SourceOne has extensive experience in strategic commodity procurement, bill validation, energy reporting, greenhouse gas emissions tracking and evaluating alternative energy options, we manage approximately 2 TWh of electric power and 4 BCF of natural gas.
- SourceOne currently manages monthly utility and bill data entry for 300+ customers and handles bill entry and analysis for over 170,000 invoices annually.
- SourceOne has developed numerous unique web based tools for the function of energy and utility analysis, optimization and tracking.

Thank you again for this opportunity, SourceOne is available and prepared to commence work immediately.

Sincerely,

Al Krusemark
Business Development

Work: 312.882.2559 Email: ckrusemark@s1inc.com

PROJECT SUMMARY

The COP is looking to engage a firm qualified to provide energy consulting services to develop and implement an Opt-Out, residential & small commercial electricity aggregation program. SourceOne can meet this need using a proven procurement methodology that tailors the strategy to meet the unique demands of the COP.

It has been our experience on similar assignments that the essential elements leading to our success lie with our ability to grasp our client's energy interests, comprehend their goals, conduct comprehensive evaluations and vigorously pursue the best solutions. SourceOne will deploy our unique skills and experience in a manner that ensures the identification, selection and development of the most favorable plan to support the *City of Pekin.*

Procurement Service to include:

- Compilation of all utility accounts, as well as historical consumption and cost data for each account.
- Identification of all suppliers able to serve the electricity loads for the COP and its residents
- Planning, preparation, issuance, and administration of RFQs for electric supply
- Reporting, analysis, and summarization of qualified bid offers
- Energy contract review, negotiation, and enrollment with utility/supplier
- Ongoing assistance with contract position management and performance benchmarking

Project Approach

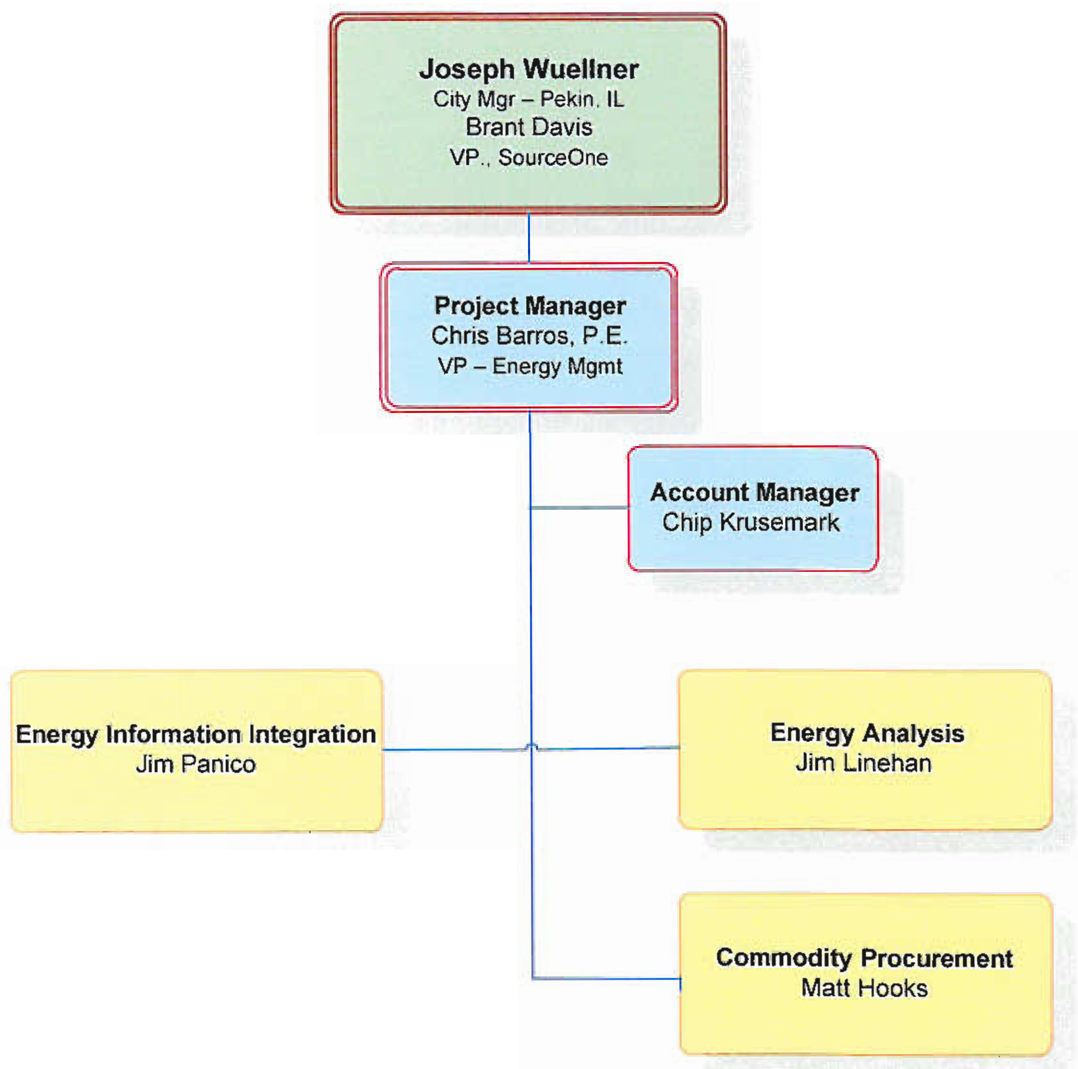
SourceOne's work plan will provide value thorough advisory services, establishing best practices for procurement of commodities and developing an agreed upon Opt-Out plan, developing a marketing plan for presentation to the community, monitoring the energy commodity markets and identification of procurement opportunities to support the COP.

SourceOne's advisory, commodity procurement and energy management protocol is focused on achieving the following goals:

- Plan, develop and implement energy procurement practices to determine market opportunities and mitigate market risk.
- Work with the COP to determine key factors inherent in the development of a successful roll-out.
- Develop and implement an energy commodity procurement and management program.
- Establish a comprehensive program to monitor and track market conditions for future procurement considerations.

Management Team & Customer Service
SourceOne will provide a dedicated project manager as well as access to the entire "Energy Team." The team working with the COP has professional expertise in a number of fields, including, but not limited to: commodity management, energy market review, analysis and reporting, forensic rate review, energy modeling and forecasting, utility billing data base development and maintenance, sustainability reporting and carbon footprint management, asset performance management and reporting. We work with major cities and municipalities as well as companies that are leaders in their respective industries and sectors. In an effort to consistently provide and manage the highest quality service, SourceOne utilizes internal resources for almost all of its work. SourceOne's Energy Team has

directed the successful commodity procurement for a diverse group of customer's for over a decade. Trusted advisors at SourceOne will develop and execute a commodity management strategy that meets your unique goals.



SOURCEONE, INC. OVERVIEW

SourceOne is a full-service energy consulting firm. We operate four (4) offices located in New York City, Boston, Chicago and Los Angeles with a staff comprised of approximately sixty (65) energy professionals. All SourceOne resources will be managed and dispatched out of the SourceOne offices in Boston.

SourceOne was founded and organized to serve the emerging needs of private and public entities associated with energy management, energy planning, infrastructure development, commodity procurement, energy conservation, sourcing capacity/reliability, tracking carbon emissions and providing utility bill review/processing issues. Our company was established with the expectation that large entities, would seek expert support and guidance as they navigate the emerging energy marketplace and face on-going issues in regard to maintaining sustainable and economically beneficial energy infrastructures.

Since the deregulation of the energy markets, SourceOne has been providing strategic procurement services to many of the largest energy loads across North America. These clients include many of the region's most recognizable public, institutional, biotechnology, healthcare, pharmaceutical, commercial and public entities. We have achieved this standing by offering customer centric tools, products, and services with an unwavering desire to deliver significant value.

SourceOne supports a multitude of clients in strategically procuring energy to reduce operating expenses, secure cost effective products, create budget certainty and mitigate market risk. In addition, SourceOne has performed site-assessments / due diligence and power master planning projects for over 150 million square feet of mission critical space throughout the US, Canada and Europe for public, municipal, institutional, commercial real estate, pharmaceutical, biotech and data center customers. In total, SourceOne has approximately 2 TWh of electric commodity and 4 BCF of natural gas procurement in the marketplace. We administer over $500 million of monthly utility billings for our customers and we manage in excess of $750 million of energy infrastructure capital improvements.

SourceOne was acquired by Veolia Environnement (Veolia) in May 2007. Veolia is the world leader and benchmark provider in environmental services, energy, transportation and water treatment. With 355,000 employees worldwide and over 30,000 in North America, Veolia has operations in 68 countries. Veolia's expertise and operational practices within these critical functions contributes to the optimization of efficiencies and results in dramatic reduction in greenhouse gas emissions for end-users. Veolia generates annual revenues in the range of $50 billion and typically has an annual market capitalization of approximately $10 billion.

STATEMENT OF WORK

Task 1: Develop Aggregation Plan

Key to our developing a successful Opt-Out program is our interaction and communication with the leadership and staff at the COP. We find that without a complete understanding of the goals and desired outcomes of the program, achieving the end result will be far more difficult.

Once we have jointly determined the methodology behind the plan, we will prepare the documentation behind it and work on a marketing program to introduce the plan to the community with the assistance and knowledge of the COP. While we have an understanding of possible "push-back" points that may be encountered, every community and situation is unique and the COP may well be able to lend its expertise as to what obstacles we should expect with the introduction of the program.

Task 2: Energy Commodity Procurement and Management

SourceOne's Commodity Management group currently manages over 2 TWh of annual electric power and 4 BCF of natural gas in competitive markets throughout the United States. Over the past fifteen years SourceOne has supported hundreds of customers from various industry segments including the City of Boston, City of New Haven, Rhode Island Housing Authority, Connecticut Regional Energy Commission, Genzyme Corporation, Thomson Reuters, Boston Scientific, Biogen Idec, Children's Hospital Boston, Veolia Water treatment plants, and various REITs and data centers nationwide. SourceOne employs an established methodology to maximize these opportunities and meet customer goals.

	Customer Requirements Definition	Commodity Sourcing Strategy	RFP Bidding and Contracting	Ongoing Monitoring / Updates
Activities	• Customer value drivers for commodity management (e.g. budget certainty, low cost, etc.) • Load profile analysis - including load shape, volumes, and seasonality • Account or location aggregation opportunities • Commodity volume / spend	• Definition of sourcing strategy alternatives based on customer requirements and market conditions • Review and selection of pricing structure(s) that will be used within the RFP (e.g. block + index load bid, etc.) • Definition of contracting term length • Definition of suppliers who will receive the RFP	• RFP creation and definition of RFP timing • Definition of components to be included in RFP for supplier pricing or supplier pass through. • Supplier notification and management of the bidding process	• Ongoing access to SourceOne commodity experts and resources • Tracking of contract status and overall market conditions • Options for other value adding services such as multi-site power usage intensity reporting, billing auditing, etc
SourceOne Differentiating Value	**• Lengthy track record of fulfilling customer requirements** **• Full suite of capabilities for load and tariff analysis**	**• Strong understanding of power and gas markets** **• Deep experience with different contracting & sourcing strategies**	**• Reputation with suppliers as being client focused and providing transparency in pricing**	**• Demonstrated capabilities providing comprehensive energy management services** **• Access to tools and dedicated team focusing on energy markets**

1. Technical Approach

Overview of SourceOne Commodity Procurement Methodology and Approach

The SourceOne Commodity Procurement methodology can be broken down into a number of discrete steps that SourceOne will perform when running energy procurement for the COP.

- **Data Collection** – SourceOne will collect electric-utility invoices for all of the accounts in the aggregation. These invoices will be loaded into a web-based portal that will allow data to be easily visualized, aggregated at a variety of levels, and produced in reports that will be submitted as part of the RFPs. In addition, SourceOne will work with the utilities to get detailed time-of-use data for any larger accounts. Detailed data allows suppliers to best understand consumption patterns and, as a result, offer an efficient power price.
- **Procurement Strategy** – SourceOne will work with the COP to determine the motivating factors behind Opt-Out plan and electric procurement. With this understanding, SourceOne can help craft a procurement strategy that will help specify the product, term and future hedging strategy that is appropriate for the COP and how best it will accommodate the aggregation plan. Our understanding of real-time market dynamics and utility rates are invaluable when crafting a procurement strategy. It allows us to evaluate risk/return profiles of commodity purchasing opportunities and prepare projected savings analysis at different electricity purchase points.
- **RFP Preparation** – The RFP will provide detailed electric consumption data for the aggregated load, along with account lists, and desired product options, terms, durations, etc.
- **Bid Review** – After receiving bids, SourceOne will work with the client to select the supplier whose bid best meets the energy needs of the community. This involves not only a pricing analysis, but analysis of the terms and conditions offered by each supplier to ensure that the contract is appropriate for the facilities and operational parameters of the aggregated load.
- **Supplier Recommendation** – SourceOne will provide recommendations for contract term alterations. Items for review include, but are not limited to: consumption swing tolerances and penalties, assignment/transferability upon change in ownership, contract term, and pricing options.
- **Contract Negotiation** – SourceOne will lead the negotiations with prospective suppliers. Initial focus will be on business terms and conditions. Concurrently, contracts will be reviewed from a legal perspective in concert with owner's assigned legal counsel as required.
- **Secure Best Pricing** – SourceOne will secure refreshed and optimal pricing and work with the client to complete and execute supply contract.
- **Market Opportunity Analysis and Commodity Procur**ement – SourceOne will continually monitor the market conditions and identify optimal buying opportunities through the analysis of fuel price projections, regional supply / demand power capacity, projected shopping credits, changes in load profiles and affective legislative and / or regulated market pricing conditions. SourceOne will continually review and analyze contract extensions, long-term vs. short-term contracts, new contracts arrangements prior to existing contract terminations.

Using this methodology, SourceOne has run innumerable procurements for a wide-variety of entities: public & private, large & small, active & uninterested, sophisticated & simple.

Data Gathering
The importance of experience and available tools for data gathering during an energy commodity procurement effort is often under estimated - having an end result of causing a delay in obtaining or

complete implementation of market pricing for all metered accounts. SourceOne has both the experience and capabilities to efficiently identify, track, and obtain base information such as invoices for metered accounts, executed Letter of Authorizations to pull interval data needed for suppliers to price the accounts, and other data needed for the procurement.

At the core of this expertise is SourceOne's well-defined project management approach that is applied to the effort of data gathering. This approach adds value by clearly defining the information needing to be gathered and increasing transparency of the status of the overall data gathering effort for our clients - with the end result being an efficient data gathering process that crisply moves into an energy procurement initiative.

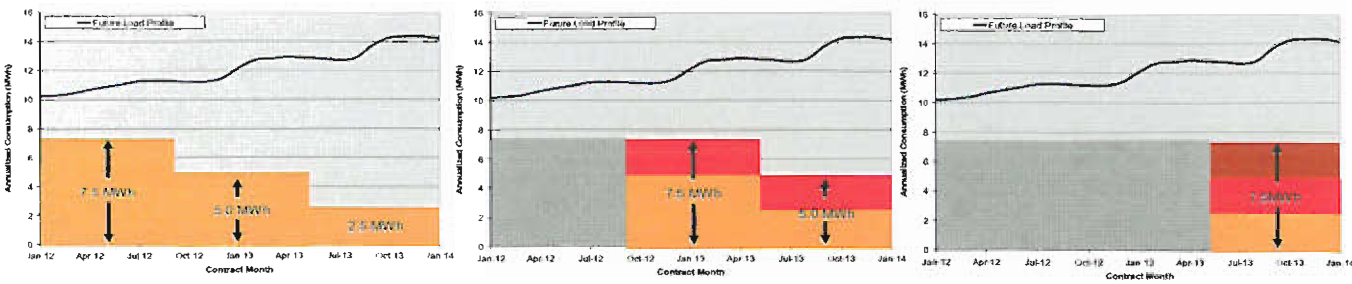
Customer Requirements Definition & Commodity Sourcing Strategy
Following a thorough assessment of the energy consumption and spending history, SourceOne will define the goals that will direct the procurement process. The flexibility of the deregulated energy markets will allow the COP to pursue a variety of objectives, as detailed below. SourceOne works with all of our customers to understand what objectives we are trying to meet when advising them on a procurement plan. As a result, energy procurement is an individualized process, based on the needs of the client organization.

Cost Savings
By signing contracts with third-party suppliers, our customers are frequently able to reduce their energy rates. SourceOne has worked with numerous customers who have realized significant energy-savings by entering into electric and gas contracts with competitive suppliers.

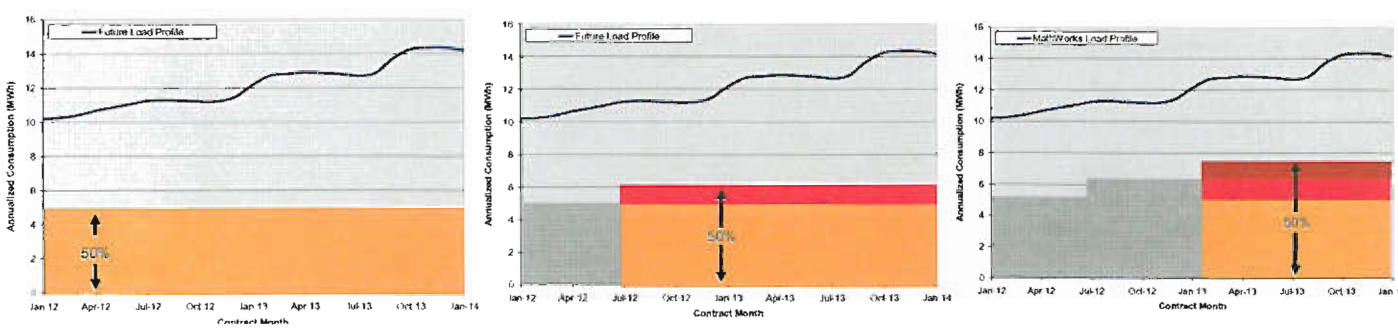
Budget Certainty
Third-party electric suppliers allow customers to enter into long-term, fixed-price contracts. Many customers value the ability to clearly define their energy-related cash flows over long periods of time. Freed from the volatility of the commodities markets, customers can better predict future cash flows and improve their budgeting performance.

Flexible Hedging
Competitive suppliers typically offer a variety of contract-types. This allows customers to actively manage their exposure to energy price volatility in a manner that best meets their needs. In a volatile and unpredictable market, it can be beneficial to hedge in small portions to take advantage of current opportunities without completely reducing the future exposure to potentially more favorable pricing.

Customers can take advantage of downward trending markets through the use of index-based contracts and/or reduce their exposure by locking portions of their energy needs in block contracts. Customers can take advantage of buying opportunities by layering in lower priced blocks throughout their contract period. Visual representations of selected procurement strategies are below:



Laddered Block Purchase: Maintains Near-Team Hedge Levels and Provides Some Long-Term SecurityBlock Purchases Made at Opportune Market Prices



Constant Hedge Ratio: Blocks Purchased in Concert with Load Growth to Maintain a Constant Ratio of Hedged to Unhedged Exposure

Working with our clients to define the objectives and goals of the commodity procurement allows SourceOne to define a unique sourcing strategy. Developing a successful strategy that meets customer needs also requires a strong understanding of the broader energy markets. As a singularly devoted team, SourceOne's commodity team stays up-to-date on the underlying factors affecting both the natural gas and electricity markets. As your commodity management partner, you can rely on SourceOne's understanding of market volatility and SourceOne's advice as to how to best mitigate that volatility to meet your long-term managerial goals. SourceOne's team tracks and monitors market pricing and is continually searching for opportunities for our clients.

RFP Bidding & Contracting

After defining a unique sourcing strategy SourceOne will develop a request for proposal that outlines the product, term, and pricing mechanisms that are best suited to the client. SourceOne has professional relationships with many of the most reputable suppliers in the country. As a result, we can ensure that the COP enters into an agreement with a stable and reliable counter-party. It is particularly important that the COP choose a supplier that is likely to remain fully solvent able to consistently deliver through the end of any contract period. SourceOne will present all supplier bids in a manner that allows for simple and direct evaluation. Our understanding of the market and wide range of relationships allows us to demand the best pricing for our clients. SourceOne has a strong reputation with suppliers and customers for providing transparent pricing and working to achieve the lowest price for the customer. As a broadly-based energy consultancy, we are primarily interested in creating long-term relationships with our customers. As a result, we are interested in providing you the best advice for your needs. This is illustrated by the large number of customers who have consistently returned to SourceOne to provide energy management services.

On-Going Monitoring and Updates

SourceOne engages our customers on a long-term basis, providing periodic market and pricing updates and alerting our customers to opportunities to improve their commodity procurement performance. Unlike many brokers, SourceOne is in the business of commodity management, not procurement. Our commodity management team is frequently engaged with our customers and responds to their changing needs and changes in the market. In addition, many of our customers also rely on SourceOne to provide additional services, including metering, account and billing management, as well as many of your company's other energy-related needs.

SourceOne will work with the COP to develop a customized strategy to procure commodities that meets your unique criteria. SourceOne will provide market intelligence in monitoring on-going market conditions to ensure the COP is well positioned, informed, and secure with the implemented procurement plan. Strategic guidance deliverables will be to identify all qualified suppliers, review all supplier contracts and terms, understand market drivers of commodity, develop a short, medium and long term view of the marketplace, ascertain any historical cycles, identify all potential risks that would drive "worse case" scenarios, identify market downside potentials, take a view on the probability of the drivers on both sides achieving worse case or best case scenarios, review and understand company risk tolerances, identify appropriate products based on risk tolerances, help negotiate most favorable business terms of identified products, ascertain "optimal buying" points and hedging strategy, initial procurement and ongoing management.

Task 3: Prescriptive Energy Management Services (Optional)

I. Tariff Analysis and Reporting

II. Invoice Validation and Billing Verification

SourceOne will perform monthly analyses and financial review of energy service invoices received from the commodity supplier against applicable contracts and utility company rates against SourceOne's proprietary rate engine to ensure independent verification that the bills are calculated correctly and accurately.

- Obtain billing information, in a format that is acceptable to SourceOne, directly from the LDC and commodity supplier(s) on a monthly basis.
- Perform audits, analyses, and financial review of: (i) invoices from the LDC against SourceOne proprietary rate tariff models, (ii) invoices received from commodity supplier(s), to ensure independent verification that the bills are calculated correctly and accurately, (iii) commodity supply contract(s) to investigate exposure and risk due to: bandwidth constraints, congestion charge true-ups, and/or other contract terms.
- Compare electronic usage information, if available, against LDC and supplier billing information to ensure invoice reconciliation.
- Post to website a monthly report that will acknowledge bill verification and show year to date and/or contract to date savings versus utility standard or default rate, as applicable.

Billing Summary, Electric
0001AXXX-Andoka, Account No. 0617009435000
Consumers Energy MI (Detroit)48278 USA

Reading Date	Days Inc.	Bill Date	BBF & Adj ($)	Net ($)	Taxes and Levies ($)	Total ($)	Usage	Bill Type
31 Jul 2001	31	31 Jul 2001	0.00	12,693.61	761.62	13,455.23	146,698.00 kWh	Actual
30 Jun 2001	30	30 Jun 2001	0.00	14,504.81	870.29	15,375.10	204,757.00 kWh	Actual
31 May 2001	31	31 May 2001	0.00	24,768.72	1,486.12	26,254.84	440,684.00 kWh	Actual
30 Apr 2001	30	30 Apr 2001	0.00	25,726.82	1,543.61	27,270.43	491,433.00 kWh	Actual
31 Mar 2001	31	31 Mar 2001	0.00	24,595.44	1,475.73	26,071.17	489,378.00 kWh	Actual
28 Feb 2001	28	28 Feb 2001	0.00	23,075.33	1,384.52	24,459.85	440,684.00 kWh	Actual
31 Jan 2001	31	31 Jan 2001	0.00	24,478.21	1,468.69	25,946.90	491,575.00 kWh	Actual
31 Dec 2000	31	31 Dec 2000	0.00	24,209.64	1,452.58	25,662.22	487,626.00 kWh	Actual
30 Nov 2000	30	30 Nov 2000	0.00	24,969.09	1,498.15	26,467.24	487,178.00 kWh	Actual
31 Oct 2000	35	31 Oct 2000	0.00	29,169.20	1,750.15	30,919.35	596,009.00 kWh	Actual

Email Report | Report Inquiry | Export All Data

page(s): 1

Back

Invoice Validation & Billing Verification

III. Consolidated Account Reporting and Administration

SourceOne's Consolidated Reporting will incorporate *Bill Verification* and *Savings Analysis* for multiple accounts organized into a single report which will contain the current monthly snap-shot of your business energy consumption and costs.

- Consolidate all LDC and commodity supply invoices into one monthly report.
- Post monthly report reflecting information concerning consumption and usage of energy (electricity and natural gas) and water and the associated charges. Information may include notification of discrepancies or differences between SourceOne's calculations and that set forth in the invoice statements supplied by the LDC and/or commodity supplier(s).
- Provide communications/liaison/negotiations between the client and the LDC and/or commodity supplier(s) with respect to matters concerning the supply of energy service to individual assets. Apply reasonable efforts and sufficient personnel to aid in the resolution of issues arising between the client and energy service providers, with respect to the supply and/or use of energy/commodity service.
- Communicate with and negotiate adjustments for billing, charges or payment discrepancies.
- Archive and store correspondence and data on a utility/supplier account basis.

Andoka
0001AXXX

Help

Site Details			
Address	1100 E 99th St Minneapolis MN 55408 USA	**Floor Area** **Weather Station**	144,000 sq ft MINNEAPOLIS/CRYSTAL

Utility Accounts

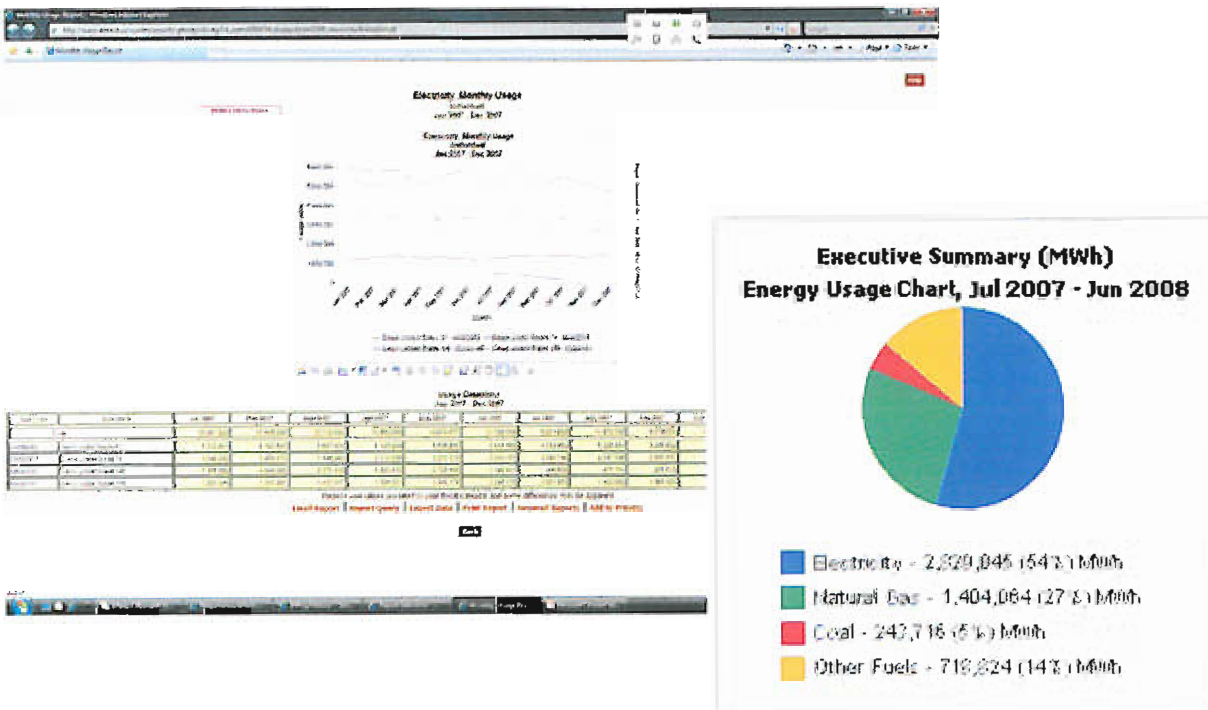
Account No.	Earliest Bill	Latest Bill	Status	Utility	Description	Edit
Electric						
0616009435002	27 Dec 1999	27 May 2004	Open	Consumers Energy MI (Detroit)48278 USA		Edit
0617009435000	26 Sep 2000	31 Jul 2001	Closed	Consumers Energy MI (Detroit)48278 USA		Edit
Natural Gas						
900210680	21 Nov 2003	26 May 2004	Open	DTE Energy MI (PO Box 67-069A)48267 USA		Edit
1659133202	28 Sep 2001	27 Nov 2002	Open	DTE Energy MI (PO Box 67-069A)48267 USA		Edit
210680	27 Nov 2002	21 Nov 2003	Open	DTE Energy MI (PO Box 67-069A)48267 USA		Edit
570000003	29 Dec 1999	28 Sep 2001	Closed	Michigan Consolidated Gas MI 48278 USA		Edit
Water Svc Combined						
WNLAF001220000100	15 Dec 1999	15 May 2004	Open	Greenville (City of) MI 48838 USA		Edit

Email Report | Report Inquiry

IV. Monthly Energy Reporting

SourceOne's *Monthly Energy Reporting* will incorporate the energy information derived from the monthly energy invoices received into reports which show important energy consumption and costs trends.

- Monthly reports summarizing energy usage/consumption and demand.
- Preparation and assistance with the creation of annual energy budgets.
- Analysis of pertinent consumption data to determine/identify variance of budget versus actual energy usage.
- Summary of period usage versus previous year period; actual versus target usage comparison; actual versus budget cost comparison.
- Usage trend chart.

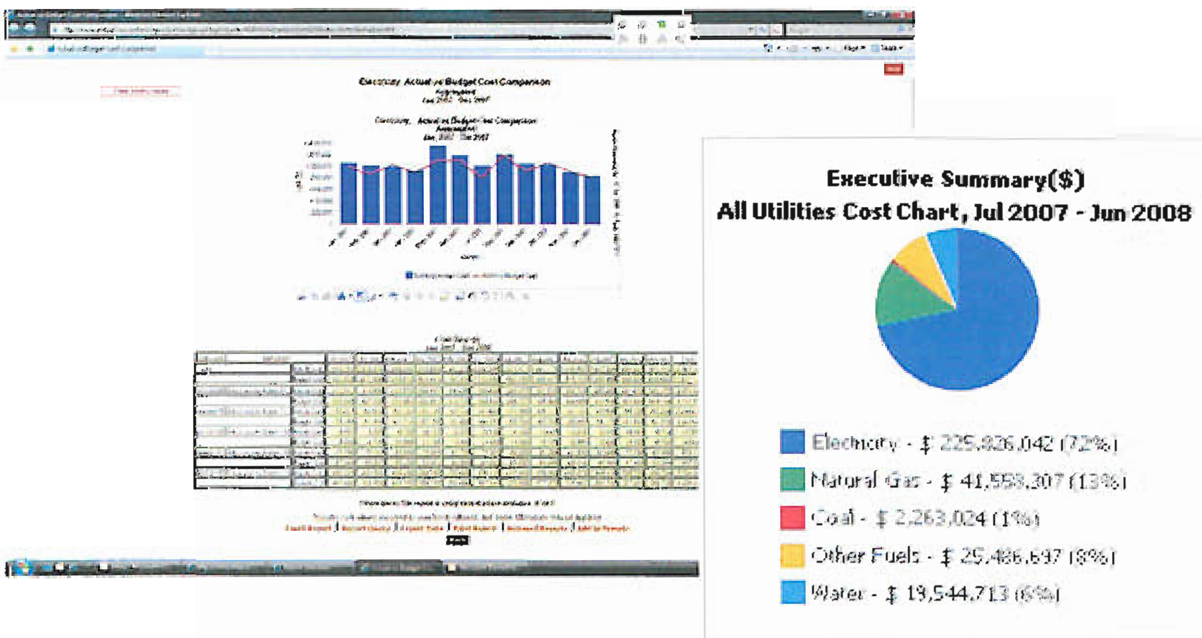


Sample Monthly Energy Reporting

V. Monthly Financial Reporting

SourceOne's *Monthly Financial Reporting* will incorporate the energy information derived from the monthly energy invoices received into reports which show important energy consumption and costs trends.

- Prepare monthly reports summarizing the energy usage/consumption including demand, consumption, load factor, billing anomalies, savings to date, and suggested corrective actions.
- Preparation and assistance with the creation of annual energy budgets.
- Communication of tariff rate changes and other cost adjustments with analysis of impact.
- Analysis of sales tax savings opportunities with recommendations, if applicable.
- Analysis of pertinent cost data to determine/identify variance of budget versus actual.
- Summary of period charges versus previous year period.
- Account search; invoice search; invoice validation; invoice details by date.
- Financial data export
- Cost per utility report
- Monthly budget allocation



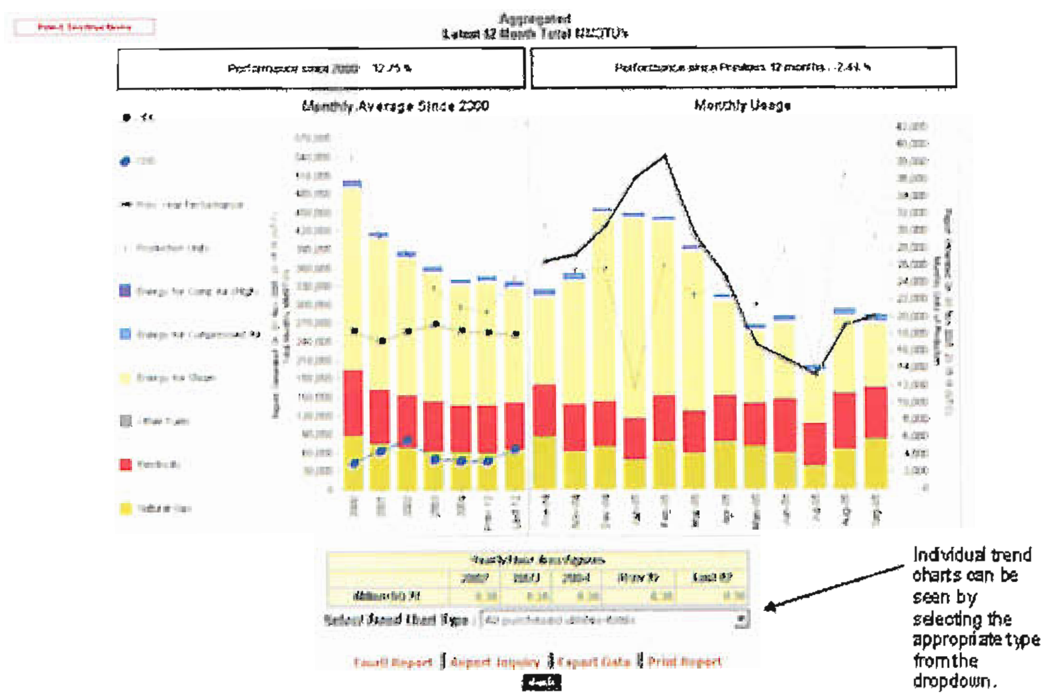
Sample Monthly Financial Reporting

VI. Benchmarking

Benchmarking of consumption data and determinants against other like customers or other industry specific benchmarks provides a practical method to test for anomalies in energy over the gross operation.

A benchmark can be developed internally for use over time. This ties in with tracking energy and water use and provides a means to quantify energy and water costs and consumption against production. This type of benchmark can be developed from units of energy per "widget" produced, per sales, per production days, per commodity input, per indicator product, or against whatever constitutes an acceptable measure of performance. Benchmarks can also be developed per number of employees or per building area.

Factories or production facilities may have high energy use as part of the production process. These businesses will have a low energy "overhead" and a large component of energy consumption per unit of production. Office and warehouse space will have a high energy "overhead" and leads to the best benchmark being in units per square foot/hour. For commercial buildings, such as offices, shops, hotels and department stores, specific energy consumption is usually expressed as energy used per unit of floor area serviced, which may be kW per square foot for electrical consumption or MMBTU per square foot for natural gas and/or steam.

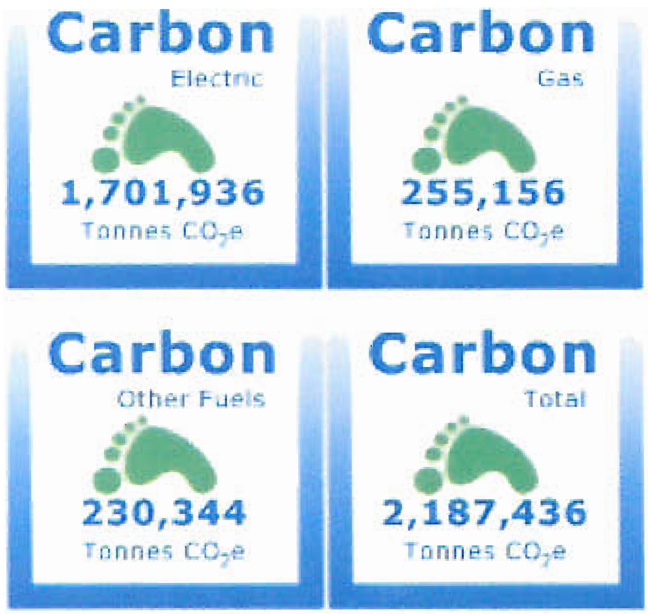


Benchmarking of Energy

VII. Emissions Management and Reporting

SourceOne will inventory, measure and report monthly on Greenhouse Gas (GHG) emissions from U.S. sources according to the General and Technical Guidelines of the Department of Energy 1605(b) voluntary reporting program. SourceOne carbon management service provides the following value:

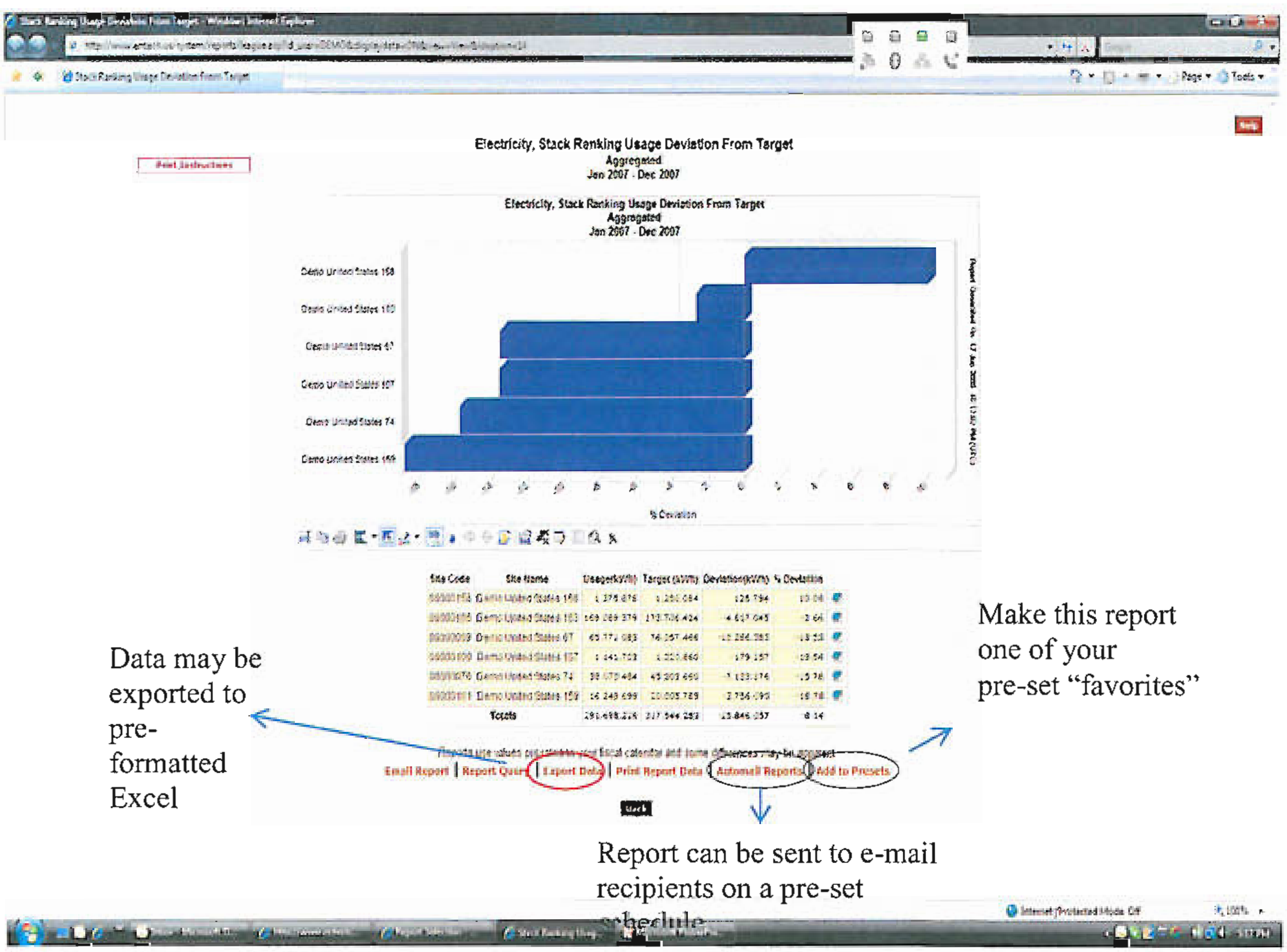
- Determines direct and indirect GHG emissions and calculates corporate carbon footprint.
- Assists with the preparation for submitting annual reporting-year emissions to the DOE 1605(b) voluntary reporting program, if so desired.
- Allows the identification of emissions reduction opportunities and provides assistance in establishing ambitious but realistic GHG emissions targets.



Monthly Carbon Tracking for Portfolio

VIII. Utility Budgeting

- SourceOne will prepare and post monthly forecasts and annual energy budgets. SourceOne typically approaches utility forecasting/budgeting by first looking at historical usage patterns and contractual and/or futures market energy pricing for the budget period.
- Budgets will be made for each utility and broken down between supply and distribution/LDC costs as appropriate.



Deviation from Target Reporting

IX. Utility Liaison & Problem Resolution

SourceOne, as part of the *Bill Verification*, *Savings Analysis*, and *Consolidated Reporting*, will identify and resolve utility billing issues as they are identified by the verification and data capture processes. SourceOne will work with both the utility and the client to investigate and resolve discrepancies in billing and payments associated with managed accounts.

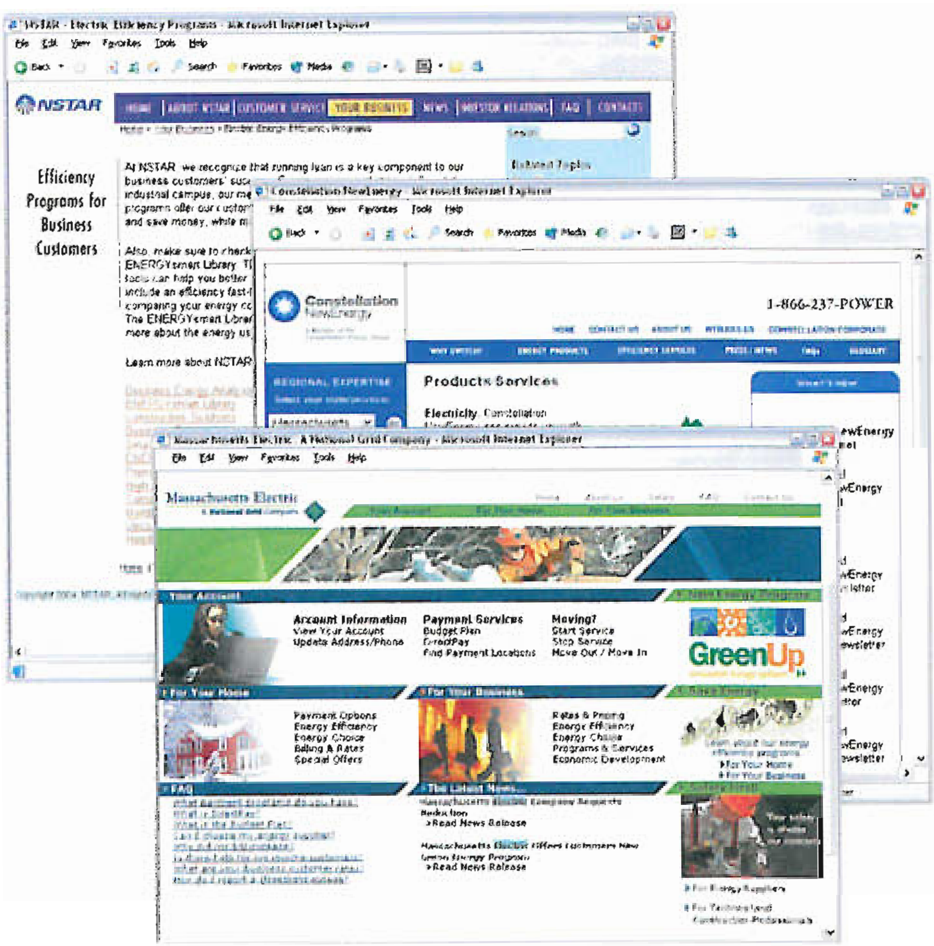
X. Utility Data Archiving

SourceOne as part of its monthly data capture processing will store consumption and cost data associated with managed accounts. This historical data will be made available on an as needed basis and as requested by the client. SourceOne will archive data in an "MS/Sequel Server/Access" format and actual monthly invoices in PDF format.

XI. Review of Utility Programs

SourceOne will regularly review eligibility for participation in programs offering savings incentives, load curtailment and other opportunities to reduce energy costs and increase operating efficiency. These programs may be offered by utilities, suppliers, cities, or other organizations.

- Review eligibility for participation in utility energy efficiency programs.
- Review of eligibility in load response programs as provided by regional regulating bodies or other curtailment service providers.



Utility Sponsored Energy Efficiency & Conservation Programs

City of Pekin Specific Questions:

Section II
Power Management

COP requires all respondents to describe their past experience with the following:

1) Providing documentation on existing energy aggregation programs.

   We are currently under contract providing municipal aggregation services to the City of Providence, Rhode Island managing their residences in the Providence Housing Authority.

2) Providing references including contact information of clients currently participating in energy aggregation or Purchasing Programs.

   Our contact at the Providence Housing Authority is:

   Stephen J, O'Rourke
   Executive Director
   Providence Housing Authority
   100 Broad Street
   Providence, RI 02903

   Phone: 4010-751-6400
   Email: stephen@pha-providence.com

   Sample firms/municipalities that we provide energy purchasing/procurement for:

   Biogen Idec Corporation
   Michael Cheney
   Associate Director of Facilities
   14 Cambridge Center
   Cambridge, MA 02142
   (617) 679-2108
   Michael.Cheney@biogenidec.com

   City of Boston
   Dennis Coughlin
   Deputy City Auditor
   Boston City Hall - Room M-4
   Boston, MA 02201
   (617) 635-4651
   Dennis.Coughlin@cityofboston.gov

   City of New Haven
   Dick Miller
   City Engineer
   200 Orange Street, Room 503
   New Haven, CT 06510
   (203) 946-8105
   rmiller@newhavenct.net

   Genzyme Corporation
   Chris Goodwin
   Contracts Manager / Procurement
   200 Crossing Boulevard
   Framingham, MA 01701
   (508) 271-2926
   Chris.L.Goodwin@genzyme.com

Additionally, we have also provided energy services for the following municipalities and state agencies:

New York

City of Syracuse
New York Power Authority
Town of Hempstead

Rhode Island

Rhode Island Public Housing Authorities (total of 21 entities)
City of North Providence
City of Pawtucket

Massachusetts

City of Boston
City of New Bedford
Town of Randolph
Town of Dedham
Mass Bay Commuter Rail

Belmont Municipal Light Department
Hingham Municipal Lighting Plant
Massachusetts Water Resources Authority
Massachusetts Development Finance Agency

Connecticut

City of Norwalk
City of Fairfield
City of North Branford
City of Stratford
Town of Oxford
City of Hingham
City of Bellingham
City of New Haven
City of New Haven Parking Authority
City of Danbury WTP
City of Naugatuck WTP
City of Norwalk WTP

State of Connecticut - Office of Policy and Mgmt
State of Connecticut – Dept. of Public Works
Connecticut Convention Center CCEDA

3) Providing detailed information on the history structure and business operation of the firm.

SourceOne was founded in 1997 to serve the emerging needs of private and public entities associated with energy management, planning, and conservation. Including the original location in Boston, we also have offices in New York, Chicago and Los Angeles.

SourceOne manages approximately 2 TWh of electric commodity and 4 BCF of natural gas procurement in the marketplace. We administer over $500 million of monthly utility billings for our customers and we manage in excess of $750 million of energy infrastructure capital improvements.

It was acquired in May of 2007 by Veolia Environnement (Veolia). Veolia is the world leader and benchmark provider in environmental services, energy, transportation and water treatment. With 355,000 employees worldwide and over 30,000 in North America, Veolia has operations in 68 countries. Veolia's expertise and operational practices within these critical functions contributes to the optimization of efficiencies and results in dramatic reduction in greenhouse gas emissions for end-users. Veolia generates annual revenues in the range of $50 billion and typically has an annual market capitalization of approximately $10 billion.

4) Licensing & certification as an Agent, Broker, or Consultant in Illinois as specified by the Illinois Commerce Commission.

   We are licensing to do business in the state of Illinois through the IL Secretary of State's Office. We are filing our application now with the Illinois Commerce Commission as a registered Consultant.

Section III
The RFQ, Production and Implementation

COP requires all respondents to describe their past experience with the following:

1) Developing and writing electricity bid specifications

   Producing the bid specifications requires us to determine load and demand, data that will be received from the current utility companies. This is a process that we undertake on every procurement assignment.

2) Identifying types of supply options to include in bid specifications

   All qualified suppliers that service the area of Pekin will be included provided they are established or have a history or being a qualified, reputable supplier in other markets that we can confirm.

3) Developing supplier evaluation criteria.

   We review the integrity and background of all suppliers chosen for bidding and verify their ability to provide consistent and dependable service to our customers.

4) Identifying, evaluating and recommending potential suppliers to include in the bid process. Please provide a list of Alternative Retail Electric Suppliers (ARES) that your firm has successfully done business with.

   As stated above, we have worked with most all of the regional and national suppliers as many of our current customers have hundreds of sites located around the county, some in relatively remote locations. Potential ARES that we have worked with include; Constellation, FirstEnergy, Champion, Integrys and Direct Energy.

5) Developing written negotiation strategies for contract implementation.

   We have an established process that we follow on every procurement exercise, that process will become known at the time we commence work with the COP.

6) Developing strategies for the consolidation of energy billing and reporting from vendors.

   We pride ourselves on the in-house development work we have done and the quality, individualized websites that we provide our Energy Management customers to help them track their energy usage, compare demand levels at different time periods, view GHG emissions and generate carbon tracking figures .

7) Developing strategies for the evaluation and comparison of bid results to determine best pricing.

   With our vast in-house experience and years of having worked in the utility industry, we are very aware of all pricing mechanisms, fees, tariffs and every detail behind a utility bill such that we are in a particularly strong position to know if charges and bills are accurate and straightforward. We also have on-staff commodity managers and analysts that follow the markets on a daily basis to help determine possible strategies to best fit our customer's needs.

Section IV
Budgeting and Tracking

Successful Vendor must be able to:

1) Develop and maintain effective computer systems to record and analyze energy requirements and corresponding transactions.

   Our technology staff, with backgrounds in the utility and health care industries, have developed and implemented sophisticated billing and accounts receivable systems as well as automated meter reading programs and data collection systems. They have developed pass-thru systems to allow the collections of automated invoices and we have in place an extensive customer centric website that summarizes and compiles data to provide the customer with invoice validation and billing verification

   We pride ourselves on our SBOL product (web-based) which is a database tool for large Multi-national Corporations for utility bill and usage tracking, electric sub-metering logic, tariff verification, carbon footprint benchmark and tracking, etc. The program is capable of allocating costs based on building type, age, sq footage, etc. Our Automated Bill Verification software has flagged over $500,000 in Utility and Third Party Supplier Invoice errors.

2) Routinely review random billings within the aggregation to monitor accuracy of billing to clients and provide documents to COP.

   This will be done in coordination with the COP where we will jointly decide on the number and frequency of the random tests to be completed.

Section V
Relevant and Past Performance

1) Describe your company's staff and their abilities to provide the requested services.

    The staff of SourceOne is comprised of business professionals, engineers and support personnel. Our professionals include backgrounds in energy, law, accounting and financial analysis and general business with certifications including MBA ad CPA. Our engineers have certifications including PE, LEED AP, CIA, PMP, EE, ME, CEA and CEM. Many have been employed in the utility industry and have direct knowledge of hoe their systems and billing operate from an insider's point of view.

    Our technology staff is skilled at developing and supporting enterprise applications for the utility and health care industries. They have also developed state of the art data collections systems for use in the utility industry.

2) Provide at least three (3) references of organizations that have utilized the services of your company to purchase electrical energy in a deregulated market.

    Boston Scientific: Chris Goodwin (508) 652-5314
    Veolia Water NA: Jon Thomas (317) 917-3731
    BioGen: Michael Cheney (617) 679-2108
    Schnitzer NE: Ben Ghiringhelli (781) 873-1662
    Kronos Inc: Donna Lemire (978) 947-4998

3) In one typed page or less, briefly summarize your proposal and how you would envision successful completion of the Opt-out residential & small commercial electricity aggregation, pointing out why COP should choose your company to enter into an agreement for the services request in this RFQ.

    SourceOne is an established energy management company with 14 years of experience and with key personnel that have worked for years in the utility industry, many directly for the utility companies. We are very experienced with representing customers in the procurement of natural gas and electricity, helping find ways of reducing their energy demands, and providing options to increase their efficiency.

    As we look to develop other areas of the country, in this case the Chicago market, we are aware of the challenges of being the new guy in town, but we are willing to do what it takes to make ourselves known, provide references for any and all of our past work, and hopefully gain the support of the Midwest customer as we grow this office.

    I'll be very upfront, our aggregation skillset is not as strong as we would like, most of our work has been in the energy procurement, management and efficiency fields. While the customers that we have worked for around the country are often quite large, we would like to use our knowledge and experience to further enhance our offerings and take on new challenges, particularly here in Illinois.

    As someone who was born and raised in Will County, my task is to do whatever it takes to grow the business, but in an honest and ethical manner, I'm a local guy who values his work and reputation! While you may likely find other firms who specialize in aggregation, we specialize in energy and have a keen interest in pursuing aggregation work and I do not believe you will find a more knowledgeable team as us in determining your needs and working with you to find the best solution possible in this Opt-Out program. We are also not the type of firm that will ever leave you hanging or stranded for an answer or solution. We put a high value on integrity in the community and certainly cannot afford to be anything less than honest with our customers as we grow in this market.

As with any job, the first most important aspect will be to develop a relationship and understanding about each other's expectations and the task at hand. For this proposal, the RFP process is nothing new to us, we are experts at it. We can determine all the specs and loads needed, but the marketing side is something where we are not as experienced. I would offer that as of six months ago, we have hired a marketing director and staff to assist both us and our customers as we expand our offerings and capabilities, and they will be available to make this project work for you!

We would be honored to take on this task with you and make this program a success for both the City of Pekin and SourceOne.

CITY OF PEKIN

REQUEST FOR QUALIFICATIONS

The executing of this form certifies understanding and compliance with the total proposal package.

PROPOSAL SUBMITTED BY:

Source One
Company

200 E Randolph St., Suite 7900
Address

Chicago	IL	60601	312-882-2559
City	**State**	**Zip**	**Daytime Telephone #**

Same	Chip Krusemark
After Hour Telephone #	**Contact Person** *(Please print or type)*

Al "Chip" Krusemark	Business Development Mgr
Name of Authorized Agent or Officer	**Title**

AK	9/9/11
Signature of Authorized Agent or Officer	**Date**

PLEASE MARK ENVELOPE: RFQ OPT OUT

Memo

Pekin
ILLINOIS

To: Council Members

From: Joseph W. Wuellner, P.E. – City Manager

CC: Sue McMillan & Burt Dancey

Date: September 12, 2011

Re: Residential Energy Aggregation Consultant Selection

Council Members:

I and Sarah Newcomb have completed a review of the qualifications submitted by 4 potential companies. Based on the information we requested in the Request for Qualifications, Good Energy has the experience and knowledge of this area to provide us with the best service in trying to secure electrical energy aggregation for the City of Pekin's residents.

The four companies that submitted were: 1. Good Energy; 2. Rock River Energy Services, Inc.; 3. Source One Energy Solutions; and 4. Blue Star Energy Solutions. The way they are listed is the way that we rated them based on the information provided. Numbers 3 & 4 have just recently gotten approved to act as a consultant for residential aggregation but are currently suppliers. Number 2 has done some of the aggregations that have recently taken place up in the ComEd area but with communities smaller than us. Number 1 has been doing this type of work in other states where this process has been approved and provided letters of recommendation confirming their effectiveness. They are also the firm that has handled the energy supply needs for our area for the past several years.

Again, I strongly recommend that we accept the agreement with Good Energy to provide us the consultant services to work to provide the citizens of Pekin with a low cost electric energy supplier. They have already signed up many of the surrounding communities and as we have seen in the past the more users you can present to a supplier the lower the cost of electricity becomes for all.

If you have any questions, please feel free to contact me.

Thanks,

Joe

Pekin
ILLINOIS

REQUEST FOR COUNCIL ACTION

To: Mayor and Council

CC: City Clerk

From: Joseph W. Wuellner, City Manager

AGENDA ITEM: Agreement with Good Energy, L.P. to Provide Energy Services

AGENDA DATE REQUESTED: August 22, 2011

ACTION REQUESTED: Approve agreement with Good Energy, L.P. to provide energy consultancy services to the City for residential and small commercial accounts.

DESCRIPTION: Back in 2008 after the deregulation of the power industry, the City of Pekin was approached by representatives of Good Energy, L.P. to work with them in securing electricity for the City accounts at a reduced rate. They were working with surrounding communities, the park district, and the library to secure power for all entities at a reduced rate to what we all were currently paying. An agreement was reached on this and we have been purchasing our power through them since that time. A study was done a year or so ago to verify that there were in fact savings being realized.

Legislation has been passed now that allows for entire communities, residential and small commercial, to be able to take advantage of bulk purchasing of power at reduced rates. There are many of these agreements in place already and residential customers have seen savings in the power portion of their bills. While the amount varies, the range is 10 to 15%.

In order to set this up, a referendum will need to be done to get residents' approval. This agreement with Good Energy, L.P. will establish them as the consultant to answer questions, provide information on the process, and then broker the deal with potential power providers for the City of Pekin. All of this is being done without cost to the City.

I recommend that this agreement be approved so that Good Energy can start providing information to the residents so they have adequate time to review and analyze the benefits so they can make an informed decision on the referendum.

FINANCIAL IMPACT: None – Good Energy bears the costs

NEIGHBORHOOD CONCERNS: will provide residents with a means to save money

IMPACT IF APPROVED: Good Energy will procure the best price for power for the entire community

IMPACT IF DENIED: Residents will have to choose between the many offers they will start receiving on which is the best deal

ALTERNATIVES: none

RELATIONSHIP TO THE CONCEPTUAL PLANNING PROCESS: [check no more than 2 boxes. Copy this check mark √ and paste it to the left of the relevant theme.]	
	A Prosperous Community. To promote and sustain a balanced economy that supports expansion and retention of family-wage jobs.
	A Safe Community. To protect community life and property by providing effective, principled police and fire services.
	A Strong Foundation. To improve and maintain existing infrastructure and leverage opportunities for new infrastructure.
	A High Quality of Life. To support or provide services that improves the quality of life for Pekin's residents.
√	**An Effective Government.** To deliver effectively the services that Pekin's residents want, need, and are willing to support.
REQUIRED SIGNATURES	
Department Director: N/A Date:	
Finance Department (Certification of Availability of Funds): **No funds required.** Date:	
Corporation Counsel: Date: 8/12/11	
City Manager: Joseph Wittlmer Date:8/12/11	

SERVICES AGREEMENT

Professional Energy Consulting Services

This Services Agreement ("Agreement") is made and entered into and effective on this 25th day of July, 2011 ("Effective Date") by and between the City of Pekin, Illinois ("Pekin"), an Illinois Municipal Corporation, with offices located at 111 S. Capitol Street, Pekin, Illinois 61611 and **Good Energy, L.P** ("Service Provider"), with an office and principal place of business located at 232 Madison Avenue, Suite 405, New York, NY 10016.

Recitals

WHEREAS, Pekin desires to engage Service Provider to perform electricity consultancy services and procurement for City of Pekin residential and small commercial electric accounts.

WHEREAS, Services Provider desires to perform the Services and desires to be so engaged.

NOW, THEREFORE, in consideration of the foregoing and of the covenants and agreements herein contained, the parties, intending to be legally bound, agree as follows:

Provisions

I. **Performance of the Services.** Provider shall:

A. Provide the following services:
   1. Electricity Residential opt-out consulting services
   2. Marketing services for opt-out electricity aggregation program and associates costs to perform awareness campaign
   3. Coordinating efforts with the Illinois Commerce Commission
   4. Attending public hearings with the City and other municipal partners
   5. Bid creation and execution with multiple electricity suppliers with final selection of an electric supplier being decided by Pekin
   6. Negotiating fees for City with winning suppliers
   7. After purchase program delivery and on-going daily monitoring,

B. Give prompt notice to Pekin should the Service Provider observe or otherwise become aware of any fault or deficit in the project or any nonconformance with the electricity sale & purchase agreement.

C. Remit to Pekin after the termination of this Agreement, all files and documents pertaining to the project that have been obtained or produced including, but not limited to, permits, licenses, applications, codes, drawings, site plans, photographs and similar materials.

II. **Obligations of Pekin.** Pekin shall:

A. Assist the Service Provider by placing at its disposal all available information pertinent to the Services for the project.

B. Use its best efforts to secure release of other data applicable to the project held by others.

C. Make all necessary provisions to enter upon public and private property as required to perform the Services.

D. Give prompt notice to the Service Provider should Pekin observe or otherwise become aware of any fault or deficit in the project or any nonconformance with the Agreement.

III. **Term and Termination.** The Agreement shall commence on the 25th day of July, 2011 and shall terminate on the 31st day of July, 2014, or as otherwise mutually agreed to by Pekin and the Service Provider. Pekin may terminate this Agreement at any time by giving Service Provider thirty (30) days advance written notice. In the event this Agreement is terminated by Pekin prior to its natural expiration, Service Provider shall be paid the term of electricity purchased through the residential small commercial opt-out contract by the current alternative supplier.

IV. **Payment.**

Pekin agrees that Good Energy fees will be paid by the selected RESA per kWh (volumetrically) for electricity purchased for the duration of the municipal contract.

V. **Relationship of the Parties.** The parties acknowledge and agree that Service Provider is an independent contractor and is not an agent or employee of Pekin. Nothing in this Agreement shall be construed to create a relationship between Service Provider and Pekin of a partnership, association, or joint venture.

VI. **Indemnification.**

A. Professional Liability. Relative to any and all claims, losses, damages, liability and cost, the Service Provider agrees to indemnify and save Pekin, its officers, officials, and employees harmless from and against any and all suits, actions or claims for property losses, damages or personal injury claimed to arise from a negligent act, error or omission by the Service Provider or its employees.

B. Non-Professional Liability (General Liability). To the fullest extent permitted by law, the Service Provider shall indemnify, defend and hold harmless Pekin, its officers, officials, employees or any combination thereof, from and against claims, damages, losses and expenses, including but not limited to attorneys' fees, arising out of the acts or omissions of the Service Provider, provided that such claim, damage, loss or expenses is attributable to bodily injury, sickness, disease or death, or to injury to or destruction of property (other than the work itself) including loss of use resulting therefrom, but only to the extent caused to in whole or in part by the acts or omissions of the Service Provider, any subconsultant(s) of the Service Provider, its against, or anyone directly or indirectly employed by them or anyone for whose acts they may be liable, regardless of whether or not such claim damage, loss or expense is caused in part by a party indemnified hereunder. Such obligations shall not be construed to negate, abridge, or reduce other rights or obligations of indemnity which would otherwise exist as to a party or person described in this paragraph.

VII. Insurance.

A. The Service Provider shall secure and maintain, at his/her/its own expense, errors and omissions insurance in an amount not less than One Million Dollars ($1,000,000.00) per claim/annual aggregate to protect himself from any claim arising out of the performance of professional services and caused by negligent acts, omissions or negligent acts for which the Service Provider may be legally negligent. The Service Provider shall maintain said coverage for the entire contract period and for a minimum of one year after completion of the work under the contract.

B. In addition to errors and omissions insurance, the Service Provider shall also secure and maintain, at his/her own expense, insurance for protection from claims under Worker's Compensation acts, claims for damages because of bodily injury including personal injury, sickness or disease or death of any and all employees or of any person other than such employees, and from claims or damages because of injury to or destruction of property including loss of use resulting therefrom, and any other insurance prescribed by laws, rules, regulations, ordinances, codes or orders.

C. The Service Provider shall secure and maintain, at his/her own expense, General Liability insurance in an amount not less than One Million Dollars ($1,000,000.00) per occurrence.

D. The Service Provider shall secure and maintain, at his/her/its own expense, Property insurance for protection from claims or damages because of damage to or destruction of property including loss of use resulting therefrom in an amount not less than Five Hundred Thousand Dollars ($500,000.00). Pekin shall be held harmless for any damage to the Service Provider's property and/or equipment during the course of performance under the Contract.

E. The above referenced insurance shall be maintained in full force and effect during the life of this Contract and for one year beyond, where specified. Certificates showing that the Service Provider is carrying the above referenced insurance in at least the above specified minimum amounts shall be furnished to, and approved by, Pekin prior to the start of work on the project and before Pekin is obligated to make any payments to the Service Provider for the work performed under the provision of this contract. All such Certificates, with the exception of those for Worker's Compensation and Errors & Omissions coverage, shall clearly reflect that the City of Pekin is an "Additional Insured".

VIII. Right to Audit

A. Service Provider guarantees that the individuals employed by the Service Provider in any capacity, including but not limited to, employees, subcontractors and independent contractors, are authorized to work in the United States. The Service Provider represents that it has completed the I-9 verification process for all individuals the Service Provider has performing services for Pekin. Pekin maintains the right to audit the Form I-9s for all individuals the Service Provider has performing services for Pekin every six (6) months. Pekin will provide the

Service Provider with five (5) days advanced written notice of its intent to perform a Form I-9 audit. In response to Pekin's audit request, the Service Provider shall provide copies of all Form I-9s and any supporting documentation for all individuals who the Service Provider had performing services for Pekin at any time subsequent to the date upon which Pekin gave notice of the preceding Form I-9 audit.

B. The Service Provider agrees to indemnify Pekin in accordance with Section VI of the Agreement for any issue arising out of the Service Provider's hiring or retention of any individual who is not authorized to work in the United States.

IX. Taxes.

A. Service Provider has the following identification number for income tax purposes: **43-2003973**.

B. Service Provider is subject to and responsible for all applicable federal, state, and local taxes.

C. Pekin represents that it is a tax-exempt entity and evidence of this tax-exempt status shall be provided to Service Provider upon written request. Service Provider hereby further agrees to withhold all municipal income taxes due or payable under the provisions of the Codified Ordinances of Pekin, Illinois, for wages, salaries and commissions paid to its employees and further agrees that any of its subcontractors shall be required to agree to withhold any such municipal income taxes due under such chapter for Services performed under this Agreement.

X. Assignment. Neither party may assign this Agreement without obtaining express, written consent from the other party prior to assignment.

XI. Entire Agreement / Amendment. This Agreement constitutes the entire understanding of the parties hereto with respect to the subject matter hereof and supersedes all prior negotiations, discussions, undertakings and agreements between the parties. This Agreement may be amended or modified only by a writing executed by the duly authorized officers of the parties hereto. It is understood and agreed that this Agreement may not be changed, modified, or altered except by an instrument, in writing, signed by both parties in accordance with the laws of the State of Illinois.

XII. Discrimination.

A. No discrimination for reason of race, religion, sex, age or country of national origin shall be permitted or authorized by Pekin and/or Service Provider in connection with the Services.

B. Nothing in this Agreement shall require the commission of any act contrary to any law or any rules or regulations of any union, guild, or similar body having jurisdiction over the Services of Service Provider.

XIII. Governing Law/Venue. Any controversy or claim, whether based upon contract, statute, tort, fraud, misrepresentation or other legal theory, related directly or indirectly to this Agreement, whether between the parties, or of any of the parties' employees, agents or affiliated businesses, will be resolved under the laws of the State of Illinois, in any court of competent jurisdiction in Franklin County, Illinois.

XIV. **Severability.** If any provision of this Agreement is held invalid or unenforceable, such provision shall be deemed deleted from this Agreement and shall be replaced by a valid, mutually agreeable and enforceable provision which so far as possible achieves the same objectives as the severed provision was intended to achieve, and the remaining provisions of this Agreement shall continue in full force and effect.

XV. **Paragraph Headings.** Paragraph headings are inserted in this Agreement for convenience only and are not to be used in interpreting this Agreement.

[signatures appear on following page]

IN WITNESS WHEREOF, the parties have executed this Agreement as of the ________ day of ___________, 2011.

CITY OF PEKIN, ILLINOIS

BY: ______________________________
Joseph Wuellner, City Manager

SERVICE PROVIDER

BY: ____________________________
ITS: ____________________________

Approved as to Form:

____
, Law Director

Request for Qualifications Summary
Energy Consulting Services

	Good Energy	Rock River	One Source	Blue Star Energy
Experience in Aggregation	business 425 residents 21,000 KWH 205,000,000	Developed a program with ComEd	Specialize in Energy with keen interest in aggregation 2 TwH of electric	worked with Koehler to write the law for deregulation
Residential Experience	high in Ohio & some in Illinois	yes & were 1st co. in illinois to aggregate a City for res&comm use	not much, if any in IL, but have office in Chicago	residential SUPPLIER
Experience in Illinois	Yes, provider for most cities in the area	yes, Fulton, Erie, Mt. Morris, Oak Park	worldwide company, but do not list any in IL	yes & legislative also IL corp. since 2002
Developing Bid Specs	strong emphasis on analysis	developed a standard RFP & have 9 companies they work closely with	client focused, load demand, historical data	RFP outline is all set up & then provide info to muni. On a blind basis
Supplier Evaluation Criteria	apples to apples may make companies provide additional info to provide that	look for lowest price & clean energy	review integrity & ability of all suppliers	8 step process including annual load, customer service, debt ratio - apples to apples
Plan for Consolidation of Billing	require single billing through Ameren	use utilities for consolidated billing	single monthly report	developed own proprietary program
Report Capability	have own database provide CoP with graphs&reports for profiling current & historic data	"grid" page for evaluation of suppliers & their offers was developed as an aid to municipalities	periodic market & pricing updates can customize reports to CoP, monthly YTD comparisons	proprietary program, so can make reports
Opt Out approach & plan	12 step program in place including at least 2 public hearings	have a Plan of Operation work on with City, was first deregulated program in IL they always make sure they have pricing comparison with first letter	want to develop this part of their business model	educational program and make own people available for meetings
References	City of Peoria Peoria County also do work with many other local municipalities	City of Fulton, Village of Erie, Village of Milledgeville, Freeport IL	East coast references City of Boston, City of NewHaven	Methodist, Pekin Insurance Lariat House
Certified by IL Comm. Commission	yes in 2000	yes 12/2009	Filed application with State of IL	Yes 08/2011

Pekin
ILLINOIS

REQUEST FOR COUNCIL ACTION

To: Mayor and Council

CC: City Clerk

From: Joseph W. Wuellner, City Manager

AGENDA ITEM: Parking Lot Lease Extension – Century Link

AGENDA DATE REQUESTED: September 26, 2011

ACTION REQUESTED: Approved a two year extension to the lease for the parking lot on Ann Eliza and 4th to Century Link.

DESCRIPTION: In 2009, Century Link was granted a lease to use the parking lot at the corner of Ann Eliza and 4th Street for employee parking which allows for two, two year extensions with 90 days advance notice. The term of the lease initially runs from January 1, 2010 through December 31, 2011. The current term expires this December and they are requesting permission to exercise their option to extend another two years. They are asking that the monthly rent remain at the current rate of $833.33 per month and continue to pay the taxes.

I recommend that this extension option request be approved. Lot was not used in the past when it was available for rent on an individual per spot basis. This lease has provide a continuous user and brought in some income.

FINANCIAL IMPACT: Continued income.

NEIGHBORHOOD CONCERNS: None.

IMPACT IF APPROVED: Lease continues.

IMPACT IF DENIED: Lease would terminate and lot could be made available for rent to others

ALTERNATIVES: Try to rent the lot again on an individual per spot basis

RELATIONSHIP TO THE CONCEPTUAL PLANNING PROCESS: [check no more than 2 boxes. Copy this check mark √ and paste it to the left of the relevant theme.]

	A Prosperous Community. To promote and sustain a balanced economy that supports expansion and retention of family-wage jobs.
	A Safe Community. To protect community life and property by providing effective, principled police and fire services.
	A Strong Foundation. To improve and maintain existing infrastructure and leverage opportunities for new infrastructure.
	A High Quality of Life. To support or provide services that improves the quality of life for Pekin's residents.
√	**An Effective Government.** To deliver effectively the services that Pekin's residents want, need, and are willing to support.

REQUIRED SIGNATURES
Department Director: Date: 9/9/11
Finance Department (Certification of Availability of Funds): Date: N/A
Corporation Counsel: Date:
City Manager: Date: 9/9/11

CenturyLink™

Randy Givan
1801 California St., 46^{th} Fl.
Denver, CO 80202
Phone: (303) 896 0071 Fax: 303 896 7697
E-mail: Randy.Givan@centurylink.com

August 30, 2011

Via UPS Overnight Delivery

City of Pekin, Illinois
111 S. Capital Street
Pekin, IL 61554
Attention: Mayor

RE: Exercise of First Option to Renew by Gallatin River Communications, LLC d/b/a CenturyLink f/k/a CenturyTel ("Lessee") pursuant to that certain Lease Agreement last executed June 22, 2009 and commencing on January 1, 2010 ("Lease") by and between the City of Pekin, Illinois ("Lessor") and Lessee for the parking lot located at 405 Ann Eliza Street in Pekin, Illinois ("Leased Premises")

Dear Sir or Madam:

This letter is Lessee's Notice of its intent to exercise its first option to renew the Lease for two years at the current Rent of $833.33 per month as set forth in Section II of the Lease. Based on the Lessee's exercise of its first option to renew the Lease, the Lease Term is extended through December 31, 2013. For your convenience, the Lease is attached to this Letter.

Lessee's notice address set forth in Section XVI of the Lease is deleted in its entirety and replaced with the following:

Gallatin River Communications, LLC d/b/a CenturyLink
1801 California Street, 46^{th} Floor
Denver, CO 80202
Attn: Vice-President of Real Estate

With a copy to at the same time and in the same manner:

UGL Services-Equis Operations
8350 East Crescent Parkway, Suite 300
Greenwood Village, CO 80111
Attn: CenturyLink Lease Administration

With a copy at the same time and in the same manner of any Tenant default notice only (which alone will not constitute notice to Tenant) to:

CenturyLink Legal Department
5454 W. 110th St.
Mailstop: KSOPKJ0701
Overland Park, KS 66211
Attn: Vice-President of Commercial Law

Please let me know if you have any questions.

With kind regards,

Randy Givan
Director, Real Estate Transactions & Analysis
CenturyLink

Encl.

LEASE AGREEMENT

This Lease Agreement (the "Lease") is made and executed in duplicate by and between the **CITY OF PEKIN, ILLINOIS**, herein called Lessor, and **GALLATIN RIVER COMMUNICATIONS, LLC** dba CenturyTel, an Illinois Corporation, herein called Lessee. This Lease is executed on the dates shown below Lessor's and Lessee's signature lines with an effective commencement date of January 1, 2010.

I. DESCRIPTION OF PREMISES

Lessor leases to Lessee the premises located at 405 Ann Eliza Street, in the City of Pekin, Illinois (the "Leased Premises"), and described more particularly as follows:

Part of Block 74 of a the Original Town of part of the West Half of the Southwest Quarter of Section 35, Township 25 North, Range 5 West of the 3rd P.M., in Tazewell County, Illinois, described as follows:

Lots 13, 14, 15 and 16 of said Block 74, containing 0.436 acres more or less, situated in Tazewell County, Illinois.

Part of PIN # 04-04-35-327-006
Part of PIN # 04-04-35-327-007
Part of PIN # 04-04-35-327-012

04 04 35 327 016
combined pin

II. TERM

The term of this Lease is for two (2) years, beginning January 1, 2010, with Lessee having an option to renew said Lease for two (2) additional two (2) year terms. Lessee shall give Lessor written notice of its intent to exercise an option to renew this Lease at least ninety (90) days prior to the end of the term of this Lease.

III. RENT

The rent under this Lease is $833.33 (Eight Hundred Thirty-three and 33/100 Dollars), payable in advance each month. Should the rent be late, but before the 10th of that month, the monthly payment shall be $850.00 per month. Late payments beyond the 10th of that month shall be $10.00 per day.

IV. TAXES

Lessee shall pay all real estate taxes and any special assessments hereafter coming due on the Leased Premises.

ARN 183893 PRN 445618
SRN 181255

V. USE OF PREMISES, GENERALLY

The Leased Premises shall be used by Lessee as a parking lot. Lessee agrees to restrict its use to such purposes, and not to use, or permit the use of the Leased Premises for any other purpose without first obtaining the consent in writing of Lessor. Lessor agrees to allow Lessee to install ornamental fencing and security cameras at Lessee's expense as long as it meets the applicable City Code requirements. The cost of installing, maintaining and removing said security fence and camera shall be the responsibility of the Lessee. Lessee shall be responsible for separate utility metering of said improvements.

VI. NO WASTE, NUISANCE OR UNLAWFUL USE

Lessee shall not commit, or allow to be committed, any waste on the Leased Premises, create or allow any nuisance to exist the Leased Premises, or use or allow the Leased Premises to be used for any unlawful purpose.

VII. REPAIRS AND MAINTENANCE

Lessor agrees to maintain the Leased Premises in the condition it is in at the time of the conception of the term of the Lease. Lessor shall seal any deteriorated areas of the parking lot prior to the start of this Lease. Lessor shall have all lighting operational prior to the start of this Lease. Lessee shall be responsible for snow removal during the term of the Lease.

VIII. ACCEPTANCE AND SURRENDER OF THE LEASED PREMISES

Lessee accepts the Leased Premises possession in an "AS IS" condition with the exception as to Lessor's agreement to reseal all deteriorated areas of the parking lot pursuant to Section VII above. Lessee shall remove all business signs or symbols placed on the Leased Premises by it before redelivery back to Lessor. Lessee shall restore the Leased Premises in the same condition with normal wear and tear as before Lessee's use.

IX. LESSOR'S ENTRY FOR INSPECTION AND MAINTENANCE

Lessor reserves the right to enter on the Leased Premises at reasonable times to inspect same.

X. LESSSEE TO CARRY LIABILITY INSURANCE

Lessee shall procure and maintain in force during the term of this Lease and any extension thereof, at its expense, public liability insurance in companies and through brokers regularly used by Lessee, adequate to protect against liability for damage claims through public use of or arising out of accidents occurring in or around the Leased Premises, in a minimum amount of $1,000,000 for each person injured, $1,000,000 for any one accident, and $100,000 for property damage. Such insurance policies shall provide coverage for Lessor's contingent liability on such claims or losses. A certificate if insurance showing such required coverages shall be delivered to Lessor. Lessee agrees to obtain a written endorsement from its insurers to notify Lessor in writing at least thirty (30) days prior to cancellation or refusal to renew any such policies and/or coverages. Lessee agrees that if such insurance policies and coverages are not kept in force during the entire term of this Lease and any extension thereof, Lessor may procure the necessary insurance, pay the applicable premium, and that such premium shall be repaid to Lessor upon demand.

XI. LESSOR'S REMEDIES ON LESSEE'S BREACH

If Lessee breaches this Lease, Lessor shall have the following remedies in addition to its other rights and remedies in such event:

A. RE-ENTRY. Lessor may re-enter the Leased Premises immediately, and remove all Lessee's personnel and property therefrom. Lessor may store Lessee's property in a public warehouse or at another place of its choosing at Lessee's expense or to Lessee's account.

B. TERMINATION. After re-entry, Lessor may terminate the Lease on giving thirty (30) days written notice of such termination to Lessee. Re-entry only, without notice of termination, will not terminate the Lease.

C. RELETTING PREMISES. After re-entering, Lessor may relet the Leased Premises or any part thereof, for any term, at such rent and on such terms as Lessor may choose. Lessor may make alterriations and repairs to the Leased Premises.

(1) LIABILITY OF LESSEE ON RELETTING. Lessee shall be liable to Lessor in addition to its other liability for breach of the Lease for all expenses of the reletting, and of the alterations and repairs made, which Lessor may incur.

(2) APPLICATION OF RENT ON RELETTING. Lessor, at its option, may apply the rent received from reletting the Leased Premises as follows:

(a) To reduce Lessee's indebtedness to Lessor under the Lease, not including indebtedness for rent:

(b) To expenses of the reletting and alternations and repairs made.

XII. HOLD HARMLESS

Tenant will at all times defend, indemnify, and save and keep harmless Lessor against claims arising from any and all loss, damage or expenses, including reasonable attorney fees, arising out of the conduct of its business on said Leased Premises.

XIII. ATTORNEY'S FEES

If a party files an action to enforce any covenant of this Lease, or for breach of any covenant herein, the losing party agrees to pay the prevailing party's reasonable attorneys' fees in the action, with such fees to be fixed by the court.

XIV. LESSOR'S TERMINATION RIGHTS/RIGHT OF FIRST REFUSAL

In the event the Lessor receives a bona fide offer to purchase from any third party, Lessor shall give written notice to the Lessee of said offer, as well as a one-hundred eighty (180) day notice to terminate the Lease, upon consummation of the sale of the Leased Premises. Lessee shall have twenty-one (21) days from receipt of the bona fide offer notice from Lessor to notify Lessor of its intent to exercise its right of first refusal to meet the purchase price offered in the bona fide offer previously received by the City, and thereafter executing necessary documents for the purchase of the Leased Premises at said price. In the event Lessee does not notify the Lessor, within the 21 days, of its intent to exercise the right of first refusal, or declines to exercise the right of first refusal, Lessor shall be free to proceed to the sale of the Leased Premises, upon the terms contained in the bona fide offer, possession to be given 180 days after the above stated notice give to Lesssee.

XV. NO RENEWAL OF LEASE

If the Lessor permits the Lessee to hold-over after expiration of the term of this Lease, such hold-over shall not be deemed a renewal of this Lease but rather shall be a month to month tenancy.

XVI. MANNER OF GIVING NOTICE

Notices given pursuant to the provisions of this Lease, or necessary to carry out its provisions, shall be in writing, and delivered personally to the person to whom the notice is to be given, or mailed postage prepaid, addressed to such person. Lessor's address for this purpose shall be 111 S. Capitol St., Pekin, Illinois, 61554. Notices to Lessee may be addressed to Lessee at Gallatin River Communications, LLC, Attn: Legal Department, 100 CenturyTel Drive, Monroe, Louisiana 71203.

XVII. EFFECT OF LESSOR'S WAIVER

Lessor's waiver of breach of one covenant or condition of this Lease is not a waiver of breach of others, or of a subsequent breach of the one waived.

XVIII.LEASE APPLICABLE TO SUCCESSORS

This Lease and the covenants and conditions hereof apply to and are binding on the heirs, successors, legal representatives and assigns of the parties.

XIX. TIME OF ESSENCE AND GOVERNING LAW

Time is of the essence of this Lease. The terms and conditions of this Lease shall be governed by the laws of the State of Illinois.

EXECUTED at Pekin, Illinois on this 22 day of June, 2009.

CITY OF PEKIN, Lessor

BY: ______________________
Signature

Printed Name: Rusty L. Dunn

Title: Mayor

EXECUTED at Pekin, Illinois on this 15 day of June, 2009.

GALLATIN RIVER COMMUNICATIONS, LLC dba CenturyTel, Lessee

BY: ______________________
Signature

Printed Name: Ty Lemaster

Title: General Manager

This document prepared by:
Elliff, Keyser, Oberle & Dancey, P.C.
PO Box 873
109 S. 4th St.
Pekin, IL 61555-0873
Phone: 309-346-4148

Pekin
ILLINOIS

REQUEST FOR COUNCIL ACTION **To: Mayor and Council** **CC: City Clerk & City Manager** **From: Michael Guerra, City Engineer**	
AGENDA ITEM: To Purchase Right-of-Way for Petri Lane Extension to 14th St.	
AGENDA DATE REQUESTED: September 26, 2011	
ACTION REQUESTED: To allow the purchase of Right-of-Way on 7 parcels for the extension of Petri Lane.	
DESCRIPTION: This request is allow the purchase of Right-of-Way on 7 different parcels for a total of 2,132 sf for approximately $3,200.00. The right of way is required for these properties along the north side of Petri for the completion of the sidewalk and the extension of Petri. It was discovered during the design that the existing sidewalk at the corners of Parkfield, Meadow and Fawnridge were not on ROW. Therefore in order to have a complete sidewalk from 14th St. to 5th the ROW must be acquired along with additional ROW for Petri to tie-into the existing section. I recommend that this agreement be approved.	
FINANCIAL IMPACT: $3,200.00 of General Funds	
NEIGHBORHOOD CONCERNS: None	
IMPACT IF APPROVED: The project can advance to be let out for Bids	
IMPACT IF DENIED: Then the project can't advance to be let out for Bids	
ALTERNATIVES: To eliminate 6 parcels and only purchase the one parcel needed to for the extension of Petri.	
RELATIONSHIP TO THE CONCEPTUAL PLANNING PROCESS: [check no more than 2 boxes. Copy this check mark √ and paste it to the left of the relevant theme.]	
	A Prosperous Community. To promote and sustain a balanced economy that supports expansion and retention of family-wage jobs.
	A Safe Community. To protect community life and property by providing effective, principled police and fire services.
√	**A Strong Foundation.** To improve and maintain existing infrastructure and leverage opportunities for new infrastructure.
	A High Quality of Life. To support or provide services that improves the quality of life for Pekin's residents.
	An Effective Government. To deliver effectively the services that Pekin's residents want, need, and are willing to support.
REQUIRED SIGNATURES	
Department Director:	

Date: 9/19/2011
Finance Department (Certification of Availability of Funds): Date: 9-19-11
Corporation Counsel: Date:
City Manager: Date: 9/19/11

Tazewell County
Left Station 16+42.32 to
Station 16+60.00
Parcel Number 002
P.I.N. 10-10-11-107-023
Name: Sue M. Hurd

LEGAL DESCRIPTION

RIGHT OF WAY

Part of Lot 24B, being a part of Lot 24 of Deerfield Estates Section 1, a subdivision of part of the Northwest Quarter of Section 11, Township 24 North, Range 5 West of the Third Principal Meridian, City of Pekin, Tazewell County, Illinois, as dated May 16, 2003 and recorded May 27, 2003, in Plat Book XX at Page 31, as Document No. 200300018723, more particularly described as follows:

Commencing at the southwest corner of said Lot 24B, said corner to be the Point of Beginning of the Right of Way Parcel to be described

From the Point of Beginning, thence North 1°-08'-40" West (bearings assumed for description purposes only) along the west line of said Lot 24B a distance of 23.04 feet; thence South 37°-27'-13" East 29.03 feet to a point on the south line of said Lot 24B; thence North 89°-57'-14" West along said south line 17.19 feet to the Point of Beginning

Said Right of Way Parcel contains 0.005 acres, more or less, or 198 square feet, more or less.

Prepared by:
Hanson Professional Services Inc.
7625 N. University St., Suite 200
Peoria, Illinois 61614
Job. No. 08L0212A

SUE M. HURD

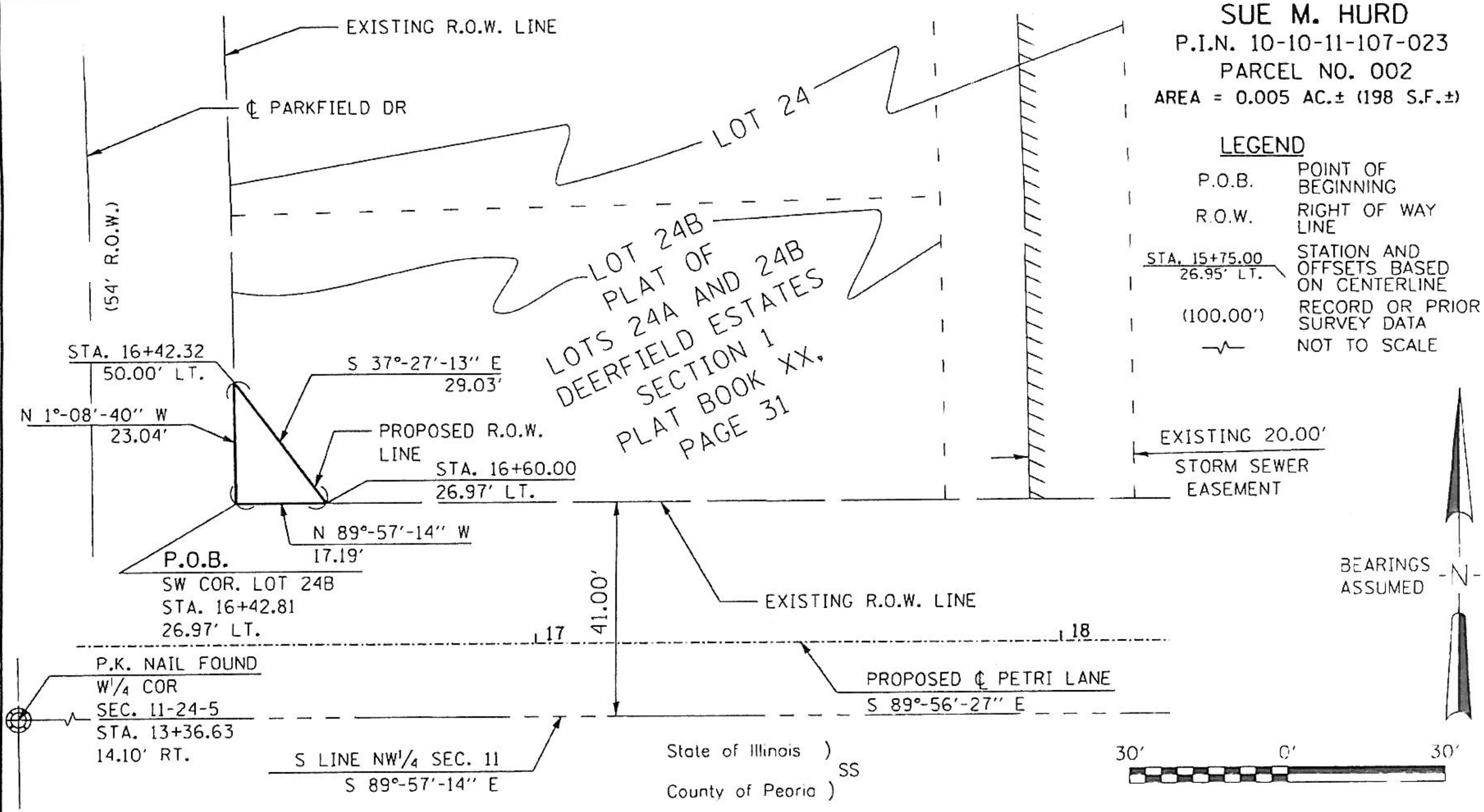
P.I.N. 10-10-11-107-023

PARCEL NO. 002

AREA = 0.005 AC.± (198 S.F.±)

LEGEND

P.O.B.	POINT OF BEGINNING
R.O.W.	RIGHT OF WAY LINE
STA. 15+75.00 / 26.95' LT.	STATION AND OFFSETS BASED ON CENTERLINE
(100.00')	RECORD OR PRIOR SURVEY DATA
—√—	NOT TO SCALE



State of Illinois)
SS
County of Peoria)

We, Hanson Professional Services Inc., Professional Design Firm No. 184-001084, do hereby certify that this is a true and correct representation of a survey made for the City of Pekin as shown on sheet 1 of 1.

Dated at Peoria, Illinois, this 6th day of July, 2011.

PROFESSIONAL LAND SURVEYOR ANDREW D. CANOPY Nº 3391 PEORIA STATE OF ILLINOIS

By: Andrew D. Canopy

Andrew D. Canopy
Illinois Professional Land Surveyor No. 3391
License Expires 11-30-2012

PART OF LOT 24B, PART OF LOT 24, IN DEERFIELD ESTATES SECTION 1, AS RECORDED IN PLAT BOOK XX, PAGE 31, A SUBDIVISION OF THE NW QUARTER OF SECTION 11

TOWNSHIP 24 NORTH, RANGE 5 W 3RD PRINCIPAL MERIDIAN

TAZEWELL COUNTY, ILLINOIS

RIGHT OF WAY PLAT

HANSON

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Hanson Professional Services Inc.
7625 N. University Street
Peoria, Illinois 61614
Illinois Registered Professional Design Firm #184-001084

FILE 08L0212A

FIELD BOOK 97

CATALOG NO. :

CONTRACT NO. :

R. O. W.		BY	DATE
PLAT	COMPUTED	SIP	06/11
	CHECKED	KRL	06/11
NOTE BOOK	INKED	SIP	06/11
NO. 97	INK CHECKED	ADC	06/11

PLOT DATE = 07\05\2011
FILE NAME = I:\08Jobs\08L0212A\CAD\Road\Sheet\Plats\o-002ROW.dgn
PLOT SCALE = 29.9999 ' / in.
USER NAME = page01306

LEGAL DESCRIPTION

RIGHT OF WAY

Tazewell County
Left Station 19+65.00 to
Station 19+85.35
Parcel Number 004
P.I.N. 10-10-11-107-035
Name: Terry L. Mahan and
Rhonda S. Mahan

Part of Lot 79 of Deerfield Estates Section 4, a subdivision of part of the Northwest Quarter of Section 11, Township 24 North, Range 5 West of the Third Principal Meridian, City of Pekin, Tazewell County, Illinois, as shown on Deerfield Estates Section 4, dated April 18, 2006 and recorded April 25, 2006, in Plat Book CCC at Page 131, as Document No. 200600009026, more particularly described as follows:

Commencing at the southeast corner of said Lot 79, said corner to be the Point of Beginning of the Right of Way Parcel to be described

From the Point of Beginning, thence North 89°-57'-14" West (bearings assumed for description purposes only) along the south line of said Lot 79 a distance of 20.35 feet; thence North 48°-05'-55" East 26.86 feet to a point on the east line of said Lot 79; thence South 1°-08'-40" East along said east line 17.96 feet to the Point of Beginning

Said Right of Way Parcel contains 0.004 acres, more or less, or 183 square feet, more or less.

Prepared by:
Hanson Professional Services Inc.
7625 N. University St., Suite 200
Peoria, Illinois 61614
Job. No. 08L0212A

TERRY L. MAHAN AND RHONDA S. MAHAN

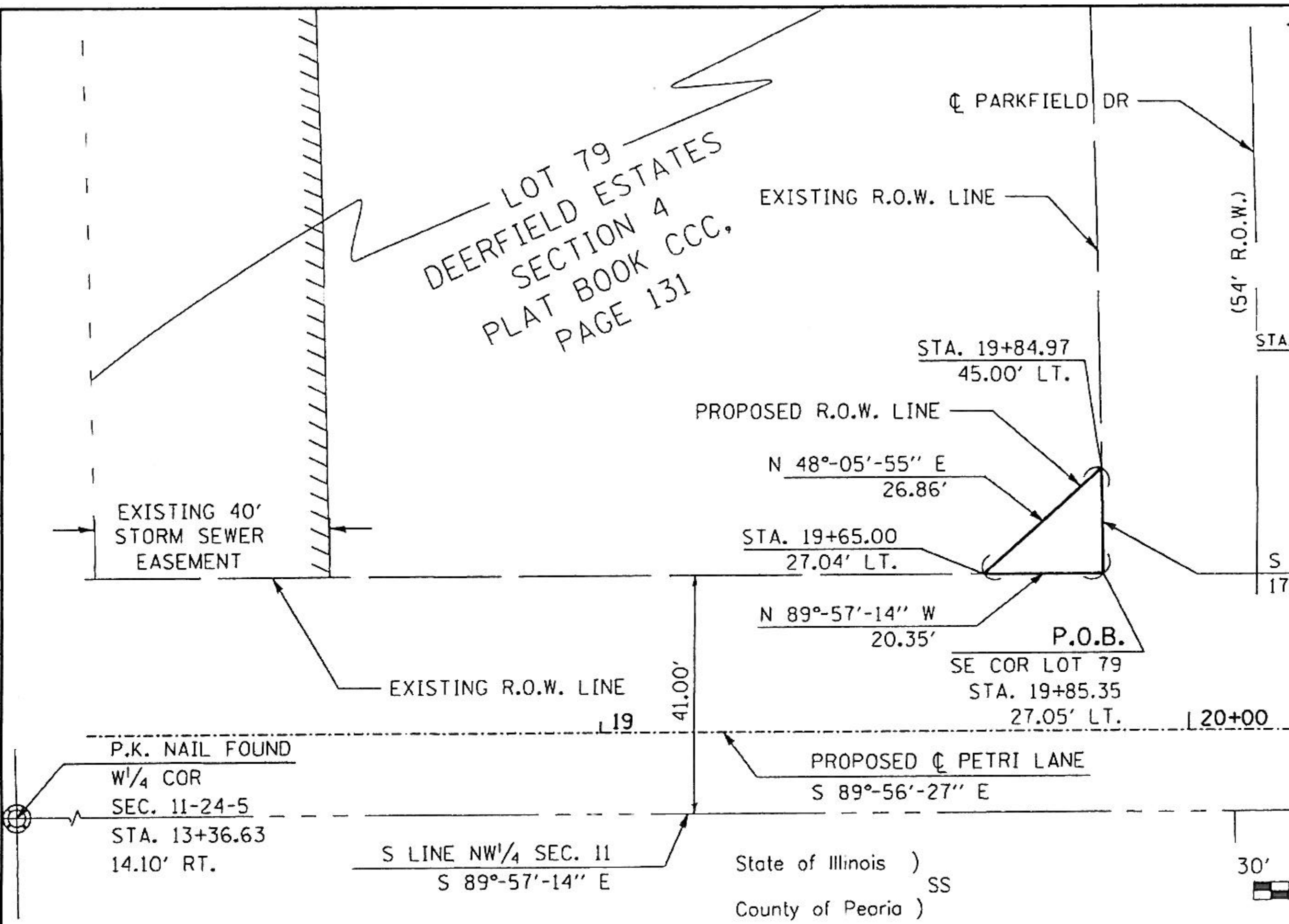
P.I.N. 10-10-11-107-035

PARCEL NO. 004

AREA = 0.004 AC.± (183 S.F.±)

LEGEND

P.O.B.	POINT OF BEGINNING
R.O.W.	RIGHT OF WAY LINE
STA. 19+65.00 27.04' LT.	STATION AND OFFSETS BASED ON CENTERLINE
(100.00')	RECORD OR PRIOR SURVEY DATA
—√—	NOT TO SCALE



BEARINGS ASSUMED -N-

30' 0' 30'

PART OF LOT 79 IN DEERFIELD ESTATES SECTION 4, AS RECORDED IN PLAT BOOK CCC, PAGE 131, A SUBDIVISION OF THE NW QUARTER OF SECTION 11

State of Illinois)
SS
County of Peoria)

We, Hanson Professional Services Inc., Professional Design Firm No. 184-001084, do hereby certify that this is a true and correct representation of a survey made for the City of Pekin as shown on sheet 1 of 1.

Dated at Peoria, Illinois, this 6th day of JULY, 2011.

PROFESSIONAL LAND SURVEYOR ★ ANDREW D. CANOPY Nº 3391 PEORIA ★ STATE OF ILLINOIS

By: [signature]
Andrew D. Canopy
Illinois Professional Land Surveyor No. 3391
License Expires 11-30-2012

TOWNSHIP 24 NORTH, RANGE 5 W, 3RD PRINCIPAL MERIDIAN
TAZEWELL COUNTY, ILLINOIS

RIGHT OF WAY PLAT

HANSON

Hanson Professional Services Inc.
7625 N. University Street
Peoria, Illinois 61614
Illinois Registered Professional Design Firm #184-001084

FILE 08L0212A
FIELD BOOK 97

CATALOG NO. :
CONTRACT NO. :

R. O. W. PLAT		BY	DATE
	COMPUTED	SIP	06/11
	CHECKED	KRL	06/11
NOTE BOOK	INKED	SIP	06/11
NO. 97	INK CHECKED	ADC	06/11

PLOT DATE = 07\06\2011
FILE NAME = J:\08Jobs\08L0212A\CAD\Road\Sheet\Plats\c-004.dgn
PLOT SCALE = 29.9999 ' / in.
USER NAME = page01386

Tazewell County
Left Station 20+38.96 to
Station 20+60.00
Parcel Number 005
P.I.N. 10-10-11-111-016
Name: Dennis Antonini

LEGAL DESCRIPTION

RIGHT OF WAY

Part of Lot 90 of Deerfield Estates Section 4, a subdivision of part of the Northwest Quarter of Section 11, Township 24 North, Range 5 West of the Third Principal Meridian, City of Pekin, Tazewell County, Illinois, as shown on Deerfield Estates Section 4, dated April 18, 2006 and recorded April 25, 2006, in Plat Book CCC at Page 131, as Document No. 200600009026, more particularly described as follows:

Commencing at the southwest corner of said Lot 90, said point to be the Point of Beginning of the Right of Way Parcel to be described

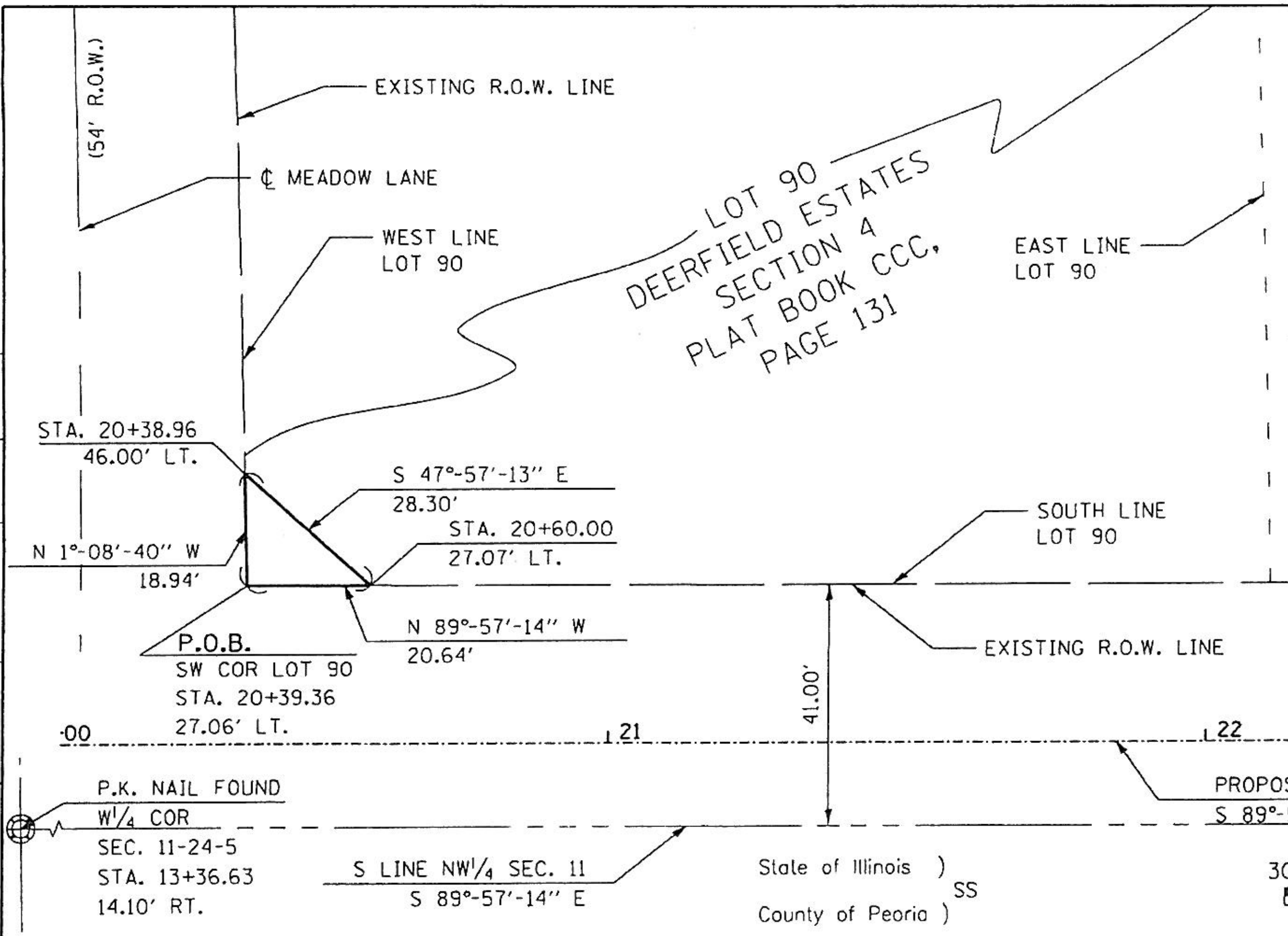
From the Point of Beginning, thence North 1°-08'-40" West (bearings assumed for description purposes only) along the west line of said Lot 90 a distance of 18.94 feet; thence South 47°-57'-13" East 28.30 feet to a point on the south line of said Lot 90; thence North 89°-57'-14" West 20.64 feet to the Point of Beginning

Said Right of Way Parcel contains 0.004 acres, more or less, or 195 square feet, more or less.

Prepared by:
Hanson Professional Services Inc.
7625 N. University St., Suite 200
Peoria, Illinois 61614
Job. No. 08L0212A

DENNIS ANTONINI

P.I.N. 10-10-11-111-016
PARCEL NO. 005
AREA = 0.004 AC.± (195 S.F.±)



LEGEND

P.O.B.	POINT OF BEGINNING
R.O.W.	RIGHT OF WAY LINE
STA. 20+38.96 / 46.00' LT.	STATION AND OFFSETS BASED ON CENTERLINE
(100.00')	RECORD OR PRIOR SURVEY DATA
-√-	NOT TO SCALE

BEARINGS ASSUMED

N

30' 0' 30'

PART OF LOT 90, IN DEERFIELD ESTATES SECTION 4, AS RECORDED IN PLAT BOOK CCC, PAGE 131, A SUBDIVISION OF THE NW QUARTER OF SECTION 11

TOWNSHIP 24 NORTH, RANGE 5 W , 3RD PRINCIPAL MERIDIAN
TAZEWELL COUNTY, ILLINOIS

RIGHT OF WAY PLAT

State of Illinois)
SS
County of Peoria)

We, Hanson Professional Services Inc., Professional Design Firm No. 184-001084, do hereby certify that this is a true and correct representation of a survey made for the City of Pekin as shown on sheet 1 of 1.

Dated at Peoria, Illinois, this 6th day of July, 2011.

PROFESSIONAL LAND SURVEYOR ★ ANDREW D. CANOPY No 3391 PEORIA ★ STATE OF ILLINOIS

By: [signature]
Andrew D. Canopy
Illinois Professional Land Surveyor No. 3391
License Expires 11-30-2012

HANSON
© Copyright Hanson Professional Services Inc. 2011

Hanson Professional Services Inc.
7625 N. University Street
Peoria, Illinois 61614
Illinois Registered Professional Design Firm #184-001084

FILE 08L0212A
FIELD BOOK 97

CATALOG NO. :
CONTRACT NO. :

R. O. W. PLAT		BY	DATE
	COMPUTED	SIP	06/11
	CHECKED	KRL	06/11
NOTE BOOK	INKED	SIP	06/11
No. 97	INK CHECKED	ADC	06/11

PLOT DATE = 07\06\2011
FILE NAME = I:\08Jobs\08L0212A\CAD\Road\Sheet\Plats\c-005ROW.dgn
PLOT SCALE = 29.9999 ' / in.
USER NAME = page01306

Tazewell County
Left Station 23+60.00 to
Station 23+82.48
Parcel Number 006
P.I.N. 10-10-11-111-023
Name: Gary L. Heriford and
Brenda R. Heriford

LEGAL DESCRIPTION

RIGHT OF WAY

Part of Lot 91 of Deerfield Estates Section 4, a subdivision of part of the Northwest Quarter of Section 11, Township 24 North, Range 5 West of the Third Principal Meridian, City of Pekin, Tazewell County, Illinois, as shown on Deerfield Estates Section 4, dated April 18, 2006 and recorded April 25, 2006, in Plat Book CCC at Page 131, as Document No. 200600009026, more particularly described as follows:

Commencing at the southeast corner of said Lot 91, said corner to be the Point of Beginning of the Right of Way Parcel to be described

From the Point of Beginning, thence North 89°-57'-14" West (bearings assumed for description purposes only) along the south line of said Lot 91 a distance of 22.45 feet; thence North 49°-40'-47" East 28.95 feet to a point on the east line of said Lot 91; thence South 1°-08'-40" East 18.76 feet to the Point of Beginning

Said Right of Way Parcel contains 0.005 acres, more or less, or 210 square feet, more or less.

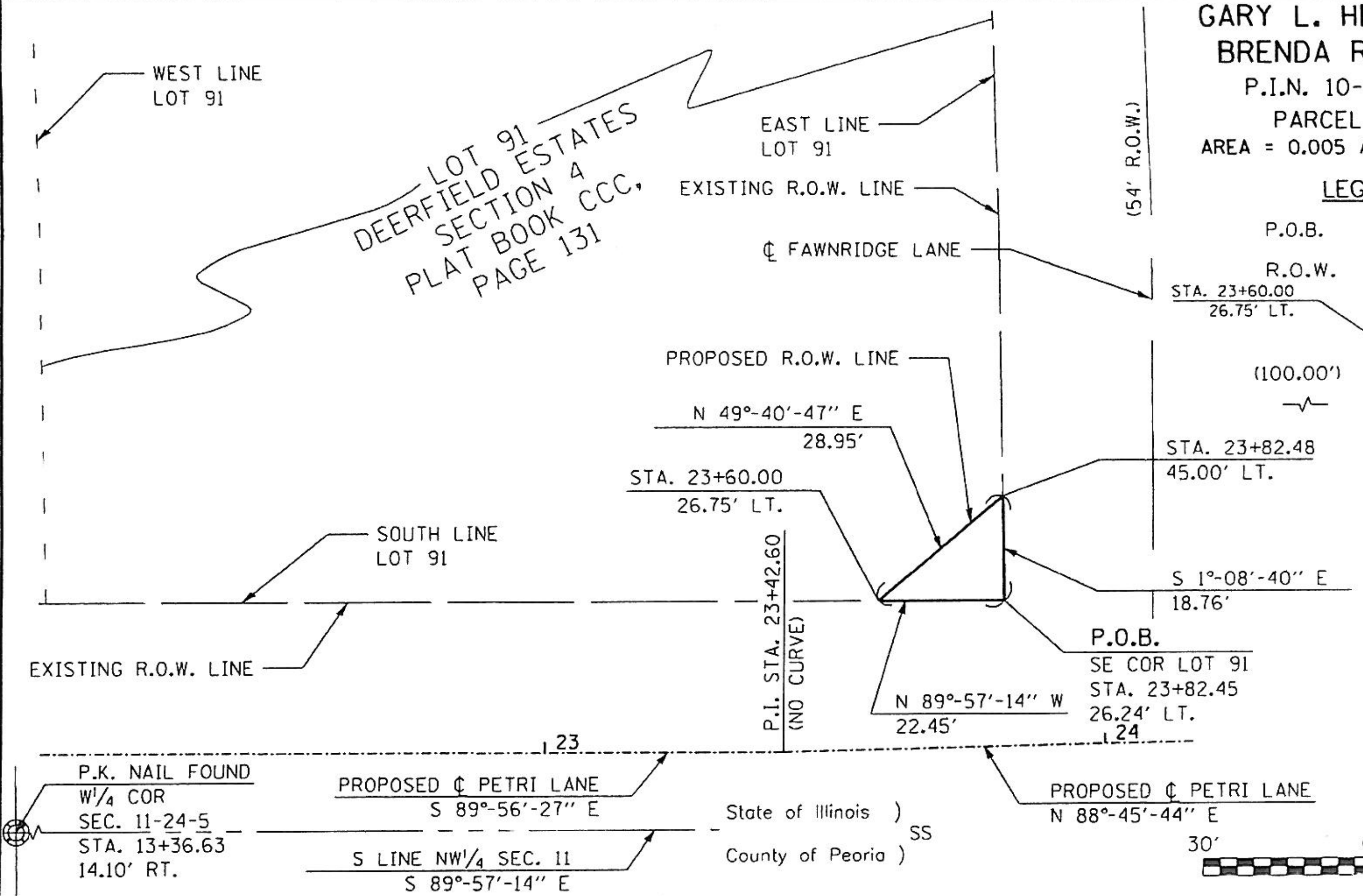
Prepared by:
Hanson Professional Services Inc.
7625 N. University St., Suite 200
Peoria, Illinois 61614
Job. No. 08L0212A

GARY L. HERIFORD AND BRENDA R. HERIFORD

P.I.N. 10-10-11-111-023

PARCEL NO. 006

AREA = 0.005 AC.± (210 S.F.±)



LEGEND

P.O.B.	POINT OF BEGINNING
R.O.W.	RIGHT OF WAY LINE
STA. 23+60.00 26.75' LT.	STATION AND OFFSETS BASED ON CENTERLINE
(100.00')	RECORD OR PRIOR SURVEY DATA
—∿—	NOT TO SCALE

-N- BEARINGS ASSUMED

30' 0' 30'

State of Illinois)
SS
County of Peoria)

We, Hanson Professional Services Inc., Professional Design Firm No. 184-001084, do hereby certify that this is a true and correct representation of a survey made for the City of Pekin as shown on sheet 1 of 1.

Dated at Peoria, Illinois, this 6th day of July, 2011.

PROFESSIONAL LAND SURVEYOR ANDREW D. CANOPY Nº 3391 PEORIA STATE OF ILLINOIS

By: [signature]

Andrew D. Canopy
Illinois Professional Land Surveyor No. 3391
License Expires 11-30-2012

PART OF LOT 91, IN DEERFIELD ESTATES SECTION 4, AS RECORDED IN PLAT BOOK CCC, PAGE 131, A SUBDIVISION OF THE NW QUARTER OF SECTION 11

TOWNSHIP 24 NORTH, RANGE 5 W, 3RD PRINCIPAL MERIDIAN
TAZEWELL COUNTY, ILLINOIS

RIGHT OF WAY PLAT

HANSON	Hanson Professional Services Inc. 7625 N. University Street Peoria, Illinois 61614 Illinois Registered Professional Design Firm #184-001084	FILE 08L0212A / FIELD BOOK 97

PLOT DATE = 07\06\2011
FILE NAME = I:\08Jobs\08L0212A\CAD\Road\Sheet\Plats\c-006.dgn
PLOT SCALE = 24.9999 ' / in.
USER NAME = pega01386

CATALOG NO. :

CONTRACT NO. :

R. O. W. PLAT		BY	DATE
	COMPUTED	SIP	06/11
	CHECKED	KRL	06/11
NOTE BOOK	INKED	SIP	06/11
No. 97	INK CHECKED	ADC	06/11

Tazewell County
Left Station 24+36.44 to
Station 26+66.85
Parcel Number 007
P.I.N. 10-10-11-110-018
Name: Steven E. Draher and
Donna K. Draher

LEGAL DESCRIPTION

RIGHT OF WAY

Part of Lot 104 of Deerfield Estates Section 4, a subdivision of part of the Northwest Quarter of Section 11, Township 24 North, Range 5 West of the Third Principal Meridian, City of Pekin, Tazewell County, Illinois, as shown on Deerfield Estates Section 4, dated April 18, 2006 and recorded April 25, 2006, in Plat Book CCC at Page 131, as Document No. 200600009026, more particularly described as follows:

Commencing at the southwest corner of said Lot 104, said corner to be the Point of Beginning of the Right of Way Parcel to be described

From the Point of Beginning, thence North 1°-08'-40" West (bearings assumed for description purposes only) along the west line of said Lot 104 a distance of 19.97 feet; thence South 47°-03'-36" East 25.83 feet to a point on a line parallel with and 27.00 feet measured perpendicular north of proposed centerline Petri Lane; thence North 88°-45'-44" East along said parallel line 211.85 feet to a point on the east line of said Lot 104; thence South 1°-04'-44" East along said east line 7.13 feet to the southeast corner of said Lot 104; thence North 89°-57'-14" West along the south line of said Lot 104 a distance of 230.44 feet to the Point of Beginning

Said Right of Way Parcel contains 0.028 acres, more or less, or 1,215 square feet, more or less.

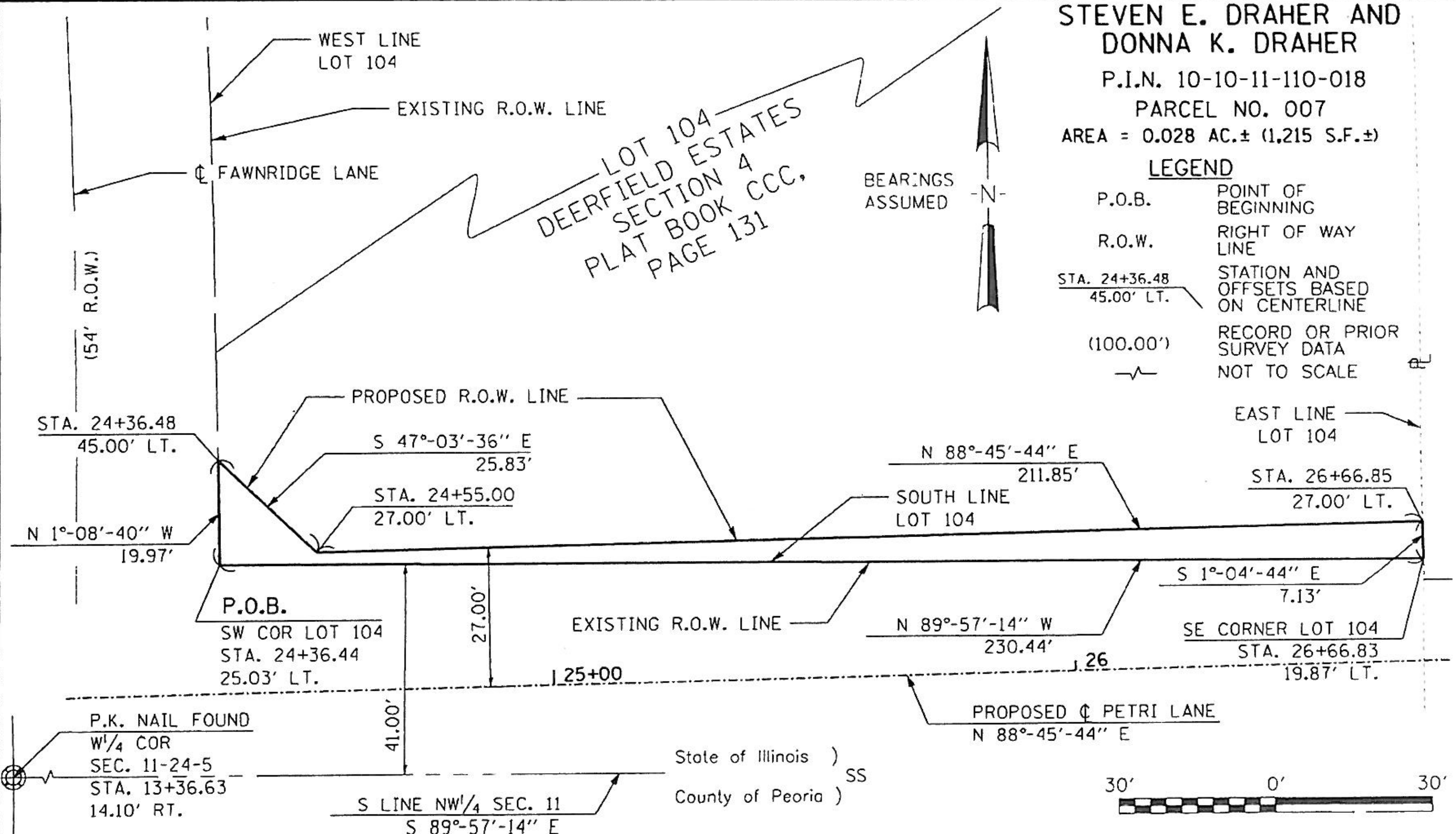
Prepared by:
Hanson Professional Services Inc.
7625 N. University St., Suite 200
Peoria, Illinois 61614
Job. No. 08L0212A

STEVEN E. DRAHER AND DONNA K. DRAHER

P.I.N. 10-10-11-110-018

PARCEL NO. 007

AREA = 0.028 AC.± (1,215 S.F.±)



State of Illinois)
SS
County of Peoria)

We, Hanson Professional Services Inc., Professional Design Firm No. 184-001084, do hereby certify that this is a true and correct representation of a survey made for the City of Pekin as shown on sheet 1 of 1.

Dated at Peoria, Illinois, this 6th day of July, 2011.

PROFESSIONAL LAND SURVEYOR ★ ANDREW D. CANOPY No 3391 PEORIA ★ STATE OF ILLINOIS

By: [signature]
Andrew D. Canopy
Illinois Professional Land Surveyor No. 3391
License Expires 11-30-2012

PART OF LOT 104, IN DEERFIELD ESTATES SECTION 4, AS RECORDED IN PLAT BOOK CCC, PAGE 131, A SUBDIVISION OF THE NW QUARTER OF SECTION 11

TOWNSHIP 24 NORTH, RANGE 5 W, 3RD PRINCIPAL MERIDIAN
TAZEWELL COUNTY, ILLINOIS

RIGHT OF WAY PLAT

HANSON

Hanson Professional Services Inc.
7625 N. University Street
Peoria, Illinois 61614
Illinois Registered Professional Design Firm #184-001084

FILE 08L0212A
FIELD BOOK 97

CATALOG NO. :
CONTRACT NO. :

		BY	DATE
R. O. W. PLAT	COMPUTED	SIP	06/11
	CHECKED	KRL	06/11
NOTE BOOK	INKED	SIP	06/11
NO. 97	INK CHECKED	ADC	06/11

PLOT DATE = 07\06\2011
FILE NAME = J:\08Jobs\08L0212A\CAD\Road\Sheet\Plats\c-007ROW.dgn
PLOT SCALE = 29.9999 ' / in.
USER NAME = page01386

LEGAL DESCRIPTION

RIGHT OF WAY

Tazewell County
Left Station 15+75.00 to
Station 15+88.80
Parcel Number 001
P.I.N. 10-10-11-106-013
Name: Lynda Boudreau

Part of Lot 1 of Deerfield Estates Section 1, a subdivision of part of the Northwest Quarter of Section 11, Township 24 North, Range 5 West of the Third Principal Meridian, City of Pekin, Tazewell County, Illinois, as recorded December 4, 2000, in Plat Book SS at Page 74, as Document No. 200000025184, more particularly described as follows:

Commencing at the southeast corner of said Lot 1, said corner to be the Point of Beginning of the Right of Way Parcel to be described

From the Point of Beginning, thence North 89°-57'-14" West (bearings assumed for description purposes only) along the south line of said Lot 1 a distance of 13.79 feet; thence North 35°-10'-32" East 23.29 feet to a point on the east line of said Lot 1; thence South 1°-08'-40" East along said east line 19.05 feet to the Point of Beginning

Said Right of Way Parcel contains 0.003 acres, more or less, or 131 square feet, more or less.

Prepared by:
Hanson Professional Services Inc.
7625 N. University St., Suite 200
Peoria, Illinois 61614
Job. No. 08L0212A

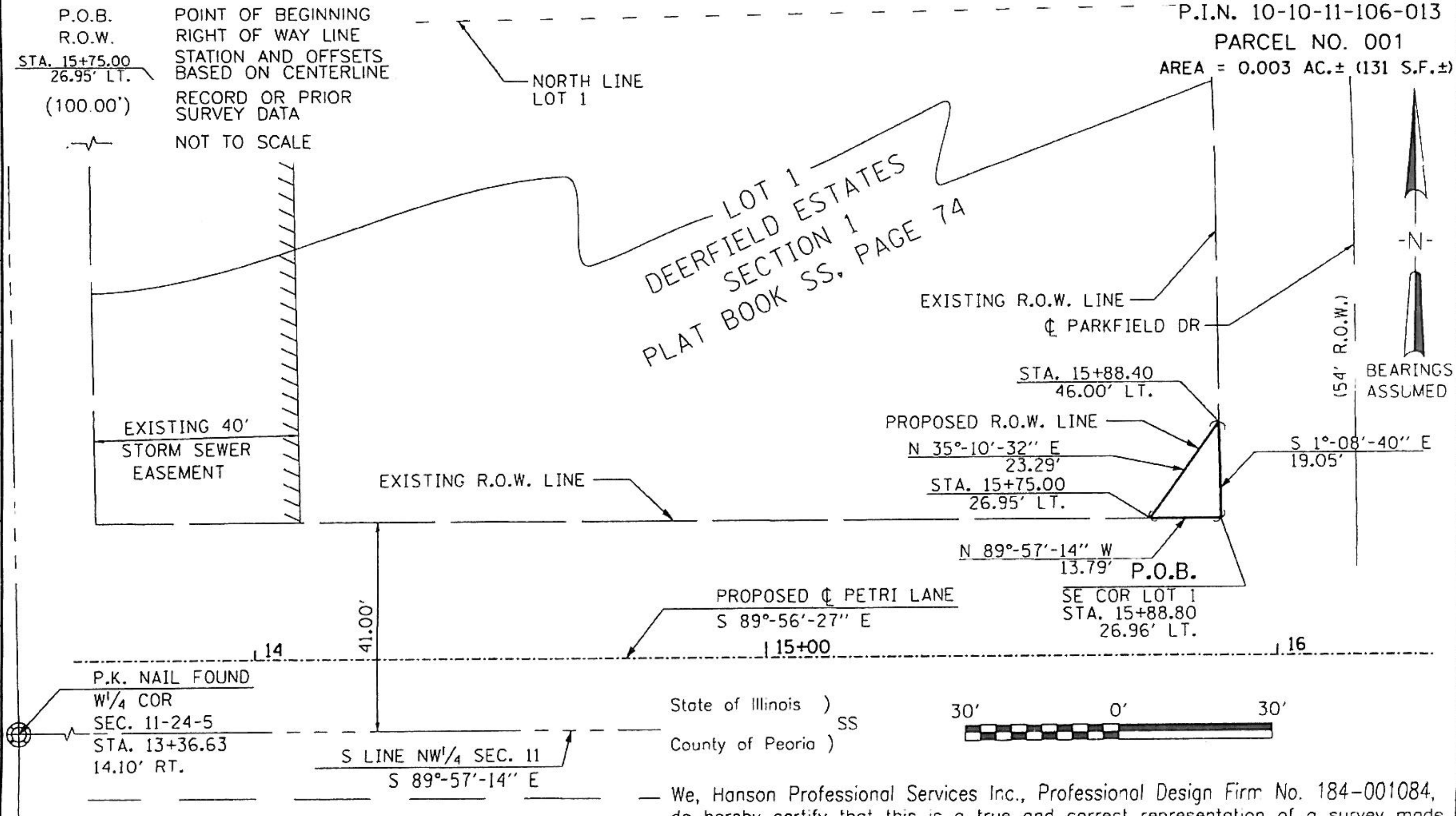
CATALOG NO. :
CONTRACT NO. :

R. O. W. PLAT		BY	DATE
	COMPUTED	SIP	06/11
	CHECKED	KRL	06/11
NOTE BOOK	INKED	SIP	06/11
No. 97	INK CHECKED	ADC	06/11

LYNDA BOUDREAU
P.I.N. 10-10-11-106-013
PARCEL NO. 001
AREA = 0.003 AC.± (131 S.F.±)

LEGEND

P.O.B.	POINT OF BEGINNING
R.O.W.	RIGHT OF WAY LINE
STA. 15+75.00 / 26.95' LT.	STATION AND OFFSETS BASED ON CENTERLINE
(100.00')	RECORD OR PRIOR SURVEY DATA
-√-	NOT TO SCALE



State of Illinois)
SS
County of Peoria)

We, Hanson Professional Services Inc., Professional Design Firm No. 184-001084, do hereby certify that this is a true and correct representation of a survey made for the City of Pekin as shown on sheet 1 of 1.

Dated at Peoria, Illinois, this 6th day of JULY, 2011.

PROFESSIONAL LAND SURVEYOR ★ ANDREW D. CANOPY No 3391 PEORIA ★ STATE OF ILLINOIS

By: [signature]
Andrew D. Canopy
Illinois Professional Land Surveyor No. 3391
License Expires 11-30-2012

PART OF LOT 1 IN DEERFIELD ESTATES SECTION 1, AS RECORDED IN PLAT BOOK SS, PAGE 74, A SUBDIVISION OF THE NW QUARTER OF SECTION 11.

TOWNSHIP 24 NORTH, RANGE 5 W, 3RD PRINCIPAL MERIDIAN
TAZEWELL COUNTY, ILLINOIS

RIGHT OF WAY PLAT

HANSON	Hanson Professional Services Inc. 7625 N. University Street Peoria, Illinois 61614 Illinois Registered Professional Design Firm #184-001084	FILE 08L0212A
		FIELD BOOK 97

PLOT DATE = 07\05\2011
FILE NAME = I:\08Jobs\08L0212A\CAD\Road\Sheet\Plats\o-001.dgn
PLOT SCALE = 30.0000 '/ in.
USER NAME = page01386

REQUEST FOR COUNCIL ACTION **To: Mayor and Council** **CC: City Clerk** **From: Bob Shaw, Operations Supervisor of Streets & Solid Waste**	
AGENDA ITEM: New garbage truck	
AGENDA DATE REQUESTED: September 26, 2011	
ACTION REQUESTED: Purchase garbage truck	
DESCRIPTION: Trucks in fleet are old & in budget to replace	
FINANCIAL IMPACT: $153,654.00	
NEIGHBORHOOD CONCERNS: N/A	
IMPACT IF APPROVED:	
IMPACT IF DENIED:	
ALTERNATIVES:	
RELATIONSHIP TO THE CONCEPTUAL PLANNING PROCESS: [check no more than 2 boxes. Copy this check mark √ and paste it to the left of the relevant theme.]	
	A Prosperous Community. To promote and sustain a balanced economy that supports expansion and retention of family-wage jobs.
	A Safe Community. To protect community life and property by providing effective, principled police and fire services.
	A Strong Foundation. To improve and maintain existing infrastructure and leverage opportunities for new infrastructure.
	A High Quality of Life. To support or provide services that improves the quality of life for Pekin's residents.
√	**An Effective Government.** To deliver effectively the services that Pekin's residents want, need, and are willing to support.
REQUIRED SIGNATURES	
Department Director: Date:	
Finance Department (Certification of Availability of Funds)**:** Date:	
Corporation Counsel: Date:	
City Manager: Date:	

Pekin
ILLINOIS

City of Pekin
Street /Sanitation
Depts

September 8, 2011

The following are quotes for costs associated with the purchase of a new rear loader Sanitation Department garbage truck.

PRAIRIE ARCHWAY INTERNATIONAL

Cost of CHASSIS..$72,819.00

MC NEILUS TRUCK & MANUFACTURING

Cost of PACKER BODY...$69,592.00

MONROE TRUCK EQUIPMENT, INC.

Cost of CONVERSION CAB TO RIGHT SIDE STAND UP....$11,243.00

TOTAL COST OF TRUCK: $153,654.00

MONROE TRUCK EQUIPMENT, INC.
1051 WEST 7TH STREET
MONROE, WI 53566
(888)878-8777 FAX (608)329-8521

CUSTOMER : 50
SHIP TO: SOUTHWEST INTERNATIONAL
ATT: TOM CLAIBORN

ARLINGTON TX
817-461-2931

QUOTE # 1507289
DATE: 08/15/11
CUST PO #
TERMS: C.O.D.
SALES REP: 87
QUOTED BY: DLMM

F.O.B. MONROE, WISCONSIN
WE ARE PLEASED TO QUOTE FOR ACCEPTANCE WITHIN 30 DAYS FROM THE DATE OF QUOTE PRICES & TERMS IN ACCORDANCE WITH SPECIFICATIONS DESCRIBED IN QUOTE. STATE AND FEDERAL TAXES WILL BE ADDED WHERE APPLICABLE.

MODEL AND DESCRIPTION

INTERNATIONAL 7400 SERIES MODEL (HI-CAB) : 2012 MODEL YEAR

-RIGHT SIDE STANDUP DUAL STEERING CONVERSION
-BI-FOLD DOOR WITH STAINLESS STEEL HINGE - FOUR GLASS PANELS
-ALUMINUM GRIP STRUT HINGED FLOOR GRATE WITH RUBBER MAT
-OEM WINDSHIELD UNCHANGED
-DUAL ACCELERATORS, BRAKE, AND TURN SIGNALS
-RIGHT SIDE PADDED BACKREST WITH FLIP DOWN SEAT AND SEAT BELTS
-DUAL 8" SS CONVEX FENDER MOUNTED MIRRORS
-ONE COLOR INTERIOR/EXTERIOR PAINT
-RIGHT SIDE AFTERMARKET GUAGES

-CHASSIS REQUIREMENTS:
-AIR BRAKES - AUTOMATIC TRANSMISSION - DELETE PASSENGER SEAT
-LEFT SIDE FUEL TANK AND BATTERY BOX
-CAB CONVERSION REQUIRES ONE OF THE FOLLOWING EXHAUST OPTION CODES
* 07BDC - 07BDE - 07BDJ - 07BDK - 07BDP - 07BGZ - 07BDS - 07BDM

21,000
9,506

MTE GAUGE PACKAGE INCLUDES:
- PAINTED STEEL HOUSING
- SPEEDOMETER
- AIR PRESS GAUGE, DUAL INDICATORS
- 4 IN 1 CLUSTER - ENG TEMP.; ENG OIL PRESS; VOLTS, TRANS TEMP.
- INDICATOR LIGHTS FOR - PARKING BRAKE ENGAGEMENT, HI-BEAM, ACTIVATION, LEFT & RIGHT HAND TURNING
**PLEASE NOTE THE TURN SIGNALS ARE NOT SELF-CANCELING

RH STANDUP DUAL STEER CONVERSION / GUAGE PACKAGE	10,110.00
~~DROP FRAME INTERNATIONAL 7400~~	9,536.00
AUXILIARY HEATER	378.00

TEMPORARY APPLICATION OF SERVICE BRAKE

*** CONTINUED NEXT PAGE ***

MONROE TRUCK EQUIPMENT, INC.
1051 WEST 7TH STREET
MONROE, WI 53566
(888)878-8777 FAX (608)329-8521

CUSTOMER : 324490
SHIP TO: PEKIN, CITY OF
1208 KOCH STREET
ATT: BOB SHAW
PEKIN IL 61554
309-478-5376

QUOTE # 1507625
DATE: 08/31/11
CUST PO #
TERMS: NET 30
SALES REP: 51
QUOTED BY: DLMM

F.O.B. MONROE, WISCONSIN

WE ARE PLEASED TO QUOTE FOR ACCEPTANCE WITHIN 30 DAYS FROM THE DATE OF QUOTE PRICES & TERMS IN ACCORDANCE WITH SPECIFICATIONS DESCRIBED IN QUOTE. STATE AND FEDERAL TAXES WILL BE ADDED WHERE APPLICABLE.

MODEL AND DESCRIPTION

INTERNATIONAL 7400 SERIES MODEL (HI-CAB) : 2012 MODEL YEAR

-RIGHT SIDE STANDUP DUAL STEERING CONVERSION
-BI-FOLD DOOR WITH STAINLESS STEEL HINGE - FOUR GLASS PANELS
-ALUMINUM GRIP STRUT HINGED FLOOR GRATE WITH RUBBER MAT
-OEM WINDSHIELD UNCHANGED
-DUAL ACCELERATORS, BRAKE, AND TURN SIGNALS
-RIGHT SIDE PADDED BACKREST WITH FLIP DOWN SEAT AND SEAT BELTS
-DUAL 8" SS CONVEX FENDER MOUNTED MIRRORS
-ONE COLOR INTERIOR/EXTERIOR PAINT
-RIGHT SIDE AFTERMARKET GUAGES

-CHASSIS REQUIREMENTS:
-AIR BRAKES - AUTOMATIC TRANSMISSION - DELETE PASSENGER SEAT
-LEFT SIDE FUEL TANK AND BATTERY BOX
-CAB CONVERSION REQUIRES ONE OF THE FOLLOWING EXHAUST OPTION CODES
* 07BDC - 07BDE - 07BDJ - 07BDK - 07BDP - 07BGZ - 07BDS - 07BDM

RH STANDUP DUAL STEER CONV./ GAUGE PACKAGE	10,610.00

TEMPORARY APPLICATION OF SERVICE BRAKE
** CHASSIS MUST HAVE FACTORY AUTO NEUTRAL **

WORK BRAKE SYSTEM; INTERNATIONAL	633.00
TOTAL QUOTE --	11,243.00

OPTION:

RIGHT SIDE AUXILIARY HEATER	$378.00
DELIVERY BY DRIVING AVAILABLE	TBD ??

Submitted By: DALE MEIER for MONROE TRUCK EQUIPMENT

Quote Accepted By: X____________________
Date: __________ P.O.: ____________ Dealer Code: __________
Factory Order #______________ Chassis ETA: __________ VIN #: ____________________

Make/Model: ____________ W.B. ______ C.A. ______ Engine: ____________
Transmission: ____________ A/C: Y / N Brakes: Air / Hyd.
Chassis Color: ____________ Paint Code: ________ Stock #: ______________

TOTAL = $153,654.00

PRAIRIE ARCHWAY

New Truck Proposal
Tandem Axle Dump Truck Specifications
State of Illinois Solicitation # 225684 ~ Contract # PSD4016932

Bob Shaw CONTACT NAME	DATE: 7/6/11
City of Pekin BUYER INFORMATION	Contact: Kevin Burdell Municipal Fleet Sales
1130 Koch Street ADDRESS	401 S. Dirksen Pkwy ~ Springfield, IL. 62703 Ofc: 217-523-5631 ~ Fax: 217-523-0797
Pekin, IL 61554 CITY/ STATE/ ZIP	Email: kburdell@prairiearchway.com
309-613-3780 cell bnshaw@ci.pekin.il.us PHONE/ FAX/ EMAIL	Please Circle Cab Color: Red-2303 / IDOT Orange / Omaha Orange
TAX EXEMPT #/ COUNTY	School Bus Yellow / Blue / Blue Met-6E12 Green-6047 / White / Black

2012 INTERNATIONAL 7400 SFA 6x4 / 177" WHEELBASE/ 102" CAB TO AXLE
120,000 PSI/ 2,654,000 RBM single frame rail w/ 20" front frame extension
MAXXFORCE 10/HT570 310HP/ 1050# TORQUE w/ GRID HEATER
3000RDS Allison Six (6) speed trans. w/ T-Handle & External Trans. Cooler
Extended Life Oil Pan/ Transmission TCM mounted inside cab
Transmission temp. gauge/ Hour meter/ Plow light Switch
Warning Lights & Alarm for Low Coolant, Low Oil PSI, Engine Temp.
"Winter/Summer" Air Cleaner w/ In-Dash Filter Minder
Horton Two-Speed Fan Drive/ Front Engine PTO/ Block Heater
16,000# Front axle & suspension w/ 2000# aux. overloads & HD shocks
40,000# Rear axle w/ Hendrickson HMX 400-52 susp. & HD shocks/ SPL drivelines
Air Brakes w/ 13.2 compressor/ Bendix air dryer/ DV2 Heated drain valve
Automatic slack adjusters/ Oil bath wheel seals/ Stationary front grille
Trailer brake package w/ 7-way ABS trailer plug/ Bodybuilder wires @ BOC
Tilt & Telescoping steering column/ Leece-Neville alternator/ Delco starter
100 gallon aluminum fuel tank (driver side) w/ fuel water seperator
Three (3) Batteries @ 1950 CCA w/ battery box mounted right side BOC
Horizontal muffler mounted under cab w/ vert. exhaust pipe & 36" turn out
Air horn/ Jump start stud/ L.E.D. cab marker lights/ Air ride cab
AM/FM/Weatherband radio/ Air conditioning/ Cigar lighter
Black heated mirrors w/ Black fender mounted convex mirrors
Air ride driver seat w/ arm rest/ Fixed passenger seat/ Daytime lights
315/80R22.5 Continental HSU2 (20PLY) steer tires w/ Grey powder coat wheels
11R22.5 Continental HDR-1 (14PLY) drive tires w/ Grey powder coat wheels

PLEASE CIRCLE DESIRED GEAR RATIO:
6.14 (67 mph) / 6.43 (64 mph) / 6.83 (60 mph) / 7.17 (57 mph)

Sales price	$71,346.00
Options	$1,093.00
Body price	
Freight	$275.00
Sub-total	$72,714.00
Trade	
License/ Title	$105.00
Total	$72,819.00

Set-Back Axle 228" WB / 161" CT with Frame Reinforcement	$	865
Omit Front Frame Extensions	$	(103)
Front Tow Hooks	$	50
CB Accomodation Package	$	252
Aux Toggle Switch for work light	$	28
Omit Plow Light Switch	$	(40)
Omit Trailer Brake Package	$	(248)
6 pack upfitter switches	$	343
Omit Snow Valve	$	(106)
Auto Neutral	$	92
Trans Dipstick - Right Side	$	22
Synthetic Rear Axle Lube	$	126
70 Gallon Fuel tank	$	(148)
Bright Finish Mirrors	$	172
Omit Fender Mirrors	$	(64)
Omit Pass Seat	$	(148)
White Powder-Coated Wheels	$	-

Please include copy of tax exempt form w/ your order.
All prices are F.O.B. 401 S. Dirksen Pkwy. Springfield, Illinois
Payment in full is due at time of delivery.

KVBurdell

Kevin Burdell- Municipal Fleet Sales Representative

Signature of Buyer

Purchase Order Number (if applicable)

11899-01

The following detials shall be provided with any BuyBoad purchase order (Fax Purchase Order to (800)211-5454

		Prepared By:	Matt Peterson
BuyBoard Vendor:	McNeilus Truck & Manufacturing	Vendor Phone:	972-225-0702
[Address P.O. to:]	1101 I-45 South	Vendor Fax:	(972)225-7077
	Hutchins TX 75141	Vendor Toll Free	
		Date Prepared	8/24/2011
Government Agency:	City of Pekin	**Gov. Agency**	SAME
[Ship to:]	1130 Koch St	**[Bill to:]**	
	Pekin, IL 61554		
Contacts Name:	Bob Shaw	Gov. Agn. Phone No: 309-478-5432	G. A. Fax No:
Product Description:	McNeilus 25 Yd Rear Loader		

I: **BuvBoard contract** 357-10 | Price List: 59916 | Base Price **$ 48,933.00**

II: Base Bid Options (Itemize Below)

* Center stop light	$ -	*	$ -
* Fire Ext.	$ -	*	$ -
* 4" smart lights	$ -	*	$ -
* Triangle saftey kit	$ -	*	$ -
*	$ -	*	$ -
*	$ -	*	$ -
*	$ -	*	$ -
*	$ -	*	$ -
Subtotal	**$ -**	**Subtotal**	**$ -**

Contract List Price Total $ -

III: Subtotal of I + II => **BuyBoard Contract Price:** $ 48,933.00

IV: Non-Base Options (Itemize below) NON-BASE = %

* Shovel, holder and Bumper Pads	$ 650.00	2 Camera System	$ 3,335.00
* Cart Tipper	$ 6,740.00	High ratio winch	$ 2,985.00
* Trap lights	$ 431.00	Guides, latches, and pads	$ 2,463.00
* Hopper Work Lights and liner	$ 2,615.00	Freight pick up in Monroe-deliver to Pekin	$ 1,840.00
Subtotal	**$ 10,436.00**	**Subtotal**	**$ 10,623.00**

V	Unpublished Options added to Contract Price (Subtotal of Co. 1 & Col 2)	**$ 21,059.00**
VI	Total **IV + VI**	**$ 69,992.00**
VII	**Quantity Ordered** Units: 1 x "E"	**$ 69,992.00**
VIII	Trade-in or other Credit(s)	
	None $ -	$ -

IX **TOTAL PURCHASE PRICE INCLUDING VII + VIII** $ 69,992.00

-400.00

~~69~~ 69,592.00

Contract effective 8/1/2010

Fax all Purchase Orders to BuyBoard at (800) 211-5454

Financial Summary
2012 7400 SBA 6X4 (SF625)

June 10, 2011

(USA DOLLAR)

Description		Price
Factory List Prices:		
Product Items	$113,270.00	
Service Items	$0.00	
Total Factory List Price Including Options:		$113,270.00
Total Goods Purchased:		$850.00
Freight Charge	$1,845.00	
Total Freight:		$1,845.00
Total Factory List Price Including Freight:		$115,965.00
Less Customer Allowance:		($42,772.00)
Total Vehicle Price:		$73,193.00
Total Sale Price:		$73,193.00
Total Per Vehicle Sales Price:		$73,193.00
Net Sales Price:		$73,193.00

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an International vehicle.

Approved by Seller:

Sales 6-10-11

Official Title and Date

Bill Bloom

Authorized Signature

Accepted by Purchaser:

Firm or Business Name

Authorized Signature and Date

This proposal is not binding upon the seller without Seller's Authorized Signature

Official Title and Date

Financial Summary
2012 7400 SBA 6X4 (SF625)

June 10, 2011

(USA DOLLAR)

Description		Price
Factory List Prices:		
Product Items	$113,270.00	
Service Items	$0.00	
Total Factory List Price Including Options:		$113,270.00
Total Goods Purchased:		$850.00
Freight Charge	$1,845.00	
Total Freight:		$1,845.00
Total Factory List Price Including Freight:		$115,965.00
Less Customer Allowance:		($42,772.00)
Total Vehicle Price:		$73,193.00
Total Sale Price:		$73,193.00
Total Per Vehicle Sales Price:		$73,193.00
Net Sales Price:		$73,193.00

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an International vehicle.

Approved by Seller:

Sales 6-10-11

Official Title and Date

Bill Bloom

Authorized Signature

Accepted by Purchaser:

Firm or Business Name

Authorized Signature and Date

This proposal is not binding upon the seller without Seller's Authorized Signature

Official Title and Date

Pekin ILLINOIS

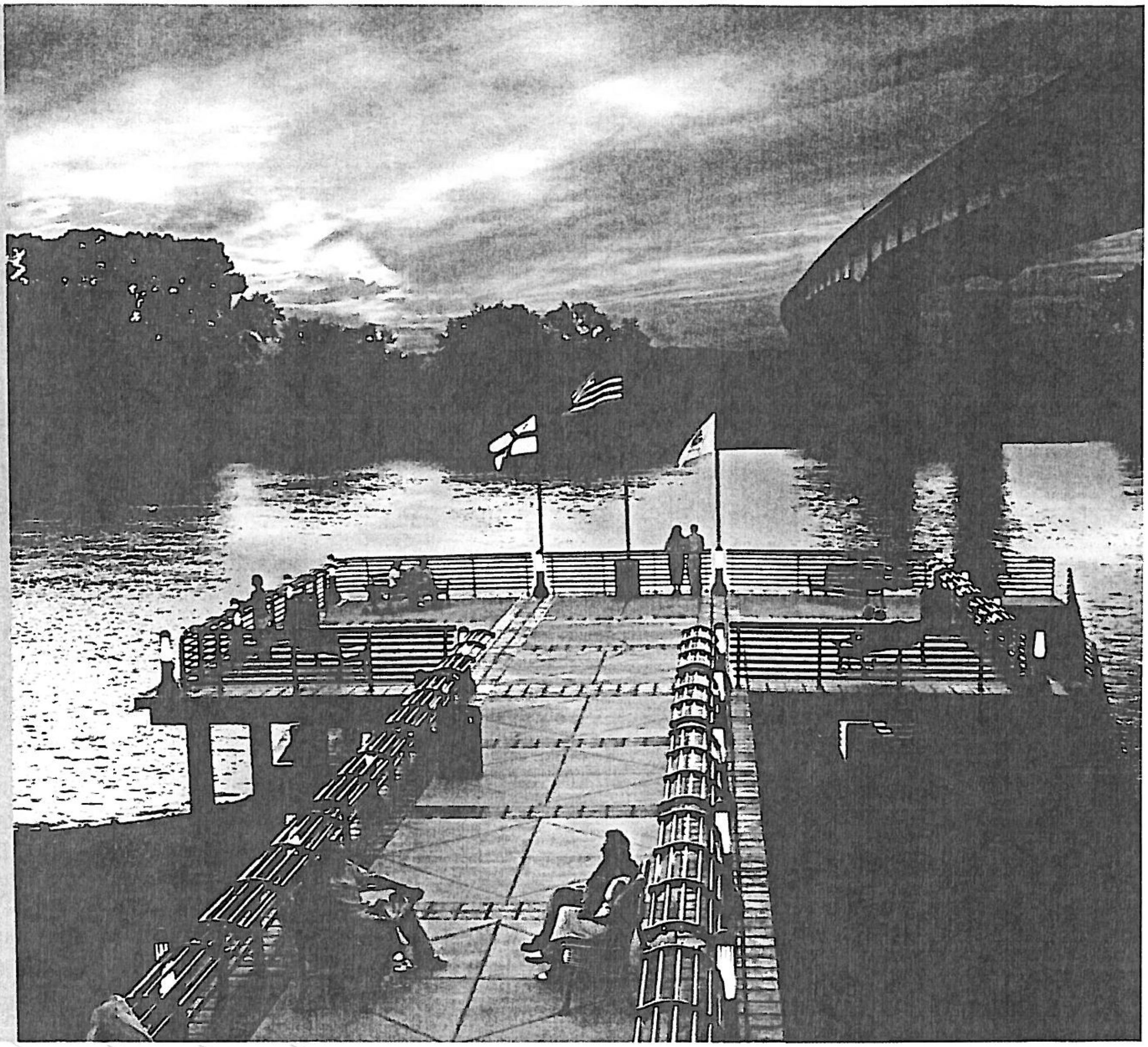
REQUEST FOR COUNCIL ACTION **To: Mayor and Council** **CC: Joe Wuellner City Manager** **From: Tourism Department**
AGENDA ITEM: 2011 Pekin Area Chamber Community Guide – City of Pekin Ad
AGENDA DATE REQUESTED: 9/19/2011
ACTION REQUESTED: $2,995.00
DESCRIPTION: The Pekin Area Chamber of Commerce Community Guide will showcase aspects of living, working, education, business, government, health care, homes, recreation, worship and statistics of Pekin area with 5,000 copies to be printed. The guide targets visitors, newcomers and business prospects. The Pekin Area Chamber contracted with Community Link, a community publishing company to put together the community guide contents, advertisement, print and distribution. The most recent edition was printed in 2009 and included the City of Pekin/Visitors Bureau full page ad for $2,995.00 paid with Tourism dollars.
FINANCIAL IMPACT: $2,995.00/$183,949 available Tourism balance
NEIGHBORHOOD CONCERNS: NA
IMPACT IF APPROVED: A marketing and recruitment tool to showcase Pekin and the positive aspects of our community
IMPACT IF DENIED: Lack of support and involvement with our community
ALTERNATIVES:
RELATIONSHIP TO THE CONCEPTUAL PLANNING PROCESS: [check no more than 2 boxes. Copy this check mark √ and paste it to the left of the relevant theme.]

	A Prosperous Community. To promote and sustain a balanced economy that supports expansion and retention of family-wage jobs.
	A Safe Community. To protect community life and property by providing effective, principled police and fire services.
	A Strong Foundation. To improve and maintain existing infrastructure and leverage opportunities for new infrastructure.
√	**A High Quality of Life.** To support or provide services that improve the quality of life for Pekin's residents.
	An Effective Government. To deliver effectively the services that Pekin's residents want, need, and are willing to support.

REQUIRED SIGNATURES
Department Director: Date:

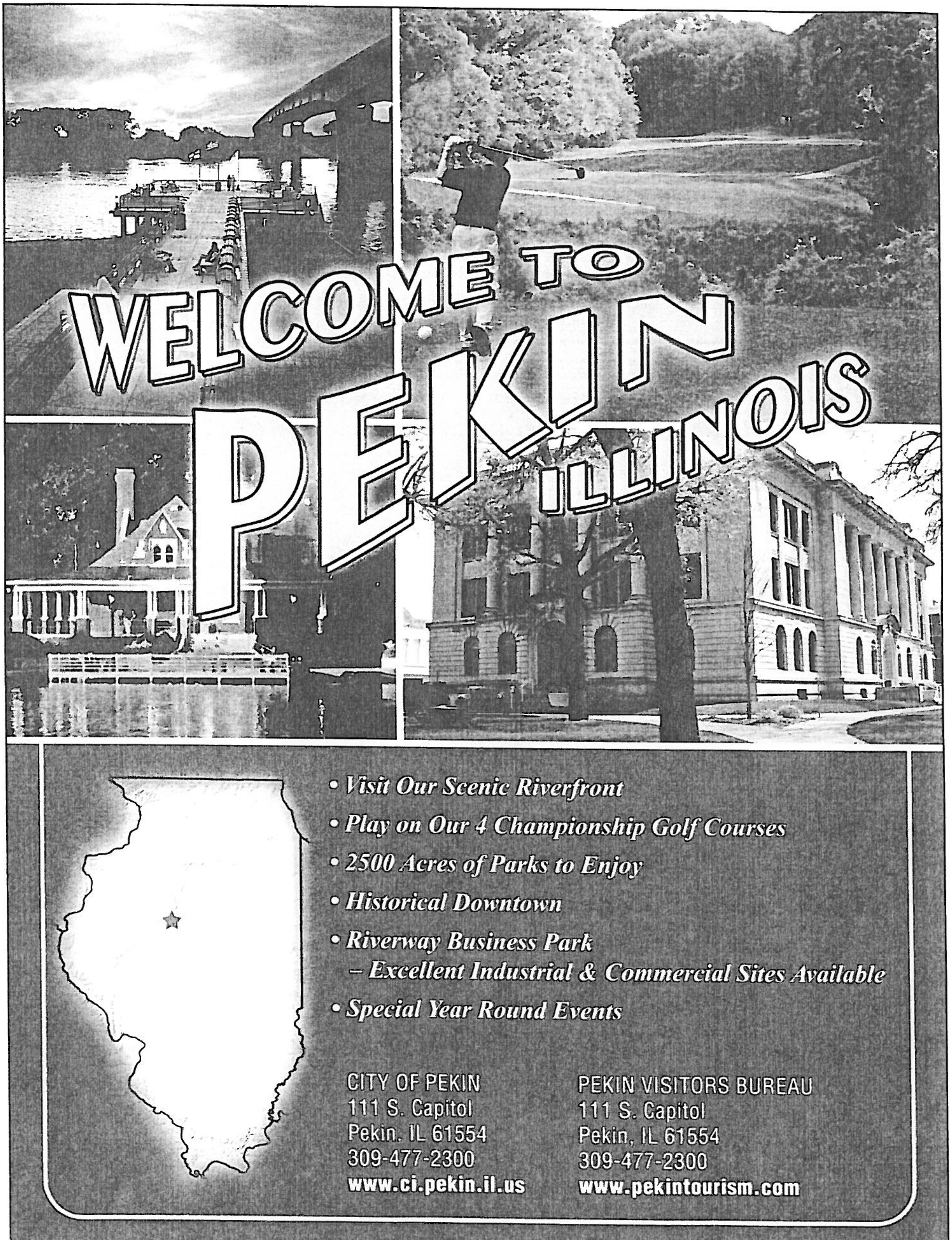
Finance Department (Certification of Availability of Funds): Date: 9-20-11
Corporation Counsel: Date:
City Manager: Date: 9/20/11

09 COMMUNITY GUIDE



ILLINOI

PEKIN


WELCOME TO
PEKIN
ILLINOIS
• Visit Our Scenic Riverfront
• Play on Our 4 Championship Golf Courses
• 2500 Acres of Parks to Enjoy
• Historical Downtown
• Riverway Business Park
– Excellent Industrial & Commercial Sites Available
• Special Year Round Events
CITY OF PEKIN
111 S. Capitol
Pekin, IL 61554
309-477-2300
www.ci.pekin.il.us
PEKIN VISITORS BUREAU
111 S. Capitol
Pekin, IL 61554
309-477-2300
www.pekintourism.com