



ENERGY EDGE
strategic energy solutions

Request for Renewable Offtake Pricing

Customer Information

Contracting Entities: Northeast Ohio Regional Sewer District
Cuyahoga Community College

Corporate Address: Northeast Ohio Sewer District
3900 Euclid Avenue
Cleveland, Ohio 44115

Corporate Address: Cuyahoga Community College
700 Carnegie Avenue
Cleveland, Ohio 44115

Energy Edge Contacts: Neal Hendrix
rfp@energyedge.com
nhendrix@energyedge.com
214-923-5447

Andrew Kyle
akyle@energyedge.com
214-529-3733

Start Date: As early as 6/1/2025

Annual Usage/Supply Type: **Total Combined Usage = 120,000 MWh annually**
Cuyahoga Community College = 30,000 MWh annual
estimated usage
Northeast Ohio Regional Sewer District = 90,000 MWh
annual estimated usage



Introduction

Energy Edge Consulting (“Energy Edge”) is issuing this Request for Proposal (“RFP”) on behalf of its clients, the Northeast Ohio Regional Sewer District (“Sewer District”) and Cuyahoga Community College (“Tri-C”).

The Sewer District and Tri-C are seeking proposals for options to purchase renewable energy. Both organizations are seeking options for renewable energy purchases to reduce the impact of emissions from operations as well as provide long-term cost stability and budget certainty. The Sewer District and Tri-C have created this joint request from these common goals to bring a larger electricity consumption profile to market. This strategy was developed to increase the probability of locating and securing a meaningful renewable energy purchase to make the impact that each organization is seeking. This is the first time these organizations have sought to purchase energy from a renewable asset, as prior electricity procurement efforts have been traditional short-term grid purchases where Sewer District and Tri-C entered into an agreement with Energy Edge, a Public Utilities Commission Ohio (PUCO) licensed electricity broker, for renewable energy project and procurement consulting services in May 2023. Energy Edge will provide technical, managerial, and financial expertise to develop an RFP for an offsite solar or wind PPA, evaluate, educate on, recommend, and assist with implementing renewable energy procurement for both entities’ operations. Energy Edge’s fee for its services in connection with preparing and administering this RFP will be paid by the Sewer District and Tri-C. The selected transaction counterparty will pay an ongoing fee for Energy Edge’s services after one or more contracts are entered into between a selected supplier and the Sewer District and/or Tri-C.

Administrative

Contact

Energy Edge Consulting, serving on behalf of both consumers, Sewer District and Tri-C, will be the central point of contact during this process, including intentions to respond, questions pertaining to the RFP, submission of RFP proposals, and the additional contact rules, listed below:

Additional Contact Rules: Restrictions

From the issue date of this RFP until a project developer is selected and the selection is announced, proposers are not allowed to communicate for any reason with any Sewer District or Tri-C employee and/or Board Member except (1) through the “Organizational Contact” (2) during the pre-proposal conference or (3) as provided by existing work agreement(s). For violation of this provision, the Sewer District and Tri-C shall reserve the right to reject the proposal of the non-complying proposer. All questions concerning this RFP must be submitted in writing via e-mail to



the “Organizational Contact.” No questions other than written will be accepted. Answers to all questions will be provided to all proposers.

No Obligation to Contract

The Sewer District and Tri-C each reserves the right to not make an award or enter into any contract with a proposer, to enter into two separate contracts with a selected proposer or for one entity to enter into a contract with a selected proposer and the other entity to not enter into a contract.

Organizational Contact

Neal Hendrix
rfp@EnergyEdge.com
nhendrix@EnergyEdge.com
214-923-5447 mobile

Response Format

Proposals and responses should be emailed directly to the Energy Edge contacts listed on page 1 of this document. Proposals and responses must be in electronic format only (proposals delivered via postal mail or in person will not be considered). Further, responses must be limited to no more than 25 pages of material with a font size 12 or larger as long as it includes all requested information.

Vendor Registration

Each participating organization submitting a proposal on this request must:

- 1) Identify any possible conflicts of interest your organization may have with the Sewer District or Tri-C, including individual Board of Trustees members, executive personnel, and/or individual staff members.
- 2) Must register with the Sewer District at:
<https://www.neorsd.org/businesshome/isupplier/>
- 3) Must register with Tri-C at:
<https://forms.tri-c.edu/Player/NewVendors>
- 4) **Registrations must be completed prior to proposal submission**



RFP Schedule of Activity

Description	Date
Request for Proposal Release Date	Friday, September 22, 2023
Pre-Proposal Call	Thursday, October 5, 2023, 11 am ET
Questions / Intentions to Bid Due	Tuesday, October 10, 2023, 3 pm ET
Answers Provided	Friday, October 13, 2023
Responses Due	Wednesday, November 1, 2023, 5 pm ET

There will potentially be a follow-up and interview period in the weeks following the due date. Any follow-up is expected to be ahead of any calendar holiday periods. The consultant's goal is to perform the evaluation and provide a recommendation to the two organizations before the end of 2023, with selections being announced by the end of 2023 or by January 2024. The bulk of the contract negotiation is expected to occur in Q1 2024.

Pre-Bid Conference Details

- [Link for the Pre-bid Conference](#)

The pre-bid conference requires that attendees register ahead of the conference to receive information and reminders about the conference. Clicking the link above navigates to the pre-bid conference page with a registration link.

Following the pre-bid conference, respondents are asked to submit any additional questions and the intent to respond by the due date of October 10, 2023, at 3 pm ET. If a proposer chooses not to participate in the RFP process after registering, they are asked to provide reasons for not doing so.



Background Information

Northeast Ohio Regional Sewer District

The Northeast Ohio Regional Sewer District (“Sewer District”) protects public health and the environment by leading effective wastewater and stormwater management. As the largest wastewater treatment provider in the State of Ohio, the Sewer District spans 380 square miles, serves 62 communities and one million residents, treats 90 billion gallons of wastewater a year, and manages more than 400 miles of streams. The Sewer District is currently rated Aa1 by Moody’s Investors Service and AA+ by Standard & Poor’s.

In addition to its award-winning treatment plant and laboratory performance, the Sewer District’s Project Clean Lake construction program will reduce annual Lake Erie pollution by 4 billion gallons by 2035, while its Regional Stormwater Management Program addresses widespread inter-community problems like flooding, pollution, and erosion.

The Sewer District is an Equal Opportunity Employer. We are committed to fostering a diverse and inclusive workforce, recognizing the full range of human differences and similarities. Through our unwavering efforts to leverage the potential of our diversity, we continually strive to build and foster an environment that respects each individual. We encourage and promote innovation and provide opportunities for all employees to interact, communicate, and realize the full potential of their talents.

Cuyahoga Community College Background Information

Mission

To provide high-quality, accessible, and affordable educational opportunities and services, including university transfer, technical and lifelong learning programs, that promote individual development and improve the overall quality of life in a multicultural community.

Vision

Cuyahoga Community College (“Tri-C” or “College”) will be recognized as an exemplary teaching and learning community that fosters service and student success. The College will be a valued resource and leader in academic quality, cultural enrichment, and economic development characterized by continuous improvement, innovation, and community responsiveness.

Values

To successfully fulfill the mission and vision, Cuyahoga Community College is consciously committed to diversity, integrity, academic excellence, and achievement of individual and



institutional goals. We are dedicated to building trust, respect, and confidence among our colleagues, students, and the community.

History

Cuyahoga Community College opened in September 1963 and was Ohio's first community college. It now serves more than 55,000 credit and noncredit students each year at four traditional campuses (Eastern, Western, Metropolitan (Metro), and Westshore), two Corporate College® locations, the Manufacturing Technology Center (MTC), the District Office, the Hospitality Management Center at Public Square, the Brunswick University Center, the Jerry Sue Thornton Center (JSTC) building, the Advanced Technology Training Center (ATTC), and more than 50 off-campus sites. The College has also become a leader in distance learning, providing over 1,000 courses that are taught online and as hybrid courses (a blend of face-to-face instruction with computer-based learning). College-wide operations include over 3.1 million square feet of building space and over 550 acres of grounds. Over its 53-year history, Cuyahoga Community College has provided high-quality, affordable education and programs to more than 900,000 members of our community.

Cuyahoga Community College, Ohio's largest community college and one of the largest institutions of higher education in the state, offers associate degrees, certificate programs, and the first two years of a baccalaureate degree. Students can choose from 1,000 credit courses in more than 140 careers and technical programs, and science and liberal arts curricula. Tri-C prioritizes its ability to meet students' needs, which is evidenced by 713 on-line courses and over 370 hybrid courses. In addition to online classes, there are over 130 credit courses available to students at various locations throughout the community, close to home and work. More than 600 unique, noncredit workforce and professional development courses are offered each year.

Cuyahoga Community College offers Northeast Ohio residents top quality education and flexible learning options at the lowest tuition in the geographical area, and the second lowest tuition in the state of Ohio. The College also supports the Northeast Ohio economy by generating spending of about \$228 million annually and by sustaining more than 20,350 jobs. Cuyahoga Community College was the 32nd largest employer in Cuyahoga County by full-time equivalent local employees in 2015. Tri-C is currently rated Aa2 by Moody's Investor Service and AA+ by Standard and Poor's on their General Receipts Bonds and Aa1 by Moody's Investor Service and AA+ by Standard and Poor's on their General Obligation Bonds.

Specific information about Cuyahoga Community College can be obtained at <https://www.tri-c.edu>



Supplier Diversity

Tri-C does not discriminate in admission, access, or treatment in programs and activities, employment policies, or practices based on race, creed, sex, color, national or ethnic origin, religion, marital status, age, sexual orientation, Vietnam-era or qualified disabled veteran status, or qualified disability.

It is the policy of the College that business concerns owned and operated by minority and/or female persons shall have the maximum practical opportunity to participate in the performance of contracts that are college funded. The offeror shall provide any relevant and pertinent plans as it relates to supplier and workforce diversity (an inclusion plan) in response to this RFP. The supplier diversity and/or workforce diversity inclusion plan is not a condition of the contract award, but helps the College assess the diversity and inclusion commitment and efforts of the offeror throughout the marketplace.

All suppliers are encouraged to do business with Tri-C. Prospective vendors interested in working with the College have the ability to register on the Supplier Portal, which allows the vendor to identify itself as a diverse supplier.

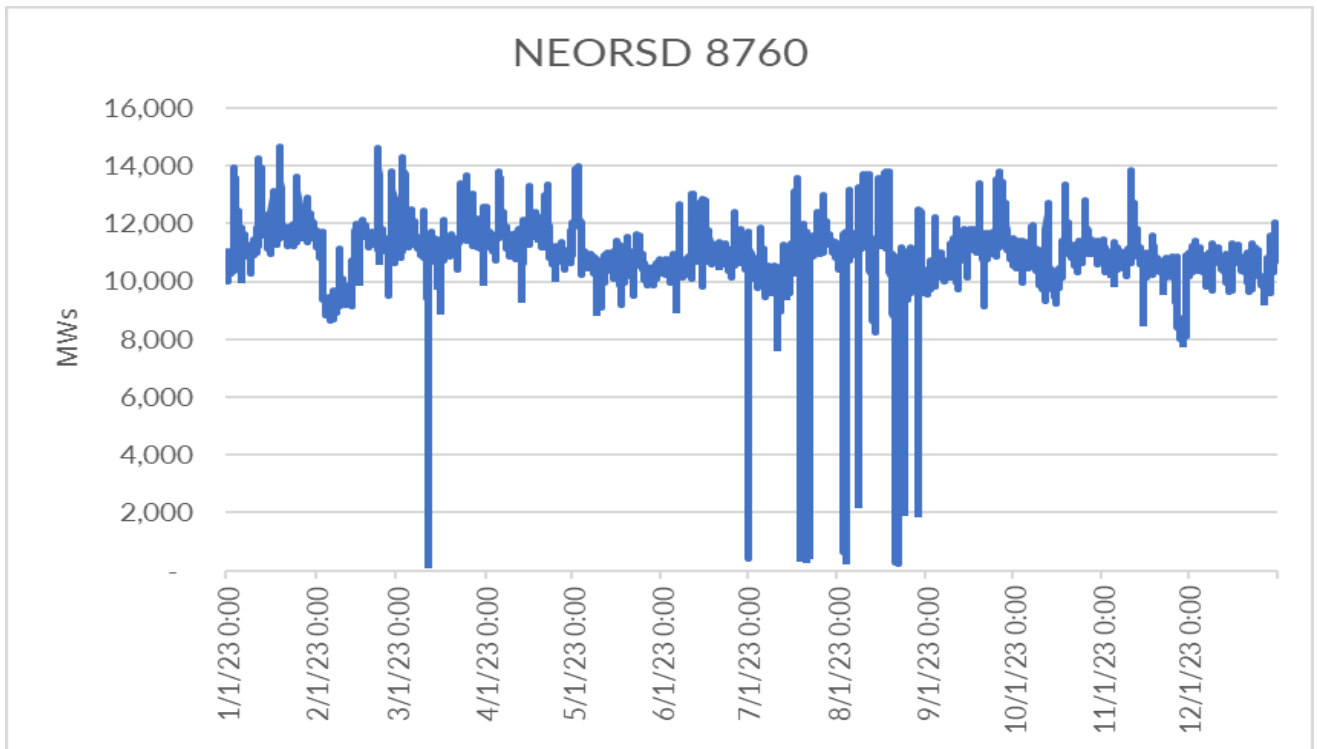
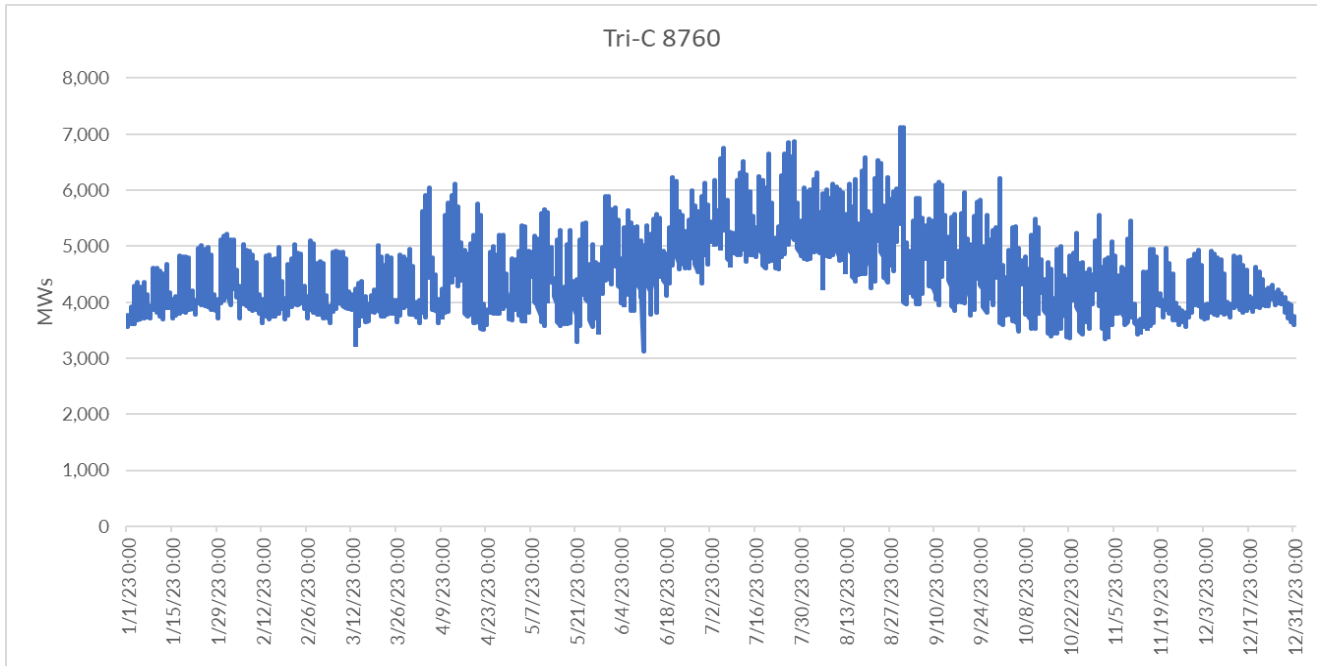
Organizational Consumption Profiles

Sewer District

For this request for proposal (RFP), the electric generation load contemplated for the Sewer District is located on the deregulated utility behind First Energy, Illuminating Company. The concentration of the deregulated electric generation load (96%) is devoted to the Southerly treatment plant with the remainder of the load distributed among multiple remote sites (estimated 60 smaller meters). The Sewer District's annual estimated usage is around 90,000 MWhs, with 11.6 MW of estimated average peak daily load.

Tri-C

Tri-C's electric load for this RFP is also located behind First Energy Illuminating Company's system. Tri-C's load is distributed across four main campus locations, with several satellite locations. The largest campus in Tri-C's portfolio is the Metro Campus. All locations are located within Cuyahoga County. Tri-C's annual estimated annual usage is 30,000 MWhs, with 7 MWs of estimated peak demand.





Project Description and Requirements

The Sewer District and Tri-C have committed to the goal of purchasing renewable electricity to satisfy much of their electricity consumption. This goal is critical to the Sewer District and Tri-C's journey to reducing scope two emissions over the next several years. The Sewer District and Tri-C are interested in identifying the most cost-effective pathway to achieve this Tri-C/Sewer District group goal, inclusive of retail electricity provider supply, as detailed above.

To achieve these goals, the Sewer District and Tri-C are interested in:

Project Category #1: Identifying PUCO certified retail electric suppliers (CRES) which would have capabilities for:

- a) Providing a retail renewable product supplied from one or more renewable sources that the CRES has or is willing to procure off-take
- b) Sleeving renewable PPAs/off-take agreements established by the Sewer District/Tri-C
- c) Entering into a PPA with developer(s) to supply the Sewer District's/Tri-C's renewable electricity load.

Project Category #2: Identifying one or more eligible renewable projects for offtake and achieving such offtake in the following manner:

- a) By directly establishing a PPA or other offtake arrangement with the project developer(s)
- b) By having a selected CRES establish a PPA or other offtake arrangement with the project developer(s) on behalf of the Sewer District and Tri-C

Based on the selection of a developer (Project Category #2a), a secondary bid process will be required.

Ultimately, these clean energy purchases would achieve emission reduction goals while providing long-term budget certainty and cost containment for The Sewer District and Tri-C's electricity spend.

Project Specifics

Additionally, The Sewer District and Tri-C have determined that projects should meet the minimum requirements below to be in consideration:

- The project is required to deliver power into the PJM ISO.
- The energy and renewable attributes can be sourced from new or existing projects.
- The ideal project size for the combined entities would satisfy an estimated 120,000 annual MWhs.



- Physical delivery of energy is to occur through a CRES. The Sewer District and Tri-C are not pursuing virtual power purchase agreements (VPPAs).
- The transaction must include all project-specific energy and all current and future renewable attributes, including renewable energy certificates (RECs). Additional attributes, including capacity, will remain with the developer.
- The Sewer District and Tri-C require the ability to publicly announce the rights of the named project via press releases and publications.
- The preference of the two entities is that the annual generation quantity of MWh's from the project(s) are known and match a firm asset production profile (i.e. a firm solar shape).
- The entities are open to "as generated" products where the MWh volumes are determined and received as the asset produces energy.
- There will be two separate contracts, one with the Sewer District and one with Tri-C. It is expected that contracting provisions will be common and not bespoke to each entity. Each entity shall be severally legally obligated under that entity's contract and not jointly obligated.
- The Sewer District and Tri-C are comfortable with the long-term nature of these projects and contracts.
- The expected standard offer is for a 15-year term. Respondents should provide additional offers for terms that include the proposed minimum term, longest term, and other optimal terms that could be offered as well, i.e., 15 years, 10 years, and any other term that maximizes economic benefits to the two entities.
- The Sewer District and Tri-C are currently contracted for electricity through May 2025 and June 2025 respectively. The start date for proposed offers should start any time after June 2025.

Project Category #1: CRES Renewable Product Description and Requirements

For purposes of this RFP, a retail renewable energy product is considered a product provided by a CRES that owns a renewable project or the CRES is willing to procure renewable power via a purchase agreement (PPA) with a developer, and all renewable attributes from any such renewable project are to be owned by the Sewer District/Tri-C. The purpose of this product is to market it to organizations seeking to purchase renewable energy from an identified named asset. This transaction typically mimics a traditional electricity purchase and is meant to enable more offtake organizations to participate in renewable energy purchases. The Sewer District and Tri-C are considering these retail renewable energy products as one method for procuring renewable energy.

For 1a: a retail renewable product, 1b: providing a sleeve for a direct PPA, or 1c: establishing a PPA on behalf of, the following would apply:

- The CRES would be willing and capable of providing a full-requirements retail product to the Sewer District and Tri-C, inclusive of energy and renewable energy certificates (RECs). The



full-requirements product would establish a single price for all hours of electricity consumed. The price should encompass all components of the energy supply for the full term of the contract. Any additional price components and escalation of pricing will need to be fully disclosed and transparent to the two entities.

- Contracts will need to be established with each entity separately and each contract will be a separate legal obligation of the contracting entity, not joint. The expectation for the commercial terms of each entity will be similar and not bespoke to each organization, i.e. separate contracting entities, but common provisions
- The expected standard offer for received proposals is for a 15-year term. Please also provide the minimum term length, the longest accepted term, and additional optimal terms that can be offered.
- The start date for the proposed projects should be after June 2025. The Sewer District is currently contracted for electricity through May 2025 and Tri-C is currently contracted for electricity through June 2025.

Additional items for Project Category 1a (retail renewable product) only:

- The CRES would be willing and capable of providing a full-requirements retail product to the Sewer District and Tri-C inclusive of energy and renewable energy certificates (RECs). The full-requirements product would establish a single price for all hours of electricity consumed. The price should encompass all components of the energy supply for the full term of the contract. Any additional price components and escalation of pricing will need to be fully disclosed and transparent to the two entities.
- The Sewer District and Tri-C are interested in evaluating retail renewable products supplied from:
 - Combined Solar Photovoltaic (PV) & Battery Energy Storage Systems (BESS)
 - Wind Assets
 - Standalone Solar (likely in conjunction with a Wind offtake)

Additional items for Project Category 1b (retail sleeved) only:

- The CRES would have capability and willingness to sleeve a direct renewable supply offtake agreement designated by the Sewer District/Tri-C and a developer/project entity.
- The retailer would have the capability to match the consumption load shape of each entity with the supply shape from the renewable generation to meet the hourly load requirements for each entity (firming and shaping) along with any additional supply requirements, and all other retail components to provide the Sewer District and Tri-C a full requirements retail product structure.
- Please provide any details on the structure of this arrangement and any additional fees associated with it.



Additional items for 1c (retail established offtake) only:

- The willingness and capability of the CRES to enter into a renewable supply offtake agreement on behalf of the Sewer District and Tri-C.
- The CRES would have the capability to match the consumption load shape of each entity with the supply shape from the renewable generation to meet the hourly load requirements for each entity (firming and shaping), along with any additional supply requirements, and all other retail components to provide the Sewer District and Tri-C a full requirements retail product structure.
- Please provide any details on the structure of this arrangement and any additional fees associated with it.

Product Category #2: Renewable Project Offtake Product Description and Requirements

Applicable to options 2a (direct offtake of PPA with developer) and 2b (retail established offtake):

The Sewer District and Tri-C are looking for one or more renewable energy offtake arrangements to procure 120,000 MWhs annually. The Sewer District and Tri-C are interested in evaluating offtake opportunities from:

- a) Combined Solar PV & Battery Energy Storage Systems (BESS)
- b) Wind Assets
- c) Standalone Solar (likely in conjunction with a Wind offtake)

Based on the selection of a developer (Project Category #2a), a secondary bid process may be required.

For Option 2b only:

Working with a developer, the Sewer District and Tri-C would like to identify potential projects to have a CRES enter into a renewable offtake agreement for the energy and renewable energy certificates (RECs) on behalf of the Sewer District and Tri-C. The transaction must include all project-specific energy and all current and future renewable attributes, including renewable energy certificates (RECs). Additional attributes, including capacity, will remain with the developer.

- The developer would solely face the CRES for credit provisions, contracting negotiations, physical/financial settlement, etc.
- The CRES would be responsible for any additional firming and shaping of the renewable to provide full requirements competitive electric generation service to Sewer District/Tri-C to meet hourly load requirements, any additional supply not met by the asset production, as well as the asset production/supply mismatch, to meet the full requirements consumption of the Sewer District and Tri-C for products 1 and 2. Energy Edge's fee after



execution of one or more contracts between the Sewer District and/or Tri-C shall be paid by the selected CRES. The amount of Energy Edge's fee is a percentage of the PPA price.

Response Content & Format

The responses should only be provided in electronic format. Physically delivered proposals via mail or in-person will not be accepted.

Please note that both the Sewer District and Tri-C are subject to the Ohio Public Records Act.

For the portions of the proposal that are considered confidential trade secrets, the proposer should mark those pages as "Proprietary Trade Secrets" for the information to not be released with an open records request.

Please structure the response with the following sections:

Company Overview

This section should provide the Sewer District and Tri-C with an overview of the company including the following information:

- List the primary point of contact for the proposal
- Identify the structure of the team providing the proposal
- Provide company overview:
 - Years in business
 - For Developers only
 - Number of projects placed or currently in operation & development
 - The MW capacity placed or currently in operation & development
 - Provide a description of the company's methodology of development. For example, does the firm design, construct, own, and operate, or does the firm develop projects and then sell them
 - Provide customer references if applicable. Please describe the project and type of offtaker especially if there are examples of similar organizations to the Sewer District and Tri-C (i.e., public sector, higher-education, multiple organizations, multiple offtakers)
 - Credit Ratings
 - For CRES Only
 - Years of experience in renewable development
 - Public Utilities Commission of Ohio (PUCO) competitor retail electric suppliers certified registered supplier number
 - Number of MWhs currently served annually in PJM and in total



- Number of meters currently served, divided among customer's major industries in PJM and in total
- Provide 3-5 references for similar customer types of annual consumption, meter count, consumption profile, industry, etc.
- Credit Ratings

Project Overview

For each of the proposed project please provide the following details (direct from developer or retail integrated):

- The asset's "P50 8760 production profile" which describes the expected output under the proposal (either total output or scaled to contract volumes)
 - P50 represents a 50% probability statistical level of confidence for the asset energy yield
 - 8760 is number of hours in a year representing the annual generation volumes
- The preferred renewable technology is solar. Combined solar PV & battery storage systems (BESS), wind assets, and a combination of solar and wind projects will also be considered
- Please provide the specific geographic location of the asset or at a minimum the county in which the project is located
- State whether the asset is a new, planned asset or if it is an existing asset
- Identify if the planned development will include storage or if the development will have an option for storage following commercial operation
- If the asset is a new project, provide details on the interconnection queue status
- Provide the status of component sourcing and list any potential risks caused by delays in sourcing along with risk to having to make price adjustments
- Minimum offtake requirements in MWs
- Project pricing (include market price settlement point for asset; wholesale trading hub or applicable retail load zone settlement is preferred)
- The proposed structure of agreement, i.e. power purchase agreement (PPA), index pricing including RECs, retail electricity agreement, etc.

Specific Contract Provisions (if applicable)

Please provide a form of proposed contract to the Sewer District and Tri-C, which should include additional language to address the below provisions:

- Production guarantee (applicable to solar photovoltaic (PV))
- Availability guarantee
- Seller/Buyer Curtailment
- Developer Only - Willingness to offer a price floor on Locational Marginal Pricing (LMP)



- reflecting the price of electricity and the cost of congestion and losses
- LMP is a benchmark that is calculated one day ahead and in real time and applied to thousands of points across the PJM grid
- i.e., no price below \$0/MWh on settlement for settlement purposes
- Seller's Development Posting \$/MW
- Pre & Post-Commercial Operation Date (COD) requested offtaker posting (if any, as required)
- Expected/Guaranteed COD and associated delay damages (only applicable to new projects)
- Proposed language to handle potential price impacts related to:
 - potential import tariffs,
 - the IRS implementation of the IRA,
 - and/or adjustments in component pricing that can impact final PPA price, given long lead times from PPA execution to COD

Additional Information Requested on Proposed Projects

Please submit the below-requested information with your response:

- The proposer firm's approach to procuring components and its strategy to reduce delays in the renewable supply chain
- Describe the firm's approach to taking advantage of incentives for renewable development featured in the Inflation Reduction Act (IRA)
- Provide the firm's perspective on interconnect queue reform and its strategy to reduce delays caused by the interconnection queue process
- Provide a timeline for selection if the project were awarded including the expectations for timing of contract negotiations, contract execution, and start of construction
- Provide a list of reference projects and clients (if applicable) that your firm is responsible:
 - Similar projects as to what's been described in this request for proposal (RFP)
 - Projects developed and delivering power into the PJM ISO
 - Projects and transactions that are serving a similar customer structure (partnered organizations, public sector, etc.)
 - Provide the number of MWs that have been constructed and/or deployed

Selection Criteria

Projects will be assessed and ranked by using the following weighted criteria categories:

- Project attributes: 20%
 - Locationality – the location of the project and that it is delivering energy into the PJM ISO
 - Timing - the Commercial Operation Date (COD) of the project and alignment to a Q2 2025 start date
 - Technology – the renewable asset generation technology type (solar or wind)



- Product and transaction structure: 20%
 - Weighing the structure of the transaction being able to be a load following product with all costs incorporated into single contracted rate
 - Term length of the transaction
- Project Economics: 40%
 - The proposed power purchase agreement (PPA) price
 - The expected savings of the PPA price compared to current market prices and forward power costs
 - The amount of the total power cost that is known throughout the term versus cost components that may be variable (long term price certainty)
 - Cost transparency and the nature of any cost escalations during the term
- Contracting Provisions 10%
 - The willingness and capability to transact with separate entities
 - The treatment of project specific contract language including and not limited to:
 - Production guarantees
 - Provisions covering COD delays
 - Adjustments to costs caused by supply chain issues
- Company Strength & Experience 10%
 - The number of projects developed and deployed by the proposer
 - The available project capacity proposed
 - The firm's market experience in PJM ISO
 - The proposer's credit worthiness, including its Standard & Poor's, Moody's and/or Fitch ratings