

October 6, 2011

## Electric Aggregation Opportunities in the Commonwealth Edison Service Territory

Robert Abboud, President  
Village of Barrington Hills  
112 Algonquin Rd.  
Barrington Hills, Illinois 60010

Dear Mr. Abboud:

Please accept this correspondence as a sign of our sincere interest in working with your community to develop an Electric Aggregation Program that will benefit your residents, businesses and your administration. Our proposal to you is simple.

**We will design, implement and provide ongoing administration  
of your Governmental Aggregation Program at no cost to you.**

Independent Energy Consultants, Inc. is licensed by the Illinois Commerce Commission as an Agent/Broker/Consultant and is an undisputed leader in the field of Governmental Aggregation. Enclosed is a profile of our company and several items to demonstrate our success and leadership in this field.

We recently held a webinar for community leaders in the Commonwealth Edison service territory. For further information on Governmental Aggregation Programs and the benefits to communities like yours, please view that webinar at [www.naturalgas-electric.com/electricaggregationopportunity.wmv](http://www.naturalgas-electric.com/electricaggregationopportunity.wmv).

We have over 100 community relationships through our Governmental Aggregation Programs and look forward to serving many Illinois communities in this exciting new opportunity. Please call me with any questions and/or to schedule a meeting.

Regards,



Mark R. Burns  
President, Independent Energy Consultants

Attachments:  
Bio/testimonials/client list  
Sample Contract  
Restructuring Today Article  
Crain's Business Article

## **AGREEMENT FOR ENERGY CONSULTING SERVICES**

This Agreement (is made and entered into as of this \_\_\_\_ day of \_\_\_\_\_ by and between **Independent Energy Consultants, Inc.** and \_\_\_\_\_

**WHEREAS**, Client is interested in reducing the overall electric cost and managing electric cost risk for its residents and small businesses through its Governmental Aggregation Program; and

**WHEREAS**, Consultant offers Energy Consulting, Brokerage and Aggregation services that may reduce the amount and/or cost per Energy unit consumed; and

**WHEREAS**, Consultant is Certified by the Illinois Commerce Commission (ICC) as a Retail Electric Agent/Broker/Consultant.

**NOW, THEREFORE**, in consideration of the foregoing and of the mutual covenants herein contained, the parties hereto agree as follows:

### **1.0 Particulars of Consulting Services.**

#### **1.1 Electric Supply Sourcing Services**

- 1.1.1 Assist in obtaining historical Energy usage data for Client's accounts
- 1.1.2 Review any active Energy contracts between Client and deregulated suppliers
- 1.1.3 Prepare account load profiles and analysis using historical consumption data
- 1.1.4 Assist Client in the development of Energy procurement strategies to meet their needs and risk tolerance
- 1.1.5 Write Customized Request for Proposals (RFPs) to solicit Energy offers for Client's government-owned accounts. This may be separate from an aggregation program and include the use of an Internet Reverse Auction.
- 1.1.6 All contact with potential Energy suppliers including pre-qualification of any that may wish to submit offers
- 1.1.7 Prepare Energy cost estimates for Client's accounts vs. the alternative utility rate in effect at the time
- 1.1.8 Assist with contract negotiation and closing with selected suppliers
- 1.1.9 Release all necessary Client information to assist in switching Energy suppliers
- 1.1.10 Client is retaining Consultant to design, implement and administer an Opt-Out Governmental Aggregation Program, thus the following additional services apply:
  - 1.1.10.1 Draft the needed resolutions and/or ordinances for the Law Director
  - 1.1.10.2 Draft Client's Plan of Operations and Governance and file with the ICC
  - 1.1.10.3 Conduct 2 Public Hearings on the Plan of Operations
  - 1.1.10.4 Draft Opt-Out Notices for the selected supplier
  - 1.1.10.5 Assist the selected supplier with scrubbing of eligible customer list using a variety of resources including GPS technology.
  - 1.1.10.6 Provide ongoing maintenance during the term of this Agreement. This would include reporting to community officials and the ICC, creation of

## **Mark R. Burns – President, Independent Energy Consultants, Inc.**



Mr. Burns has a long history of success in the utility and deregulated energy industries. He began his career as an engineer working on U.S. Navy Nuclear Submarines. From there he transitioned to the commercial nuclear power business and obtained his Senior Reactor Operators License from the Nuclear Regulatory Commission. This license enabled him to operate and direct the operations of a \$1 billion Nuclear Power Station. During this time Mr. Burns was qualified as the company's Emergency Director and Company Spokesperson. He served on the company's Station Review Board and the Company Nuclear Review Board. During his 18-year career with several major U.S. utility companies, Mr. Burns served as a Strategic Planning Manager, oversaw a \$300 million annual capital budget program, and provided risk control for a \$1 billion natural gas and electric trading operation.

Mr. Burns formed a consulting business in 2000 when utility deregulation began to take hold across the U.S. and in particular, Ohio. He has personally designed, implemented and administered over 100 natural gas and/or electric programs that have saved tens of millions of dollars for residential, commercial and governmental customers. He has also brokered energy contracts for industrial clients, hospitals, property managers and retail chains throughout the U.S and is certified in energy conservation techniques. Mr. Burns is the Energy Manager for Corporate United, a Group Purchasing Organization comprised of over 175 fortune-2000 companies. As president of Independent Energy Consultants he has strategically leveraged his company's service capabilities by forming channel partner relationships with World Energy Solutions and other best in class energy service providers. Independent Energy Consultants is also able to tap the resources of the federal government through the U.S. Energy Star Program.

Mr. Burns holds a Bachelor of Science Applied Science in Electrical Engineering Technology from Youngstown State University; a Master of Business Administration from Baldwin Wallace College and 25-plus years of professional development. Mr. Burns has obtained for his company the designations of Certified Electric and Natural Gas Broker and Aggregator from the Public Utilities Commission of Ohio, Licensed Electric and Natural Gas Aggregator from the Virginia State Corporation Commission, and Certified Electric Aggregator from the Illinois Commerce Commission and the Texas Public Utilities Commission. Mark is a Certified Energy Manager (CEM) and a member of the Association of Energy Engineers (AEE), and the Facility Managers Institute of AEE.

Mr. Burns has served on his church's Parish Council and is active in several other ministries there. He is a Knight of Columbus, a former basketball coach, and volunteers for a crisis pregnancy agency. He resides in Aurora, Ohio with his wife Regina and their four children.

## Sample Testimonials

"It has been my pleasure to work with Mark Burns in developing Green's electric and gas aggregation programs. Green was one of the first municipalities to initiate an aggregation program and Mr. Burns' knowledge and drive were instrumental in getting this accomplished in a timely and cost efficient manner. The city of Green has saved its residents literally millions of dollars in reduced costs for both power and natural gas. Given Mr. Burns extensive knowledge and customer responsiveness, I would recommend him unconditionally to coordinate any utility based study."

**Dan Croghan,**  
**Former Mayor, City of Green, Ohio**

"My personal reflections about Mr. Mark Burns can be quickly reflected in the following few words: professional, honest, competent, knowledgeable, sincere, thoughtful, creative, insightful, thorough, and socially engaging. Over many months, Mr. Burns exhibited an uncanny ability to sift through and sort out the many details of the aggregation systems and to provide wise council. Mark Burns is the epitome of an advisor civic leaders need to have on this complex issue. All persons can absolutely count on him to be accurate in detail and right in his judgments."

**Dr. Warner Mendenhall, PhD.**  
**Former Mayor, Village of Silver Lake**

"Most people turn to a quality atlas or a reputable consumer magazine when they need help planning a trip through unfamiliar territory or making an important purchase. I turned to Mark Burns, the founder of Independent Energy Consultants.

Mark calmly, politely and successfully guided our city through every phase of our opt-in and opt-out natural gas aggregation programs. He also helped taxpayers, our city, and our council of local governments achieve significant savings on residential, small business and public building heating bills.

Mark Burns is the consummate professional, knowledgeable, certified, neophyte-friendly, always available to answer questions, and always planning ahead. I give him thumbs up, way up."

**Joe Martuccio**  
**Law Director, City of Canton**

"Mr. Burns brings 22 years of experience and expertise in the fields of natural gas and electricity to governmental aggregation programs. His knowledge and experience, coupled with his awareness of and sensitivity to residential energy customers' preferences, makes it easy for a City to present a well-organized and cost-beneficial aggregation program to City residents.

Mr. Burns is always ready to personally assist the individual resident in joining or leaving an aggregate group. He is always willing to explain the program to those residents that may have questions. He understands that governmental energy aggregates are made of people, not numbers.

Mr. Burns watches the market trends and advises a governmental aggregator when to strike a price for an energy program. He tracks activity before the Public Utilities Commission and advises of issues that will impact municipalities so that we may address those issues. His advice and attention to our municipality has made my job much easier, and has resulted in professionally-run aggregate programs."

**Phyllis Vento**  
**Former Assistant Law Director City of Euclid**

### IEC's Active Governmental Aggregation Clients

Community	Commodity	Local Utility Company
Aurora	Electric	Ohio Edison
Aurora	Natural Gas	Dominion East Ohio
Austintown Twp	Electric	Ohio Edison
Austintown Twp	Natural Gas	Dominion East Ohio
Barberton	Natural Gas	Dominion East Ohio
Beaver Twp <sup>2</sup>	Electric	Ohio Edison
Berlin Twp <sup>2</sup>	Electric	Ohio Edison
Berlin Twp <sup>3</sup>	Electric	Ohio Edison
Berlin Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Bethlehem Twp <sup>1</sup>	Natural Gas	DEO/COH
Boardman Twp	Electric	Ohio Edison
Boardman Twp	Natural Gas	Dominion East Ohio
Canfield Twp	Natural Gas	Dominion East Ohio
Canfield Twp	Electric	Ohio Edison
Canton	Natural Gas	Dominion East Ohio
Canton Twp <sup>1</sup>	Natural Gas	Dominion East Ohio
Coitsville Twp <sup>2</sup>	Electric	Ohio Edison
Colerain Twp	Natural Gas	Duke Energy
Ellsworth Twp <sup>2</sup>	Electric	Ohio Edison
Euclid	Natural Gas	Dominion East Ohio
Euclid	Electric	CEI
Florence Twp <sup>3</sup>	Electric	Ohio Edison
Florence Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Forest Park	Electric	Duke Energy
Forest Park	Natural Gas	Duke Energy
Goshen Twp <sup>2</sup>	Electric	Ohio Edison
Green	Natural Gas	Dominion East Ohio
Greenhills	Electric	Duke Energy
Greenhills	Natural Gas	Duke Energy
Green Twp <sup>2</sup>	Electric	Ohio Edison
Groton Twp <sup>3</sup>	Electric	Ohio Edison

<b>Community</b>	<b>Commodity</b>	<b>Local Utility Company</b>
Groton Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Hamilton Twp	Natural Gas	Duke Energy
Hartville	Electric	Ohio Edison
Huron Twp <sup>3</sup>	Electric	Ohio Edison
Huron Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Margaretta Twp <sup>3</sup>	Electric	Ohio Edison
Margaretta Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Milan Twp <sup>3</sup>	Electric	Ohio Edison
Milan Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Jackson Twp <sup>1</sup>	Natural Gas	Dominion East Ohio
Jackson Twp <sup>2</sup>	Electric	Ohio Edison
Lake Twp <sup>1</sup>	Natural Gas	Dominion East Ohio
Lawrence Twp <sup>1</sup>	Natural Gas	Columbia Gas of Ohio
Lexington Twp <sup>1</sup>	Natural Gas	DEO/COH
Marlboro Twp <sup>1</sup>	Natural Gas	Dominion East Ohio
Massillon	Natural Gas	Dominion East Ohio
Massillon	Electric	Ohio Edison
Milton Twp <sup>2</sup>	Electric	Ohio Edison
Mogadore	Natural Gas	Dominion East Ohio
Munroe Falls	Natural Gas	Dominion East Ohio
Munroe Falls	Electric	Ohio Edison
New Middletown	Electric	Ohio Edison
Nimishillen Twp <sup>1</sup>	Natural Gas	Dominion East Ohio
North Canton	Natural Gas	Dominion East Ohio
Norton	Natural Gas	Dominion East Ohio
Norton	Electric	Ohio Edison
Osnaburg Twp <sup>1</sup>	Natural Gas	Columbia Gas of Ohio
Oxford Twp <sup>3</sup>	Electric	Ohio Edison
Oxford Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Paris Twp <sup>1</sup>	Natural Gas	Columbia Gas of Ohio
Perkins Twp <sup>3</sup>	Electric	Ohio Edison
Perkins Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio

<b>Community</b>	<b>Commodity</b>	<b>Local Utility Company</b>
Perry Twp <sup>1</sup>	Natural Gas	DEO/COH
Perry Twp	Electric	Ohio Edison
Pike Twp <sup>1</sup>	Natural Gas	DEO/COH
Plain Twp <sup>1</sup>	Natural Gas	Dominion East Ohio
Poland Twp	Natural Gas	Dominion East Ohio
Poland Twp	Electric	Ohio Edison
Poland Village	Natural Gas	Dominion East Ohio
Poland Village	Electric	Ohio Edison
Sandy Twp <sup>1</sup>	Natural Gas	Columbia Gas of Ohio
Silver Lake	Natural Gas	Dominion East Ohio
Silver Lake	Electric	Ohio Edison
Springfield Twp	Natural Gas	Duke Energy
Springfield Twp	Electric	Duke Energy
Springfield Twp <sup>2</sup>	Electric	Ohio Edison
Stark Council of Governments - 17 Communities	Natural Gas Public Owned Accounts	DEO and COH
Stow	Natural Gas	Dominion East Ohio
Stow	Electric	Ohio Edison
Sugarcreek Twp <sup>1</sup>	Natural Gas	Columbia Gas of Ohio
Tuscarawas Twp <sup>1</sup>	Natural Gas	DEO/COH
Vermillion Twp <sup>3</sup>	Electric	Ohio Edison
Vermillion Twp <sup>3</sup>	Natural Gas	Columbia Gas of Ohio
Washington Twp	Electric	Ohio Edison
Washington Twp <sup>1</sup>	Natural Gas	Columbia Gas of Ohio
West Chester Twp	Electric	Duke Energy
West Chester Twp	Natural Gas	Duke Energy
Youngstown	Natural Gas	Dominion East Ohio

<sup>1</sup> Member Stark County Governmental Aggregation Program

<sup>2</sup> Member Mahoning County Governmental Aggregation Program

<sup>3</sup> Member Erie County Governmental Aggregation Program

## IEC president shares strategy on municipal opt-out

August 11, 2011

### ***EXCLUSIVE INTERVIEW***

Independent Energy Consultants (IEC) hopes to have its license approved to broker power in Illinois by the fall. Why? Twenty three communities passed referendums to do opt-out aggregation. "We see momentum building out there," IEC President Mark Burns told us yesterday.

A handful of communities have power aggregation programs up and running, he added -- where a municipality lets a marketer make an offer to all of the residential and small C&I customers within its borders. Due to the large number of potential customers, the marketer can typically offer a much lower rate than the local IOU and at times lower than a marketer that works customer by customer.

Aggregation programs typically come with an opt-out rule that lets a customer who does not want to be a part of the aggregation rates either stay with their IOU or move to a different retailer.

The firm's application to run as an aggregator and broker is on file. "Right now, the headroom between Commonwealth Edison rates and what we're able to broker through government aggregation programs is substantial," added Burns.

The Aurora, Ohio firm believes Illinois looked at Ohio, saw the success there and modeled their policies, rules and procedures on that.

His firm took part in crafting the Ohio opt-out municipal aggregation program and the similarity in Illinois makes IEC "extremely comfortable with it," said Burns. "While we are supplier-neutral, we have had suppliers contacting us who work with us in Ohio and they are now in Illinois saying 'look, Mark, we really believe IEC needs to get licensed in Illinois,'" he quoted.

His firm is licensed in Virginia and Texas but in the latter, his firm does not operate as an aggregator. "Pennsylvania looked like they were going down that road but at the last minute they put the brakes on opt-out aggregation." He we will continue to watch that state closely to see if the idea gets revived," said Burns.

Regulators in Pennsylvania gave aggregation the thumbs down in March, claiming it would be a burden on customers and hinder competition by stalling marketing in all villages, towns and cities in the state that made the move to aggregation (RT, [Mar-18](#)).

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## ENERGY SOURCING SERVICES

When sourcing natural gas and/or electricity for our Commercial and Industrial Clients our energy brokers follow a time-proven approach that builds the foundation for a true partnership with our clients.

We also believe in linking our success to yours whenever possible. The natural gas and electric markets are complex and volatile, with prices changing by the minute. If you have a car-shopper's outlook and are seeking a quick quote, are shopping offers, or working through parallel channels, chances are you are cheating yourself and limiting the suppliers who will bid to serve your energy needs. If you are truly serious about understanding your risk tolerance, your energy sourcing options and finally taking control of your energy costs, contact Independent Energy Consultants.

Licensed Energy Brokers and Aggregators • Natural Gas Supply Sourcing • Electricity Supply Sourcing  
Renewable Energy Sourcing • Sarbanes-Oxley Compliance • No Cost or Obligation to Our Clients

### IEC IS A CHANNEL PARTNER OF WORLD ENERGY SOLUTIONS - LARGEST ONLINE ENERGY AUCTION SITE



Using a variety of electronic tools, including forward, reverse and blind auctions, World Energy's flagship exchanges create a transparent marketplace for its customers to transact. This

means more competition for their business, greater cost savings, and more accountability and control throughout the process. With over 14,000 successful online pricing events to their credit and the industry's most robust supplier network, World Energy has transformed the normally complex procurement process into a powerful, streamlined vehicle for cost savings and budget certainty.

### CORPORATE UNITED'S ENERGY MANAGER - WORLD'S LARGEST GROUP PURCHASING ORGANIZATION

As the Energy Manager for Corporate United's Energy Offering, Independent Energy Consultants has developed an energy savings program designed to meet the diverse needs of Corporate United's individual members.

**CorporateUnited**  
*Achieve More.*

Using the World Energy online auction platform, Independent Energy Consultants has brokered deals for hundreds of accounts resulting in savings of over \$6 million for Corporate United Members.

### INDEPENDENT - WORK WITH ALL ELIGIBLE SUPPLIERS IN A DEREGULATED MARKET

The representatives of Independent Energy Consultants work with commercial and industrial customers to help them achieve savings on natural gas and electricity costs in any deregulated state. We are independent energy brokers and feel so strongly about the importance of this, we included it in our company name.

### ACHIEVEMENTS

- Brokered offers that supply over 200,000 electric and natural gas accounts
- Client savings exceed \$75 million
- Broker energy commodities in excess of \$200 million annually
- Designed, implemented and administer Aggregation Programs that include 100+ community relationships