

**SIGNATURE PAGE**  
**CC-3-2023**

To the Monmouth County Board of County Commissioners:

**THE UNDERSIGNED HEREBY DECLARES THAT  
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.  
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE  
WITH YOUR REQUIREMENTS.**

Company Name: Gabel Associates, Inc.  
(PRINT)

Preparer's Name: Robert Chilton  
(PRINT)

Signature:  1/5/23  
(DATE)

Address: 417 Denison Street  
Highland Park, NJ 08904

Telephone No.: (732) 296-0770.

Fax No.: (732) 296-0799

E-Mail Address: robert.chilton@gabelassociates.com  
**\*\*\* (This should be the email where Contracts would be sent) \*\*\***

Contact Person: Robert Chilton

FEIN:   
(Federal Employee ID)

BRC:   
(Business Registration Certificate)

(Revised 2/2017)

the bid price each month and, subsequent to collection of payment from participants, the winning supplier would remit payment of the collected energy agent fees directly to Gabel Associates.

Specifically, Gabel Associates proposes the following agent fees to complete electric and natural gas procurement services for the County:

**Electricity Procurement Fee: \$0.0008/kilowatt hour**

**Natural Gas Procurement Fee: \$0.15/dekatherm**

**We note that these are the same fee levels that have been in place with the County since 2016.** As such, we are proposing to hold our fees firm without any increase for an additional two years, even in the face of significant escalation in costs due to the effects of rampant inflation. Moreover, this 'agent fee' structure allows the consulting services fee to be paid over the term of the supply contract by the winning supplier without any up-front layout of funds by the County.

We further emphasize that the agent fee structure does *not* constitute a commission or incentive payment by the winning supplier. The level of the agent fee would be advertised in the bid documents, and would be payable in the same amount no matter which bidder is selected as the winning bidder. This structure has been used by a number of our public agency clients, including the most recent effort by Monmouth, Essex/Hudson Counties, and over 400 school districts throughout the State in the ACES program.

#### **4. Evidence of Registration with NJBPU as an Energy Consultant**

Gabel Associates holds a valid, NJBPU-issued registration as an Energy Agent for residential, commercial, and industrial customers (No. EA-0021). In fact, Gabel Associates was the first Energy Agent ever registered by the NJBPU at the very beginning of retail choice in New Jersey in 2000.

Gabel Associates also became the first registered Energy Consultant in the State of New Jersey in December 2002 (No. EC-0002). This registration, in conjunction with requisite agreements in place with the State's electric and natural gas utilities, allows Gabel Associates to obtain account usage information from the utilities on a large-scale basis through electronic medium (Electronic Data Interface or "EDI").

We have maintained our Energy Consultant and Energy Agent registration in good standing for over 20 years with the NJBPU. In addition, Gabel Associates has also been registered as a Private Aggregator with the NJBPU since 2013 (PA-0418).

The letter received from NJBPU confirming the timely submission of our annual registration filing for our licenses can be found in **Attachment 2**.

Gabel Associates has also served in an advisory role to the New Jersey Department of Community Affairs (DCA), Division of Local Government Services in their development of advisories to local government units regarding energy procurement practices, and has a proprietary electronic bidding platform that has been developed to comport with applicable DCA rules concerning e-bidding.