

PROPOSAL

Date: September 4, 2025

To: Director's Office (City of Columbus - Columbus Water and Power)

From: John Seryak, Mohamed Tatari, Milena Walwer, Gregory Raffio (Go Sustainable Energy, LLC)

Re: Renewable Energy Procurement, Energy Efficiency, and Utility Programming Support - RFQ022065 - Scope-of-Work and Fee Proposal for Tasks 1-3 - 2026 Calendar Year

This proposal details a scope-of-work and fee for Go Sustainable Energy (Go) to provide "Renewable Energy Procurement, Energy Efficiency, and Utility Programming Support" to continue supporting the City of Columbus (the City) in response to RFQ022065. This agreement allows Go to advise Columbus Water and Power (CWP) on various renewable energy, energy efficiency, and other related energy matters that are of interest to CWP, the Division of Power (DOP), Division of Water (DOW), Division of Water Reclamation (DWR), Finance and Management, Sustainable Columbus, and/or other City entities.

Table 1 summarizes our proposed hourly not-to-exceed budget for the 2026 calendar year, which was developed based on the prioritized tasks and the rates found in the attached "Schedule 2B Maximum Labor Rates".

All tasks and subtasks in this proposal are not guaranteed to be completed due to the dynamic nature of each and the City's evolving needs. We will collaborate with our primary point(s) of contact to establish Work Orders to formally allocate the project budget between tasks and subtasks already identified below and others as identified by the City. This process will formalize our scope-of-work and actual task prioritization.

Table 1: Estimated Task and Budgetary Fee Summary

Task	Estimated Budget
1 Renewable Energy Procurement Support	\$179,000
2 Energy Efficiency Support	\$0
3 Utility Programming	\$71,000
Total	\$250,000

If CWP requires additional assistance, this proposal may be modified or extended at a future date by both parties. This proposal is valid for 30 days from the date of issuance.



Scope-of-Work Options by Task

CWP identified two major task areas in RFQ022065, "Task 1: Renewable Energy Procurement Support" and "Task 2: Energy Efficiency Support", each with a variety of subtasks. Based on discussions with CWP staff and our understanding of CWP priorities, we have added "Task 3: Utility Programming" as an organizational category to document subtasks that involve developing or influencing utility programs such as peak load management, building electrification, transit electrification, or related matters.

Within each task, we document subtasks that we understand as priorities. We also document potential related subtasks or steps within a subtask that are pertinent but have not been included in our current budgetary estimate. Go and the City will collectively refine prioritization during the contract period, respond to new requests, or modify the scope of work.

Task 1 - Renewable Energy Procurement Support & Task 3 - Utility Programing

These are the subtasks that we have currently estimated for inclusion in our 2026 budget, in order of our current understanding of priority. Within multiple of these subtasks, we identify the most likely steps that might be taken in order to optimize impact and budget while allowing for feedback and course-correction.

- DOP Economic Model - Perform four quarterly updates of DOP's economic model (previously developed by Go) as an input to DOP's Pro Forma. These should include Q4 of 2025 and Q1-Q3 of 2026.
- DOP Rate Review and Design Assistance - As more City departmental and other non-City customers consider installing on-site generation projects, Go can support DOP as they evaluate if their rates properly recover their cost of service and do not create cost-shifting between customers, while remaining cost competitive. Activities might include:
 - Analyzing the impact of rates and projects on DOP's Pro Forma, including DOP's purchased power savings and revenue losses from projects.
 - Recommending alternative rate designs considering the overall impact to DOP, CWP, and other city departments, if applicable (i.e. DWR cogen).
 - Analyzing the equitable distribution of costs among DOP and customers.
 - Reviewing pertinent rates from other entities such as AEP Ohio.
- Microgrid Pilot Project Assistance - (continuation of previous Microgrid work) DOP is working to finalize microgrid pilot sites and work towards project implementation. Go could support finalizing site and technology selection through the following:
 - Engaging site stakeholders to better understand reliability and resilience needs, project goals, and desired ownership models.
 - Recommending technology type, size combinations, and dispatch strategy to prepare for eventual conceptual designs by other parties.



- Analyzing potential project economics for both the customer and DOP considering various combinations of technologies, ownership arrangements, rate structures, etc.
- Identifying potential barriers for deployment.
- Virtual Net Metering Support - (continuation of current virtual net metering work) DOP is interested in developing a policy for tailored virtual net metering and is currently exploring this with a candidate site. Go could continue to support DOP as it implements a virtual net metering policy.

Tasks Currently Not Budgeted, Could Reprioritize

The following tasks could be prioritized by DOP during 2026 or later if needed:

- DOP Distribution circuit capacity analysis and mapping - Discovery and Road mapping (continuation of effort from 2024).
- Export Analysis - Continue to work with DOP and legal counsel to analyze and address the exports at AEP delivery points that could occur as more onsite generation comes online.
- Fleet Electrification - Assist DOP as the City electrifies its municipal fleet. Activities could include assisting with energy economics, analysis, or other related activities.
- Solar or Storage Feasibility Studies and/or Market Engagement Support for Other City Sites

Task 2: Energy Efficiency Support

Task 2 does not currently have activities prioritized in 2026.

Tasks Currently Not Budgeted, Could Reprioritize

These tasks could be reprioritized in 2026 as needed:

- Perform in-depth energy audits to determine energy efficiency recommendations at selected sites. This would be similar to the process for the energy audits performed by Go over 2023-2025. Please see the Appendix of this proposal for a full energy audit typical scope of work.
- Collaborate with the City on implementation recommendations for the Comprehensive Energy Management Plan.
- Conduct detailed analysis to advance implementation feasibility of recommendations found within previously performed energy audits.

Terms and Conditions

Independent Third Party

Go does not sell equipment or design services and is thus free of financial conflict of interest. As a result, we are legally and professionally obliged to provide independent and unbiased recommendations, which is part of our company ethos. As such, Go will not remove



unfavorable findings from our results. That said, Go always works with the clients to best address their concerns.

Right of Service Refusal

Go maintains the right to withdraw service at any time should our employees be subjected to sexual harassment; discrimination or verbal harassment based on skin color, religious creed, sexual orientation or sex; or any other degrading, unwarranted or unprofessional treatment.

Proposed Fees and Invoicing Terms

Go proposes a total not-to-exceed budget of \$250,000 to conduct services in 2026 using the hourly rates identified in the attached "Schedule 2B Maximum Labor Rates" and summarized in Table 2.

Table 2: Standard Hourly Rates for 2026

Standard Hourly Rates	\$ / Hour
Associate Engineer	\$125
Project Engineer	\$150
Engineer	\$175
Project Lead	\$225
Senior Engineer	\$250
Expert Consultant	\$300

Invoices will be issued on a monthly basis, dependent on the project schedule. Payment terms will be 30-days from the invoice date. If payments are not issued before the 30-day period, additional invoices will be issued with a 5% surcharge each month.



Contractual Agreements

Go requires a purchase order (PO) or other legally valid indication from The City of Columbus to proceed with this service. Issuing of a PO or other indication to proceed from The City of Columbus indicates acceptance of these terms.

Alternately, signature of the following shall indicate an agreement to commence work within the above-stated scope of work. The signed agreement may be sent electronically or faxed to Go Sustainable Energy at (866) 623-7716.

This proposal is valid for 30 days from the date of issuance.

Representative of The City of Columbus

Print Name: Janean Weber

Signature: Janean Weber

Date: 9/5/25

Representative of Go Sustainable Energy

Print Name: John A Seryak

Signature: John A Seryak

Date: 9/4/2025



Appendix: Typical Energy Audit Scope-of-Work

To this end, Go will conduct some or all of the following, depending on the facility's systems and staff needs:

- Utility Billing Data Analysis of electricity and natural gas, including:
 - Utility Rate Schedule Evaluation – Electricity and natural gas rate schedules may be obtained or determined from the utility bills.
 - Avoided Cost of Energy Calculation – Based on the utility rate schedules, Go may calculate an avoided cost of fuel (\$ /mmBtu), electrical energy (\$ /kWh) and electrical demand (\$ /kW). These avoided costs may be used to convert energy savings estimates to cost savings estimate.
 - Baseline Energy Use – Baseline energy use may be determined by creating a multi-variable change-point regression model (CP-MVR) for electricity and natural gas use. The baseline energy use model can be easily adjusted to account for changes in outdoor temperature for later measurement of energy savings.
- On-site Data Collection – Data collection may include personnel interviews, facility tours, and collection of sufficient data to support each recommendation's savings estimates. Go may collect the following types of data as appropriate:
 - Spot Power Measurements – Spot power measurements may be taken of key equipment. Voltage, amperage, power factor and power may be measured.
 - Amperage Measurement and Logs – Amperage may be continuously measured and logged for key equipment, for a multi-week period.
 - Temperature and Humidity Level Measurement and Logs – Spot temperature measurements may be taken, and temperature and humidity levels may be measured and logged for a sample of areas.
 - Equipment Name Plate Data – Size, efficiency, performance ratings etc.
 - Equipment Counts – Motor, fan and light counts, etc.
 - Boiler and/or Furnace Combustion Efficiency – A combustion analyzer may be used to measure the combustion efficiency of any boilers or furnaces, including CO₂ levels and excess air percentage.
 - Air Flow Measurements – Air flow measurements at air distribution inlets or outlets may be taken.
 - Plug-load Measurements – Electricity use may be measured for significant plug-loads throughout the facility by logging or taking spot readings.
 - Thermal Imaging – Thermal images may be taken of heating systems, equipment, or building envelopes.



- Quantification of Energy and Cost Savings – Go will quantify energy and cost savings, including:
 - A detailed description of baseline operating conditions and energy use,
 - The proposed retrofit, upgrade, repair or change in operational procedures to be implemented, and
 - A transparent presentation of estimated energy, cost and green-house-gas (GHG) emissions savings, and simple payback for each potential measure identified including supporting engineering equations or software simulation details.
- Estimated Implementation Costs – Go may estimate implementation costs by consulting vendors, using past quotes we’ve obtained, or by consulting industry standard pricing such as RSMeans Catalog or Grainger Catalog.

Go will incorporate the results of the study into a clear, complete and concise energy audit report. The report will be provided electronically and presented to the owners.