

**Maumee Valley  
Communications Council**

**Exhibit B-4  
Experience**

**Electric Program**

## Experience

Miami Valley Communications Council (MVCC) has experience in negotiating and providing for various services for the residents of the member and affiliate communities. The Executive Director, routinely negotiates for services and supplies that benefit the residents of the member and affiliate communities.

However, due to the complexity of Governmental Aggregation, MVCC has chosen to work with the OML Energy Programs, managed by Palmer Energy Company, to assist them in designing, implementing and maintaining their electric aggregation program.

The Ohio Municipal League Service Corporation partnered with County Commissioners Association of Ohio (CCAOSC) and Palmer Energy Company to help manage a natural gas and electric program for the facilities, as well as electric and natural gas aggregation programs of member communities. These programs were designed specifically to help members of the communities save money on their natural gas and electric bills by utilizing the strength of group buying.

Palmer Energy Company is a Toledo based energy consulting firm founded in 1980. Palmer Energy was a natural gas industry pioneer by working on their customers' behalf as an external consultant. Purchased by Mark Frye in 1994, Palmer Energy has become a leader in unbiased energy management and consulting. While its evolution continues alongside the energy industry, Palmer Energy Company is dedicated to operating as an integral member of a client's energy management team.

Palmer Energy is the energy consultant for The Northwest Ohio Aggregation Coalition (NOAC). NOAC is a coalition of communities in Lucas and northern Wood Counties providing governmental aggregation services for electric and natural gas customers within the Cities of Maumee, Northwood, Oregon, Perrysburg, Rossford, Sylvania, Toledo and Waterville, the Villages of Delta, Holland, Ottawa Hills and Walbridge, the Wood County Townships of Lake and Perrysburg, and all the unincorporated township areas of Lucas County (through the Board of County Commissioners, Lucas County, Ohio). Mark Frye, President of Palmer Energy, is NOAC's designated consultant and has testified on behalf of NOAC in several matters before the Public Utilities Commission of Ohio.

Palmer Energy is also the energy consultant for County Commissioners of Ohio (CCAO) Maumee Valley Growers Association (MVGA), Ohio Municipal League (OML) and the Toledo Regional Chamber of Commerce. With each of these organizations, Palmer Energy has built a program designed to meet the needs of its end-users.

### Summary of services being provided:

- Assist in the day to day administration of program (problem resolution, press releases, PUCO compliance, supplier liaison, contract review, etc.)

- Coordinate and work with municipal officials and staff to develop a procurement strategy for reliable and competitive electric supply and related service for the electric aggregation program.
- Design, issue and manage negotiations of the RFQ or RFP, analyze supplier responses and provide recommendations for the supply agreement.
- Assist the Council with negotiation and execution of supply agreements with selected certified retail electric supplier.
- Review customer data provided by the utility that would serve as the basis for an opt-out notice. Provide customer service support for consumers in the Council to call for information during the 21-day enrollment and opt out period for the Council's Aggregation Program.
- Respond to customer inquiries, billing questions and/or complaints. While the billing of customers for the retail generation supply will be provided through the electric distribution utility, and the billing process will be coordinated with AES Ohio, by the selected supplier, for the Aggregation Group, and Palmer Energy will offer assistance as needed on behalf of the Council.
- Write and prepare reports on a quarterly/annual basis to the Council, Public Utilities commission of Ohio (PUCO), PUCO's Market Monitoring division, and the Ohio Consumers' Counsel.
- Palmer Energy is well versed in the rules adopted by the PUCO, and is thus in a position to ensure compliance with all applicable provisions of Section 4928.10 of the Revised Code, and the rules adopted by the Commission pursuant thereto.

Contact information for Palmer Energy Company

**Mark R. Frye, President**

**5577 Airport Highway, Suite 101**

**Toledo, Ohio 43615**

**419-539-9180 (Office)**

**419-539-9185 (Fax)**

**Email: [mfrye@palmerenergy.com](mailto:mfrye@palmerenergy.com)**