



Message

Thu, May 09, 2013 12:49 PM

From: Derek Horne <dhorne@goffstownnh.gov>
To: Peter Flynn 'Ray Labore' <rlabore@goffstown.k12.nh.us>

Subject: FW: Competitive Energy Supplier

Attachments: FERE Order 3-9-12.pdf / Uploaded File (108K)

Below and attached is the information I got back on each of the bidders.

Derek

Derek M. Horne
Assistant Town Administrator / Economic Development Coordinator
Town of Goffstown
16 Main Street
Goffstown, NH 03045
603-497-8990 ext. 119
603-497-8993 fax
DHorne@GoffstownNH.Gov

From: christina martin [<mailto:twins7701@yahoo.com>]
Sent: Thursday, May 09, 2013 12:44 PM
To: Derek Horne
Cc: Sue Desruisseaux
Subject: Re: Competitive Energy Supplier

Hi Derek,

Sorry, I thought I sent this email on Tuesday, but it was in my drafts.



Message

Mon, May 06, 2013 11:32 AM

From: Derek Horne <dhorne@goffstowennh.gov>
 To: 'Ray Labore' <rlabore@goffstown.k12.nh.us>
 Peter Flynn
 Cc: Sue Desruisseaux <sued@goffstowennh.gov>
 Kathryn Fisher <kfisher@goffstowennh.gov>

Subject: Electrical Supplier Proposals

Attachments: Constellation RFP Energy Supplier 2013.pdf / Uploaded File (2.2...
 IntegrYS RFP Energy Supplier 2013.pdf / Uploaded File (4M)

Two bids were received timely on Friday, 5/3 at 2pm and publicly opened. Those bids are attached for your review.

Cost Proposals Received Timely by 5/3/13 at 2:00pm												
	12 Month Term			18 Month Term			24 Month Term			36 Month Term		
	Goffst own	SAU #19	New Boston	Goffst own	SAU #20	New Boston	Goffst own	SAU #21	New Boston	Goffst own	SAU #22	New Boston
Constellation Energy Boston, MA	\$0.07 60	\$0.0 760	\$0.0760	-	-	-	\$0.07 52	\$0.0 752	\$0.0752	\$0.07 49	\$0.0 749	\$0.0749
IntegrYS Energy Services Manchester, NH	\$0.07 37	\$0.0 717	\$0.0743	\$0.0720	\$0.0702	\$0.0726	\$0.07 33	\$0.0 717	\$0.0740	\$0.07 24	\$0.0 710	\$0.0733

Thank you,
 Derek

Derek M. Horne
 Assistant Town Administrator / Economic Development Coordinator
 Town of Goffstown
 16 Main Street
 Goffstown, NH 03045
 603-497-8990 ext. 119
 603-497-8993 fax
DHorne@GoffstownNH.Gov



Constellation

An Exelon Company

Town of Goffstown, SAU #19 and Town of New Boston

May 3, 2013

Submitted by:

Constellation NewEnergy, Inc.

116 Huntington Ave.

Boston, Massachusetts 02116

www.constellation.com

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Constellation

An Exelon Company

May 3, 2013

Derek M. Horne
Assistant Town Administrator/ Economic Development Coordinator
Town of Goffstown

RE: Response to Request for Proposal- Town of Goffstown, SAU #19 and Town of New Boston

Dear Mr. Horne,

Constellation, a subsidiary of Exelon Corporation, is pleased to offer the attached proposal per the request referenced above. As one of the largest retail energy suppliers in North America, Constellation is uniquely qualified to serve as your retail energy supplier. Constellation is a proud member of the Exelon Corporation family (NYSE: EXC).

Per your request, we are prepared to offer you the product(s), term, and price set forth in the attached supply agreement to meet your energy needs. The proposal is subject to the terms and conditions described in the attached supply agreement. The final supply agreement is not valid until countersigned by an authorized representative of Constellation.

Constellation's success is built upon our strength, flexibility and intense focus on customer satisfaction. We are the chosen supplier of approximately 100,000 business and public sector customers across 47 states and Washington DC, including two-thirds of the Fortune 100. Constellation is committed to providing you with superior service, unique market insight and comprehensive energy solutions to help you manage and lower your total energy cost.

Thank you for the opportunity to respond to this RFP. We appreciate the opportunity to submit our response and we look forward to the opportunity to serve your energy needs.

If you have questions, please do not hesitate to call.

Regards,

Craig Brazell
Business Development Manager
617.512.9939
Craig.Brazell@onstellation.com



May 3, 2013

Mr. Derek Horne
Town of Goffstown
16 Main Street
Goffstown, NH 03045

Reference: RFP # ADMIN 2013-02 - Electricity

Dear Mr. Horne,

Thank you for the opportunity to respond to the request for electricity pricing. We look forward to working with you to bring you the electricity commodity and customer service.

Acknowledgement of receipt of the Revised Attachments # 1 and #2

IntegrYS acknowledges the receipt of the revised attachments #1 and #2. Our submittal in response to RFP #ADMIN 2013-02 - Electricity reflects all known information provided by the Town of Goffstown/New Boston/SAU 19.

I've included in the signature block my phone and fax numbers, as well as my email address. Our New England headquarters is located at 1750 Elm Street, Suite 800, Manchester NH 03104. The Manchester office will serve the Town of Goffstown/New Boston.

Our comprehensive proposal consists of the following categories:

1. IntegrYS Energy Services Inc., (IES) financial, legal and technical qualifications.
2. Municipal References
3. IES W-9 Form
4. State of NH License Renewal Letter
5. Copy of our Power Sale Agreement
6. Copy of Our Confirmation
7. IES Financial References and Financial Strength
8. IES Resumes of Key Personnel
9. Listing of Cities, Towns, Schools and Municipal Parks Served
10. A description of Energy Manager Online and market reports

Proposal:

Our proposal to the Town of Goffstown/New Boston/SAU 19 is an "all-inclusive fixed price" for terms 12, 18, 24 and 36 months beginning with the town's June 2013 meter-read dates. Our proposal responds to the three pricing terms the Town of Goffstown/New Boston/SAU 19 has requested as well as an additional 18 month alternative term that may benefit the town. Our proposal is to serve the 81 town facilities/meters located in the Town of Goffstown/New Boston/SAU 19.

Integrus Energy Services, Inc **will not** offer the Town of Goffstown/New Boston/SAU 19 a price guarantee if at any point of the contracted period, the agreed upon price exceeds PSNH's standard offer rate.

Please note that the pricing herein is based on the market conditions when prepared and subject to change without notice. Please consider the pricing provided indicative until contracted.

Town of Goffstown Proposal

Term: 12 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07370

Term: 18 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07200

Term: 24 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07330

Term: 36 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07240

Town of New Boston Price Proposal

Term: 12 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07430

Term: 18 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07260

Term: 24 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07400

Term: 36 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07330

SAU #19 Price Proposal

Term: 12 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07170

Term: 18 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07020

Term: 24 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07170

Term: 36 Months

Product: Fixed Energy Full Requirements (All-in)

Price (\$/kWh): \$0.07100

Delivery Tolerances:

Our offer is "all-inclusive fixed price" with 100% delivery tolerance bandwidth.

Material Adverse Change:

Integrys Energy Services Inc. does not have a "Material Adverse Change" provision in our proposal/contract. Our offer includes a 100% delivery tolerance bandwidth.

Blend and Extend:

Integrys Energy Services Inc., will offer a "Blend and Extend" product when appropriate.

If you have any questions pertaining to our submittal, please feel free to call me directly. Thank you for considering Integrys Energy Services, Inc.

Sincerely,



Michael J. Caulfield
Senior Account Executive
603-263-6901 Office
603-263-6999 Fax
mjcaulfield@integrysenergy.com