

SOPEC

Sustainable Ohio Public Energy Council



About Sustainable Ohio Public Energy Council

- **Formed in 2014 as alternative to private brokers:** Started as one county, one city & one village.
- **SOPEC is a Regional Council of Governments under Chapter 167 of Ohio Revised Code:** provides public energy services to member communities, political subdivisions, nonprofits & faith based organizations, & other public agencies across Ohio.
- **Governed by the communities it serves:** General Assembly & Board of Directors made up of elected officials & representatives from member communities.
- **Formed to increase efficiency in local government:** Shared administrative, financial, & legal services for high-value public energy programs & projects supporting sustainable communities.
- **Commitment to Renewable Energy:** SOPEC member communities' electric aggregation programs feature **100% renewable energy**.
- **Transparency:** Subject to Public Records and Sunshine Laws. Audited every 2 years.

Governance

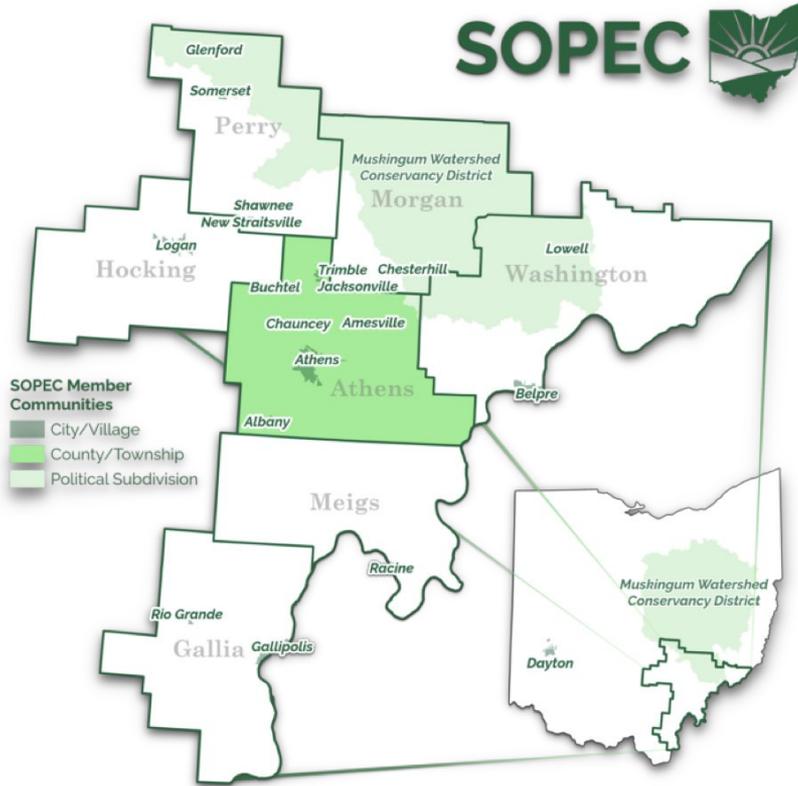


General Assembly

- Every member is a part of the General Assembly, the supreme governing body of SOPEC.
- Meet at least annually.

Board of Directors

- Composed of 5 largest communities, 5 regions, & up to 5 at large representatives.
- Meet quarterly.



- **SOPEC is growing:** Now 26 communities & political subdivisions across Ohio.
 - Yellow Springs & Athens-Hocking Solid Waste District officially approved as newest members on May 4, 2023.
 - Combined population of SOPEC members would make it the 5th largest city in Ohio.
- **Collective buying power:** SOPEC is AEP Energy's 2nd largest customer in Ohio. Projected 2023 load is over 600 GWh (600,000,000 kWh).
- **Mission:** Provide simple, valuable, and reliable public energy programs that help our communities achieve their local energy and sustainability goals.

Our Internal Team



Luke Sulfridge <i>Executive Director</i>	Philip Leppla <i>In-House Counsel & Southwest OH Director</i>	Dana Vingris <i>Grants Specialist</i>	Joyce Arias <i>Director of Finance & Administration</i>	Mat Roberts <i>Marketing Director</i>	Erin Stevens <i>Southeast Ohio Community Liaison</i>	Kaitlin Buddelmeyer <i>Sustainability Fellow</i>
<ul style="list-style-type: none"> • B.A. - Political Science • M.A. - Political Science • M.S. - Emergency Management • Founding director of Solar United Neighbors of Ohio • Assisted 100s & educated 1000s of Ohioans in going solar • Served as technical consultant for Cuyahoga County for multi-MW solar RFP & on Athens RFP 	<ul style="list-style-type: none"> • B.A. - Political Science • J.D. - Environmental Law & Governmental Affairs Concentration • Attorney with +10 yrs of experience in Land Use & Zoning, Business, Environmental, & Energy, & Civil Litigation • EcoDistricts AP • Experience promoting adoption of solar, electric aggregation, & representing wind farm applicants 	<ul style="list-style-type: none"> • B.A. - Art & Architectural History • M.S. - Nonprofit Public Administration • +17 yrs of experience as grant & fundraising professional. • Secured numerous federal & private grants for a variety of organizations & programs, including for solar energy projects 	<ul style="list-style-type: none"> • B.A. - Legal Studies • A.S. - Paralegal Studies • A.S. - Accessory Design • Skilled in bookkeeping, trend analysis, program & project management, & event management • Fluent in Spanish 	<ul style="list-style-type: none"> • B.S.J. - Journalism • LEED Green Associate • Assists communities to achieve SolSmart designations • 5 yrs experience in startup, clean energy-focused community development • Manages electric supply procurement, recruitment, & retention for SOPEC Public Pricing Program 	<ul style="list-style-type: none"> • B.S. - Human & Consumer Science • <i>Formerly an</i> eco-conscious, small business owner in Marietta • Grants writer • Experience with social media & website design management 	<ul style="list-style-type: none"> • Working on B.S. - Environmental Science, Sustainability Business at The Ohio State University • Experience analyzing educational gaps & designed an interactive curriculum to increase environmental awareness & action • Experience conducting community outreach for superfund solar remediation • Performed data analysis & management to help obtain City of Dayton's LEED certification

Organizational Memberships & Partnerships





SOPEC is now AEP Energy's exclusive selected governmental electric aggregator in Ohio for new communities seeking aggregation.

This is powerful because we can be nimble in purchasing energy.

The SOPEC and AEP Energy relationship is built around trust & transparency.





- A certified competitive retail energy supplier headquartered in Columbus, OH.
- Approximately 50 AEP Energy professionals support SOPEC CCA programs.
- AEP Energy's Ohio-based customer service has over 40 full-time, company employed, Customer Care Advocates, 4 supervisory staff, & 2 quality monitoring positions.
- SOPEC-dedicated customer service program at: 1-877-648-1937
- AEP Energy has supplied over 100 CCA programs in Ohio & Illinois, representing over a half million residents & small businesses.
- Besides SOPEC, their largest 100% green CCA program is the City of Columbus with approximately 200,000 customers.

Who Can Participate?

- Residential & small commercial electricity accounts.
- Opt-out electric aggregation *excludes* the following categories of customers:
 - PIPP customers;
 - Anyone who has shopped for power (without rejoining program);
 - Large industrial customers; and
 - Anyone who opts-out during the program.

Bring SOPEC CCA to Your Community

- Develop and approve ballot language.
- Submit aggregation ballot language to the Board of Elections.
- Support an education campaign.
- Voters approve opt-out CCA legislation.
- **Join SOPEC:**
 - Pass ordinance to join (legislation).
 - Hold two public hearings.
 - Approve plan of governance (legislation).
 - Sign SOPEC charter agreement.
- **SOPEC CCA program:** default 100% green supply option for eligible customers with choice to opt-out and additional SOPEC supply product options.

Benefits of Joining SOPEC

- Provides a **“turnkey” aggregation program** - supports all aspects of community's energy & sustainability desires/needs.
- **Fixed-term, competitive rates for 100% green supply of electricity.**
- **Access to extended “team” and energy planning services:** SOPEC energy experts, energy lawyers, & grant support.
- **Net Metering** - built into *all* SOPEC electric aggregation programs.
- **Bridge loans & grant assistance** for Level 3, or DC Fast Charging, EV charger grants.
- SOPEC invests back into its member communities.

Ability to Tailor Program

- Each new community's aggregation program may be tailored to fit that community's desires & unique needs.
- SOPEC specializes in creative & innovative approaches:
 - Illustrated by City of Athens & City of Dayton electric aggregation programs.
- New communities can participate in amendment process for SOPEC/AEP Energy contract.

Commitment to Renewable Energy

- SOPEC communities are supplied energy from **100% renewable sources**.
- Actively working to build out **local renewable energy generation** - blending production credits into existing & future supply agreements.



SUSTAINABLE POWER

ALLIANCE

- **Sustainable Power Alliance, Inc.** (SOPEC is sole member this nonprofit) has exclusivity agreement on approx. 50 MW utility scale solar project in SW Ohio & currently in due diligence phase. This is only the first of such projects.

- **Helping governments develop solar projects, large & small** - working on creative ways to help reduce electricity usage & cost.
- **Revolving Loan Fund:** A portion of SOPEC community grants is dedicated to a revolving loan fund for renewable projects.

Solar

- One of first aggregators in Ohio to allow net metering.
- SOPEC Executive Director - extensive experience in solar.
- Consulting with Athens on 2.5MW project on sewer plant.
- Worked with Athens on first Carbon Fee in U.S. (approved with 76% of vote).
 - Athens Carbon Fee creates Public Solar Fund generating over \$100K per year for solar on public buildings.
- Manage only USDA REDA program in Ohio - recruiting farms & small businesses for solar assessments in preparation for REAP grants.



EPA Green Power Partnership Communities



- U.S. EPA established Green Power Partnership (GPP) in 2001 to encourage organizations to use green power voluntarily to protect human health & environment.
- SOPEC communities make up 19 of the 20 Green Power Communities within Ohio.
- Utilizing Green-e® RECs = gold standard RECs

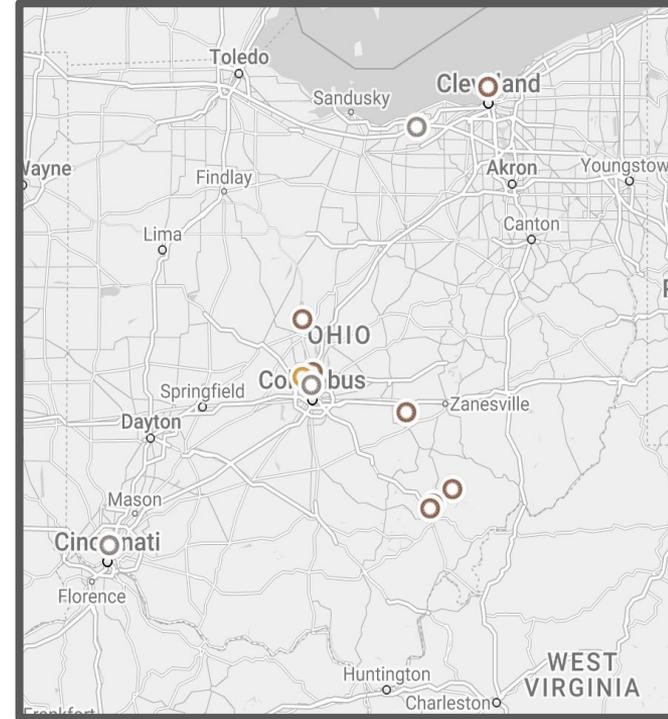


Source: U.S. EPA



SolSmart Communities

- SolSmart is a U.S. Department of Energy funded program that recognizes cities, counties, & regional organizations for making it faster, easier, & more affordable to go solar.
- 4 SOPEC communities are among the Ohio SolSmart communities:
 - Amesville
 - Athens
 - Athens County
 - Somerset
- SOPEC assists its communities that wish to achieve SolSmart designation



*Source: SolSmart.org



Optional Community Benefit Services

- **On-bill repayment** - Useful for electrification & energy efficiency upgrades
- **Group solar RFPs:** May participate in both on-site solar & off-site renewables PPA.
- **Community grants:** can be part of the program design.
- **Plan to Lower Energy Burdens:** Utilize AEP Energy Data Intelligence & customizable energy efficiency boxes.
 - SOPEC - in talks to absorb 501(c)(3) in SW Ohio which does energy efficiency work in low income neighborhoods, with the goal to lower energy burdens.
- **Decarbonization Service:** Supporting Cleveland's Climate Action Plan with:
 - GHG Inventory, Reporting, & Management;
 - Decarbonization Roadmap and Strategy Development;
 - Technical & Financial Assessment & Valuation; &
 - Turnkey Execution on Capital, Ownership, Operation, & Integration.

Public Pricing Program (P3)

- The Public Pricing Program (P3) provides a competitive, opt-in electric supply rate for public-sector customers, including:
 - local governments (cities, villages, counties, townships);
 - political subdivisions of Ohio;
 - non-profit and faith-based organizations; and
 - other public agencies with service located in SOPEC member community.
- P3 helps our customers achieve a better electric supply rate - **currently a 10 to 15% reduction compared to the SOPEC opt-out electric aggregation rate** - on the generation/supply portion of their electric bill.
- P3 allows for creative programming around green objectives.

Recent Examples of SOPEC Community Grants

- ~\$25,000 - **Solar system** - Athens County EMS station
- Up to \$60,000 - **Sustainability Fellowship** - City of Dayton
- ~\$40,000 - Helped fund **all-electric transit shuttle bus** - Athens County/Appalachia Ohio.
- Thousands of **LED lighting upgrades**
- **Public EV Chargers and installations**



Athens County EMS Station



Electric Shuttle Bus in City of Athens

Recent Examples of SOPEC Community Grants (Cont.)



Tesla charging station for Logan PD

- ~\$6,000 - Logan Police Department **Tesla charging station** & installation
- ~\$35,000 - AEP Ohio **microgrid demonstration** - Athens Water Treatment Plant
- ~\$15,000 - Big Bailey Mining Heritage History Project for **heritage tourism** adjacent to a mountain bike trail system.

******Millions of grant dollars have been leveraged through SOPEC grants in recent years******

Price Stability

- SOPEC & AEP Energy have never terminated, canceled, or suspended an aggregation program prior to completion of engagement or expiration of full term.
- **Fixed Rates:** Fixed term pricing for 1 to 3 years.
 - SOPEC does NOT utilize variable pricing.
- We closely watch energy markets on daily basis & receive daily pricing information from AEP Energy.
 - Nimble & responsive to fast-moving energy market based on a commodity.
- **Competitiveness** - SOPEC team pays close attention to local utility auctions.
- SOPEC has full transparency from AEP Energy on price components.

2022 Supply Year Savings

Main Bundle

- Main bundle **green** supply: **5.64¢/kWh (\$56.4/MWh)**
- City of Athens (with Carbon Fee): **5.84¢/kWh (\$58.4/MWh)**
- **AEP Ohio SSO:** **7.49¢/kWh (\$74.9/MWh)**
- Main bundle **green** (Green-e®): presently approximately **24% cheaper** than brown power SSO.
 - We locked in April of 2021.
 - Approximately \$3 million in total combined savings to residents & small business owners.

*****All current SOPEC customers are expected to see significant savings this supply year.**

2022 Supply Year Savings

City of Dayton

- Dayton **green** supply: **7.457¢/kWh (\$74.57/MWh)**
- AES Ohio standard service offer: **10.910¢/kWh (\$109.10/MWh)**
- Dayton **green** supply is approximately **31% cheaper** than default brown power.
 - We locked in February of 2022.

*****Estimated over \$10 million in total combined savings to residents & small business owners.**

2023 Supply Year

The price-to-compare for Ohio's regulated electric utilities will update on June 1 as follows:

	Current (expiring May 31)	Beginning June 1*
AES Ohio	\$0.1091017 / kWh	\$0.1080709 / kWh
AEP Ohio	\$0.0749 / kWh	\$0.1184478 / kWh
Cleveland Electric Illuminating Company	\$0.059039 / kWh	\$0.124 / kWh
Duke Energy Ohio	\$0.0644 / kWh	\$0.101712 / kWh
Ohio Edison	\$0.058766 / kWh	\$0.123902 / kWh
Toledo Edison	\$0.059383 / kWh	\$0.124065 / kWh

*All prices reflect residential consumers using 1,000 kWh per month. Some residential customers on special heating rates, and nonresidential customers may see a different price-to-compare. Figures beginning June 1 reflect tariffs as filed by each utility and are subject to Commission authorization.

2023 Supply Year

- **All eligible residents & small businesses within SOPEC's member communities' electric aggregation programs will again receive 100% renewable energy while also saving money** with electric aggregation for electricity supply charges during 12-month period starting June 1, 2023, compared to local utilities' SSOs.
- **SOPEC is proud to continue bringing governmental electric aggregation featuring 100% renewable energy to communities across Ohio** to help them achieve their local energy & sustainability goals, while also saving money during this upcoming supply year.

Updated Cleveland Pricing

Year 1

Product Offering		Percent OFF Price-to-Compare (PTC) OR Weighted Average of Competition (WAC) (Preferred Approach for Years 2-3)			Fixed Cost (Cents/kWh) (Preferred Approach for Year 1) Fixed Means Fixed		
Electricity Source (%)	RECs (%)	(%) OFF VALUE & INDEX Example: 3% off PTC OR 4% off WAC	Estimated Annual Cost Savings per resident (\$)	Estimated Annual Cost Savings per small commercial customer (\$)	Fixed Cost (Cents /kWh)	Estimated Annual Cost Savings per resident (\$)	Estimated Annual Cost Savings per participant (\$)
Green-e® REC	100% (default)				6.963	\$288	\$1,263
Green-e® REC	75%				6.869	\$293	\$1,285
Green-e® REC	50%				6.776	\$298	\$1,307
Green-e® REC	25%				6.682	\$302	\$1,328
NONE	0%				6.588	\$307	\$1,350
Proposer Defined Product							
_____ %	_____ %						

Year 2

Product Offering		Percent OFF Price-to-Compare (PTC) OR Weighted Average of Competition (WAC) (Preferred Approach for Years 2-3)			Fixed Cost (Cents/kWh) (Preferred Approach for Year 1) Fixed Means Fixed		
Electricity Source (%)	RECs (%)	(%) OFF VALUE & INDEX Example: 3% off PTC OR 4% off WAC	Estimated Annual Cost Savings per resident (\$)	Estimated Annual Cost Savings per small commercial customer (\$)	Fixed Cost (Cents /kWh)	Estimated Annual Cost Savings per resident (\$)	Estimated Annual Cost Savings per participant (\$)
Green-e® REC	100% (default)				7.697	\$249	\$1,093
Green-e® REC	75%				7.603	\$254	\$1,1114
Green-e® REC	50%				7.510	\$259	\$1,136
Green-e® REC	25%				7.416	\$264	\$1,158
NONE	0%				7.322	\$269	\$1,180
Proposer Defined Product							
_____ %	_____ %						

Year 3

Product Offering		Percent OFF Price-to-Compare (PTC) OR Weighted Average of Competition (WAC) (Preferred Approach for Years 2-3)			Fixed Cost (Cents/kWh) (Preferred Approach for Year 1) Fixed Means Fixed		
Electricity Source (%)	RECs (%)	(%) OFF VALUE & INDEX Example: 3% off PTC OR 4% off WAC	Estimated Annual Cost Savings per resident (\$)	Estimated Annual Cost Savings per small commercial customer (\$)	Fixed Cost (Cents /kWh)	Estimated Annual Cost Savings per participant (\$)	Estimated Annual Cost Savings per participant (\$)
Green-e® REC	100% (default)				8.524	\$205	\$900
Green-e® REC	75%				8.430	\$210	\$922
Green-e® REC	50%				8.337	\$215	\$944
Green-e® REC	25%				8.243	\$220	\$966
NONE	0%				8.149	\$225	\$988
Proposer Defined Product							
_____ %	_____ %						

If SOPEC lands The Land...

- SOPEC would **open an office in Cleveland.**
- **Hire dedicated staff** for the Cleveland office.
 - Ex. - When Dayton became a member, SOPEC hired Philip Leppla (In-House Counsel & Southwest Ohio Director).
 - No substitute for being present in our Communities.
- 100% certified RECs based program structure → **Green-e® certified RECs.**
- Will **handle advertising & promotional projects** in conjunction with AEP Energy.
- Work with the City to **develop local renewable energy generation projects.**
- **Newsletters/mailers with tips** on energy efficiency, renewable energy, & other items as determined in collaboration with the City.

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