



From: Smyser, Andrew <ASmyser@gcpartnership.com>
Sent: Monday, January 4, 2021 12:02 PM
To: kim@buckeyefresh.com
Subject: RE: Information

Hi Kim,

Below is a summary of timing I put together for my team. Hopefully it explains most of what happened.

Buckeye Fresh is a grower of lettuce and other greens located in Medina Oh. We first started working with them and the lighting contractor they use, Lonnie Curtis, in July of 2017 to submit a Mercantile rebate application for the lights they use to grow plants. The initial rebate was submitted 8/31/17. Since that time, their production and operation has continued to increase. This required expanding the production area and installing additional lights. We have continued working with Lonnie and Buckeye Fresh to try and capture rebates as they moved through additional phases of growth. They are currently at phase 7. In 2018, starting with Phase 3, FirstEnergy and their reviewer ADM, changed the criteria that was being employed and drastically reduced the rebate value. From that time to spring 2020, we were working with all parties to come to a better resolution of the energy savings from the lights used. As of late May 2020, a consensus was reached as to the approved methodology and we were working through the final documents for rebate submission. Between 5/28/20 and 7/27/20 we submitted 6 mercantile rebate applications to FirstEnergy. July 29th, I received word from FirstEnergy that Buckeye Fresh had been opted out of the EE/PDR programs and these applications would be invalid. Community Energy Advisors, the broker who Buckeye Fresh worked with signed them up to opt out of these programs and Buckeye Fresh was unaware that this would remove them from being able to receive rebates. All parties including GCP, Lonnie Curtis, Buckeye Fresh and FirstEnergy worked to reverse this situation but on 9/26/20 the PUCO ruled that the opt out would stand and Buckeye Fresh was ineligible.

If I remember correctly, accepting the reduced rate that ADM came up with for the C and I program, you would have received about \$80K. All of 2019 was spent trying to resolve issues and come up with a solution. Unfortunately, every party was talking past each other for a chunk of that time but a decision was made between FE, Lonnie and I to go through the Mercantile program but apply for the full C and I value since it was not your fault the application was delayed. (This only applied to those parts of the project that would have been eligible. Phases 3-6. Phase 7 was completed in 2020 so hereafter would not have been eligible for the C and I program anyway.)

I would strongly recommend leaving any discussion of HVAC rebate out of conversation with FE. A portion of that savings is included in the lighting rebates and the rest is impossible to quantify with any level of detail since there was a change to basically everything in the building (crop size, operations, dehumidification, lighting, etc.)

Let me know how it goes and if you have any other questions,

Andrew

W. Andrew Smyser, C.E.M.
Director, Energy Services

Greater Cleveland Partnership | COSE

From: kim@buckeyefresh.com <kim@buckeyefresh.com>
Sent: Monday, January 4, 2021 11:25 AM
To: Smyser, Andrew <ASmyser@gcpartnership.com>
Subject: RE: Information

Hi Andrew,

Happy New Year! Thanks again for this information. We are having a settlement conference with PUCO and First Energy on Thursday at 10:00 am and I will let you know what happens. Not overly optimistic but hoping we can get something out of it. In your opinion, what caused all the delays on the various LED rebate programs? From my understanding, they were supposed to be C&I in 2018 but that program ended and then they were entered as Mercantile in 2019 but nothing happened which leads

us to 2020. Did anything at all happen in 2019?

From our discussion last week, it sounds like the HVAC rebate would not have been submitted had all this not taken place as it was too hard to explain the numbers. Lonnie claims it is still viable but I am not sure that one is worth fighting over. I hate to give up any money but it seems like if we can get the 6 dockets that were filed, it would be a good day.

Thank you,

Kim Hookway
President

Buckeye Fresh, LLC

927 Lake Road
Medina, Ohio 44256
Office: (330) 441-4217
Mobile: (330) 414-2812
Kim@BuckeyeFresh.com
www.BuckeyeFresh.com

From: Smyser, Andrew <ASmyser@gcppartnership.com>
Sent: Tuesday, December 29, 2020 3:23 PM
To: Kim Hookway <kim@buckeyefresh.com>
Subject: Information

Hi Kim,

Looking through everything, the PUCO website matches the spreadsheet I have and think I shared with you. However, there are two submissions for docket # 20-0065. The first is the one that FirstEnergy submitted which they changed to the "mercantile" 75% value. That was cancelled. The one I submitted is the correct "full" value. The difference of those two is only ~\$12,000 so I am not sure where they are finding their lower values. The \$75,000 Admin fee, is what we would have received and Lonnie would have gotten a portion of that. I included my numbers again so you have them

Andrew

Business	Date of Referral	Docket/Project #	Customer Rebate	KWH Reduced	Admin
Buckeye Fresh Phase 6 A & B	6 A and B	20-0853	\$70,412	1,408,240	\$14,082.40
Buckeye Fresh Phase 6 C and D	Buckeye Fresh C and D	20-0854	\$61,623	1,232,466	\$12,324.66
Buckeye Fresh	E1	20-0065	\$47,719	954,371	\$9,543.71
Buckeye Fresh	7 A and B	20-0066	\$87,538	2,334,341	\$20,835.85
Buckeye Fresh e-g	F and G	20-1267	\$47,074	941,474	\$9,414.74
Buckeye Fresh Phase 3		20-0852	\$31,823	848,634	\$8,486.34
			\$346,189		\$74,687.70

W. Andrew Smyser, C.E.M.
Director, Energy Services



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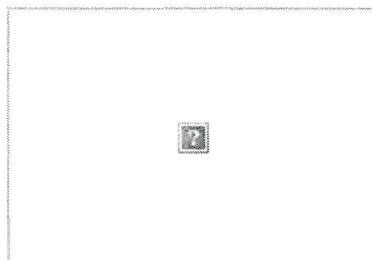
From: Kim Hookway <kim@buckeyefresh.com>
Sent: Friday, July 12, 2019 8:31 AM
To: 'Lonnie Curtis' <lcurtis@leddc.lighting>
Subject: RE: FW: FOPLPR026591 Project Missing Info - FirstEnergy OH

Fingers are crossed! Have a good weekend.

Thank you,

Kim Hookway
President

Buckeye Fresh, LLC
927 Lake Road
Medina, Ohio 44256
Office: (330) 441-4217
Mobile: (330) 414-2812
Kim@BuckeyeFresh.com
www.BuckeyeFresh.com



From: Lonnie Curtis <lcurtis@leddc.lighting>
Sent: Thursday, July 11, 2019 7:43 PM
To: Kim Hookway <kim@buckeyefresh.com>
Subject: Re: FW: FOPLPR026591 Project Missing Info - FirstEnergy OH

forgot to mention...if some of the work that I am doing ...it may come out to your benefit ...with a larger rebate than what was originally applied for. Keep you fingers crossed.

Lonnie

On 7/11/2019 7:29 PM, Lonnie Curtis wrote:

Kim

I had a meeting about this today.

There currently is nothing that you need to do. I am having the meetings and FE has told me that they are working on a schedule to be back to me within the next week..

Will keep you updated at the end of next week.

Thanks again.

Lonnie

On 7/11/2019 4:29 PM, Kim Hookway wrote:

Hi Lonnie,

Is this moving along or do I need to do something?

Thanks,

Kim Hookway

President

Buckeye Fresh, LLC

927 Lake Road

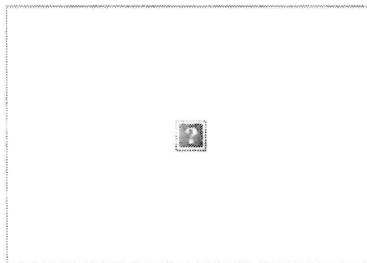
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Office: (330) 441-4217

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www.BuckeyeFresh.com



From: energysaveoh@sodexo.com <energysaveoh@sodexo.com>
Sent: Saturday, June 29, 2019 12:00 AM
To: david.gilmartin@sodexo.com; lcurtis@leddc.lighting;

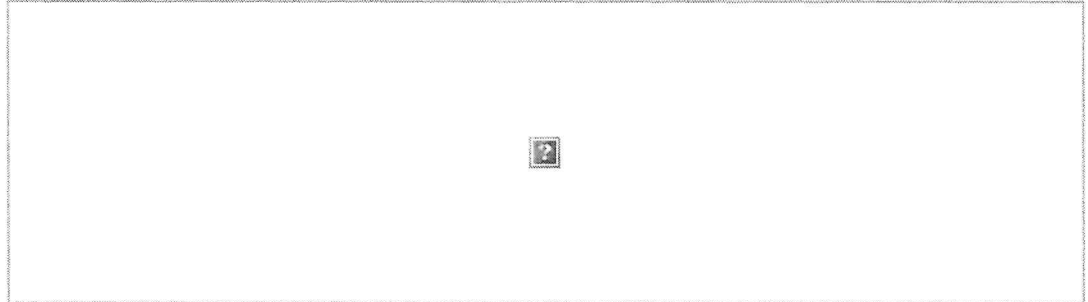
kim@buckeyefresh.com

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kh4aeaw.na16.apex.salesforce.com

Subject: FOPLPR026591 Project Missing Info - FirstEnergy OH



6/29/2019

Dear Applicant,

The application below is missing information that is required for further processing:

- Customer: BUCKEYE FRESH LLC
- Reference number: FOPLPR026591
- Service installation address: 927 LAKE RD, MEDINA, OH 44256

Missing information:

Waiting for cut sheet clarification. See internal notes.

Please provide this information at your earliest convenience by logging on to www.energysaveOH-business.com, or emailing us at energysaveOH@sodexo.com. Please include your application reference number in any correspondence.

If you have questions or would like further assistance you may contact us by email at energysaveOH@sodexo.com or by phone at 866-578-5220, Monday through Friday, between the hours of 8 a.m. and 5 p.m.

Sincerely,

FirstEnergy's Ohio Utilities' Program Representative

ref:00DjKH4A.a0Of100000L8E2A:ref

Costs of this program may be recovered through customer rates in accordance with Ohio law. For a complete list of commercial, industrial, residential and low-income energy efficiency programs, please visit energysaveOhio.com.



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7/13/2022 12:58:56 PM

in

Case No(s). 20-1607-EL-CSS

Summary: Exhibit Respondent Exhibits 3 and 4 for Volume 1 electronically filed by
Mr. Ken Spencer on behalf of Armstrong & Okey, Inc. and Burke, Carolyn