

PROPOSAL SIGNATURE FORM

This page, signed by an officer of the offering firm or a designated agent empowered to bind that entity in a contract with the Department of Finance and Management, is required to accompany the proposal submitted for consideration. If signed by someone other than an officer, complete and submit the Proposal Signature Affidavit along with this form.

I, the undersigned, having carefully examined the Request for Preferred Supplier, propose to furnish services in accordance therewith as set forth in the attached proposal.

I hereby certify that, to the best of my knowledge, this submission is complete and all statements made therein are true and accurate.

I also affirm I am duly authorized to sign and submit this response on behalf of the Firm named below.

I further acknowledge that by signing this form I am representing that, in the event this proposal is accepted, the Firm is willing and able to execute a Memorandum of Understanding (MOU), with the understanding that the project scope and compensation provisions will be negotiated and included in the final supply contract(s) pending a successful ballot initiative.

By my signature below, I attest that I have read, understand, and agree to the terms, conditions, and requirements set forth in the Request for Preferred Supplier, including, but not limited to the Department's standard contract terms and conditions (Appendix A) and any special terms and conditions incorporated in the solicitation documents.

Failure to sign and return this form shall result in the rejection of the accompanying proposal.

OFFEROR INFORMATION:

FIRM (Company Name): **AEP Energy, Inc.**

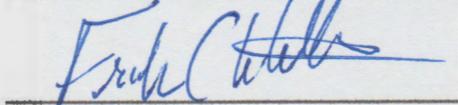
ADDRESS: **303 Marconi Blvd Suite 400**

CITY, STATE, ZIP: **Columbus, OH 43215**

PHONE: **(614) 682-4452** EMAIL: **fwillson@aepenergy.com**

CITY OF COLUMBUS CONTRACT COMPLIANCE/VENDOR NUMBER: **CC010283**

AUTHORIZATION TO PROPOSE:



Signature (Manually signed in ink)

July 6, 2020

Date

Frank Willson

Name (print)

**Vice President of Residential and
Small Business Solution Sales**

Title



CITY OF COLUMBUS REQUEST FOR PREFERRED SUPPLIER

AEP Energy would like to take the opportunity to express our appreciation to Mayor Ginther for his commitment to the residents and business of Columbus to become carbon neutral by 2050, a goal that we share as a Columbus corporate citizen. We are pleased to submit our qualifications to the Columbus Community Choice Aggregation Preferred Electric Supplier Project (Project) in support of that goal.

Columbus is our home. AEP Energy along with AEP Ohio are wholly owned subsidiaries of American Electric Power (AEP). AEP Ohio and its predecessor company, Columbus Southern Power Company, have served the citizens of Columbus for over 100 years as their primary regulated electric utility. Over those years we have earned a reputation as an engaged community partner on many City priorities to improve the quality of life for its citizenry. In 1983, AEP chose Columbus for its new corporate headquarters. As the AEP logo shines bright amongst the Columbus skyline it is a reminder that we are part of the fabric of the community. This commitment will serve the City of Columbus well as we partner together in the advocacy of the Columbus Community Choice Aggregation ballot initiative.

Through AEP Ohio, the company has invested \$80 million in energy efficiency programs benefiting customers since 2016, helping them save 677 gigawatt-hours (GWH). AEP has been a strong partner with the City on the Smart Columbus initiative since its inception. To support decarbonization, AEP Ohio has invested \$500,000 in clean energy research and provided system interconnection to hundreds of distributed generation customers. In support of grid modernization and energy efficiency, AEP Ohio has deployed over 550,000 smart meters and is working to pilot up to four customer-sited micro-grid projects. In support of EV charging infrastructure, AEP Ohio has invested nearly \$10 million for the installation of 375 electric vehicle charging stations, most of which are in the City.

A cornerstone of our civic involvement has been a robust program of corporate philanthropy and employee volunteerism. Hundreds of AEP executives and employees dedicate thousands of hours of service a year to nonprofit organizations in Columbus. In addition, since 2002, AEP and the AEP Foundation have made charitable donations totaling \$289 million to nonprofits located in the City. Most of these contributions have focused on addressing the inequalities in our society. Our highest philanthropic priority has been education, driven by our belief that the only way to break the cycle of poverty is through education. Additionally, we also understand that to enable low-income youth to reach their potential, they need access to nutritious meals and stable housing. Our focus on assisting the Community with these basic human needs has been the second largest area of our charitable giving. These will continue to be our priority in the future.

In 2019, AEP and its subsidiaries had 3,806 employees contributing over \$10 million in income taxes. In addition, AEP and its subsidiary companies located in the City paid \$1.7 million in corporate income taxes and \$395,000.00 in property taxes to the City. We look forward to building on these community partnerships and initiatives through the Project.

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LOCATION LEAD SUPPLIER

AEP Energy's office at 303 Marconi Boulevard, Suite 400, Columbus, OH 43215 will be the site at which at least 90% of the work will be performed. Our Project Manager, Scott Slisher, and his municipal aggregation and renewables teams work out of this office. There are 133 employees in total at this location and 94 employees located at 1 Easton Oval, Suite 200, Columbus, OH 43219. In addition, there are another 15 employees that work from home within Franklin County and one employee working from 1 Riverside Plaza, Columbus, OH 43215.

PROJECT TEAM COMPETENCE

Project Manager: Scott Slisher- President, AEP OnSite Partners & Chief Solutions Officer, AEP Energy: Scott Slisher leads the expansion of AEP's competitive business platforms. His team works tirelessly to continuously create impactful value-added energy solutions for our customers in areas of municipal aggregation, renewables, energy supply and services, and behind-the-meter solutions. Scott holds an MBA from Indiana University and received his BS in Mechanical Engineering from Rose-Hulman Institute of Technology.

Scott oversaw and played a critical role in the development of AEP Energy's two largest integrated renewable energy (IRE) supply agreements, Google and the Columbus Regional Airport Authority. The Google agreement will supply their \$600 million data center, which is currently under construction, in Central Ohio with renewable energy from new wind and solar projects located throughout PJM. Scott was instrumental in developing the structure with Google, leveraging the Ohio competitive energy market and ultimately developing a cost effective, 100% integrated renewable solution that fulfilled their corporate sustainability goals. This is the same product structure that AEP Energy is recommending for consideration by the City of Columbus for their Community Choice Aggregation Program (CCA or Program). This Google partnership with AEP Energy marked the first time that a supplier was able to deliver a full-requirements, fixed price retail product directly supplied from a balanced integrated portfolio of new (additional), specific renewable projects. Serving Google as a large anchor customer, AEP Energy was able to expand our innovation to another local entity, the Columbus Regional Airport Authority (CRAA). CRAA knew that investing in renewable energy was important to them, but they hesitated on the idea of signing a Power Purchase Agreement (PPA) directly with a renewable developer. Scott was able to facilitate bridging the current CRAA supply agreement until the AEP Energy renewable assets start operations. Thus, the airport was able to transition from their standard energy supply agreement to their new renewable energy offtake.

With Scott's vision and deep understanding of the potential impact our integrated renewable solution could have regionally, he was able to develop a partnership with Smart Columbus Energy, a Columbus Partnership organization, to offer AEP Energy's IRE to their member companies in central Ohio to further support the mission of raising the prosperity of all central Ohio residents. Smart Columbus serves as educator, advocate and enabler for member companies' investment in renewable energy.

As the Program Manager, Scott's leadership of AEP Energy's efforts on this key initiative for the City will provide to the Project one of the most respected authorities in the field of renewable energy today and an innovative leader supported across all of AEP. Scott has held numerous

leadership positions within AEP over a combined 14 years, with formative roles with other energy companies in between his time at AEP. Scott has all the necessary professional credentials required to implement an effort of this magnitude. He is LEED Accredited, a Chartered Financial Analyst and a registered Professional Engineer in the State of Ohio. Scott has worked closely with numerous utilities on the application energy efficiency programs into projects and has worked with municipalities building energy conservation and optimization systems for their wastewater and water treatment plants. He has also supported Wholesale Supply's municipal energy procurement with the Columbus Division of Utilities. When he is not busy leading our company, Scott loves to volunteer, spend time with his family and coach youth soccer. Scott is willing to dedicate as much time as necessary in direct and indirect support, to ensure the absolute success of the City's CCA goals.

Project Staff

AEP Energy fundamentally recognizes that the transformational size, scope, and challenge of the Project and the City's resultant Program will require a well-coordinated effort from the Supplier to achieve its 100% renewable goal. To implement our proposed solution for the City, described in greater detail in subsequent sections below, AEP Energy will implement a cross-functional team approach centered around our Deal Desk. Our Deal Desk is headed by Anne Schenk (relevant experience listed below). The Deal Desk will engage, communicate and coordinate with internal cross-functional departments (e.g., Aggregation, Renewables, Legal, Regulatory, Risk, Pricing, Operations, etc.) to fulfill the Project deliverables on-time and as promised for the 100% renewables Program desired by the City.

Core Cross-Functional Columbus Team Leads

Anne Schenk, Director Deal Desk: Anne has a wealth of experience working with aggregation and renewable projects, including full program delivery responsibility for the implementation of AEP Energy's integrated solar and wind portfolio solution for Google and the Columbus Regional Airport Authority. She is deeply versed in energy markets and risk management, having overseen AEP Energy's entire Risk Management and Pricing functions prior to her current role. During this period, she was integrally involved with her team managing AEP Energy's risk position exposures for many of our municipal aggregation and city building programs that we continue to serve today. Anne has been in retail energy for the past 16 years and is very experienced with all facets of our business, including legal, regulatory, financial, PJM settlements, wholesale power delivery and retail customer behavior. Anne and Scott were instrumental in creating the idea of pooling different new local wind and solar resources together to provide a dark green competitive retail price versus traditional brown energy. Anne also currently serves in the role of Diversity and Inclusion (D&I) liaison for AEP Energy where she has a dotted line reporting relationship to AEP's Chief Diversity and Inclusion Officer and serves to help implement AEP's long-term D&I roadmap in the supply business. Anne will lead the development and implementation for the program design, pricing, risk management, reporting and renewable generation integration.

Chris Bailey, Director of Community Partnerships: Chris leads AEP Energy's aggregation team. He played a key role in developing the City of Worthington's aggregation program which supported RECs, energy efficiency and net metering. Chris was also instrumental in creating an industry-first annual resetting renewables cost structure with Southeast Ohio Public Energy

Council's (SOPEC) aggregation program that also integrated a nationally recognized local Carbon Fee program to help fund local behind-the-meter solar projects for schools and government buildings. Chris has considerable experience working directly with city officials in Central Ohio. His aggregation team has successfully implemented over 50 aggregation programs over the past three years. They are continuously searching for new and innovative ways for aggregations to impact the regional environment with the help of local Sustainability Committees and non-government organizations (NGOs). Chris has worked in retail energy for over 20 years. Chris will lead AEP Energy's working relationship with Trebel and the City regarding education, issue resolution, contract administration, and ongoing Program improvements and enhancements.

Ben Duckworth, Origination Manager: Ben has successfully executed over 1 GW of PPAs with offtake from both wind and solar facilities. Ben has also participated on a select acquisition team from AEP Energy that successfully and expeditiously acquired three utility scale solar facilities totaling 116 megawatts (MW) and Sempra Renewables back in 2019. Ben's proven experience negotiating competitive Renewable Energy Power Purchase Agreements (RePPAs) with developers will provide a critical role to lay the foundation for long-term pricing viability and on-time project delivery. Ben will lead AEP's sourcing of new Ohio renewable generation assets in support of the Program.

Christine McGarvey, Energy Trader, Environmental Products: Christine has been buying and selling Renewable Energy Certificates (RECs) to third parties for the past eight years and retiring them for compliance purposes of Renewable Portfolio Standards. This includes our aggregation deals and voluntary green arrangements backed by Green-e compliant RECs. She has extensive experience buying local RECs from wind and solar assets located in Ohio. She is very familiar with the Ohio REC market and will be a key member of our Columbus team. Christine will manage our Columbus REC positions and compliance in PJM's Generation Attribute Tracking System (GATS).

Rich Secor, Director of Structuring: Rich oversees both wholesale and retail pricing functions for AEP Energy, including the recent structuring of our integrated portfolio renewable deal with Google and the Columbus Regional Airport Authority. Prior to leading the Structuring team, Rich held positions as a system scheduler, risk analyst and ultimately a position on the Structuring team, where he worked his way up to lead the group today. Rich has extensive experience with renewable fuel types and has been involved with AEP Ohio's Standard Service Offer (SSO) auctions. Rich has worked on the City of Columbus wholesale bids throughout his time with AEP and will oversee the valuation and price formation of our 100% renewables portfolio solution for the Program.

Susan Lu-Yoakum, Marketing and Communications Manager: Susan has been heavily involved with all fulfillment-related aspects concerning AEP Energy's municipal aggregation programs since 2012. She is very meticulous and extremely thorough in her work. Susan has a lot of experience working with municipalities and their consultants developing opt-out letters that must meet very stringent design specifications. Susan will work with the City and Trebel on the opt-out letter copy, design and other requirements. She will also coordinate and oversee the production process, ensuring printed material adheres to PUCO guidelines and meets printer and all mail delivery criteria.

Corey Copper, Director of Contact Center: Corey oversees Contact Center Operations at AEP Energy. His responsibilities include, but are not limited to, driving exceptional customer

experience, improving educational sales conversations, coaching and development, and utilities commission issue resolution. Corey has 20 years' experience in Contact Center Operations and Customer Support and has been in the energy industry for 10 years. AEP Energy's in-house Contact Center, located at Easton, is responsible for Municipal Aggregation customer support, managing the Opt-Out/Opt-In process and issue resolution. His team provides a white gloves support approach for all municipal aggregation customers and understands that accurate information, proper education and being an advocate for the customer is very important for the communities we serve.

Shanna Cohn, Corporate Counsel: Shanna is a graduate of Yale Law School and has been functioning as our main counsel for aggregation supply since 2016. She has a considerable amount of transactional legal experience dealing with aggregations. Shanna will serve as lead counsel for AEP Energy.

Marsha Makel, Regulatory Counsel: Marsha works closely with the municipal aggregation team to review all Public Utilities Commission of Ohio (PUCO) regulations and requirements. She is AEP Energy's primary liaison with the PUCO. Marsha is heavily involved in the PUCO docketing process and oversees AEP Energy's annual PUCO reporting. She has specialized in regulatory compliance during her entire legal career. Marsha holds a JD from Capital University of Law. Marsha will serve as lead regulatory attorney for the Program.

Courtney Griffin, Senior Manager, Operations: Courtney is the Supervisor of Contract Management within the AEP Energy Operations Department. She has worked for AEP Energy for the last seven years, having started with the Billing team. After one year in Billing, she moved to the Contract Management team where she now oversees the enrollments of all our accounts. This includes large commercial and industrial (C&I) customers, smaller residential customers, as well as our municipal aggregation customers. Her industry experience is crucial to the ongoing success of our team and the Program enrollment process.

Chandra Moses, Senior Analyst Strategic Customer Billing: Chandra works in the billing department at AEP Energy. Specifically, she oversees the net metering program and will be involved with the billing and net metering calculations for the City's aggregation customers. Chandra has been an employee of AEP Energy for eight years and has held her position as a stakeholder in billing for net meter customers for four years.

Frank Willson, Vice President of Residential and Small Business Solution Sales at AEP Energy: Frank oversees the management and strategy of attracting and retaining customers in the residential and small commercial spaces. Through a variety of channels, we acquire customers, work to retain them and provide a best in class customer experience in the process. Municipal Aggregation is one of a variety of channels under Frank's purview and he leads an innovative team that excels in the competitive energy markets. The Municipal Aggregation team has been groundbreaking in IRE offerings as well as net metering, energy efficiency items at no/low-cost for customers and other unique product offerings. Frank will ensure that the program is complimented by AEP Energy's other offerings and achieves operational excellence.

Corporate Representatives and Executive Sponsors

Dale Heydlauff, Senior Vice President Corporate Communications: Dale has worked for American Electric Power for over 32 years, serving in a variety of leadership positions in the

areas of Governmental Affairs, Environmental Affairs, Energy Distribution & Customer Services, Generation, Community Development, and for the past 12.5 years, leading corporate communications and philanthropy. In addition to being responsible for enterprise-wide communications, Dale also serves as President of the AEP Foundation, directing nearly \$30 million annually in charitable giving, much of which is focused on helping the citizens of Columbus, Ohio. The Foundation's philanthropic focus areas are education, with an emphasis on improving the lives of high-poverty, inner-city youth, and basic needs, with a priority on food assistance, homelessness and affordable housing. Since 2007, he has served as the primary interface between the company and City officials, as well as the deputy to our CEO to the Columbus Partnership and the Columbus Downtown Development Corporation.

Maria Haberman, Director, Government Affairs: Maria is a government affairs professional with over a decade of experience working on state policy, regulatory, and political issues. She is the Director of Government Affairs for American Electric Power, responsible for all state legislative policies that impact the overall Ohio Market. In this role for AEP, she is responsible for public policy, community and government relations, as well as building and maintaining external relationships with legislators, consumer groups and other Ohio stakeholders. Maria has focused on energy and public utility policy for her entire career. Her role with the Project and the City's Program for AEP Energy is based on her policy and political knowledge, Columbus Smart City involvement, and the role she fulfills serving on the Sustainable Columbus Board. Maria also serves on the Columbus Partnership Government Relations Committee.

Forming Community Partnerships and Addressing Local Challenges

On February 13, 2020, Mayor Ginther committed the City of Columbus to be carbon neutral by 2050 and challenged all of us to “think more boldly, to innovate, and to invest in systematic change around climate and sustainability”. AEP Energy heeded this call and is formulating partnerships and strategies to achieve this goal.

Through this program, AEP Energy will partner with Impact Community Action, the Columbus Urban League and other agencies in grass roots efforts to educate the community on the ballot initiative, to promote energy efficiency in targeted neighborhoods, to develop a pipeline of minority employee talent for the Project and Program and to identify potential minority business enterprises to provide products and services to the program. In summation we want to support and empower the Columbus community.

These efforts will manifest in a five-step community-based action plan:

Step 1– Kick-Off (Summer 2020): The kick-off will include meeting with stakeholders from the City of Columbus, Trebel LLC, Impact Community Action, the Columbus Urban League and other agency partners to determine best approaches for implementing Program strategies that address job creation, equity, energy efficiency and sustainability. These strategies would target the eight opportunity neighborhoods identified by the City: Franklinton, Hilltop, Linden, Near East, Northeast, Northland, Southeast, and the Southside. In these communities, and others identified by the City, AEP Energy will work with Impact Community Action to develop green agendas in low-income neighborhoods.

Step 2 – Local Planning (Summer/Fall 2020): AEP Energy strongly believes it will be critical to collaborate with interested community stakeholder groups to create local solutions to complex

global environmental problems and societal inequities. In addition to the involvement of Impact Community Action and the Columbus Urban League, AEP Energy has engaged several organizations that share our commitment to building a better, more sustainable tomorrow for Columbus, including Sierra Club's local chapter, Mid-Ohio Regional Planning Commission (MORPC), Ohio Environmental Council (OEC) and the Columbus Partnership. We propose working with the City and Trebel on more formal working sessions to develop recommendations. An important part of this phase will also be to hold meetings with community leaders from each of the eight opportunity neighborhoods and gather their input and ideas about how best to meet established objectives. These neighborhood dialogues will allow us to have a better idea of what approaches will have the greatest impact within their respective communities. Plus, early community engagement and local support will help ensure voter approval of the ballot initiative on November 3rd.

Step 3 – Recommendation (Fall 2020): The next phase will be to analyze the feedback, run cost/benefit scenarios, prioritize each recommendation and formulate a draft community-based Program action plan for the City and Trebel.

Step 4 – Contracting (Post Ballot 2020): Once the ballot initiative passes, the next phase will incorporate the final community-based Program action plan into the supply and service agreement with the City and Trebel.

Step 5 – Implementation (2021 Onward): This phase will be the most challenging. AEP Energy will coordinate the implementation of initiatives outlined in the community-based Program action plan with the respective parties, stakeholders from the City and Trebel, and will involve all additional meetings, interactions and communications necessary to successfully complete each initiative.

Columbus Partnership/Smart Columbus Energy

Smart Columbus Energy, a non-profit LLC and subsidiary of the Columbus Partnership aligns with the previous stated goals from the City to help Central Ohio become one of the most environmentally sustainable regions in the country. AEP Energy is working with the organization to assist many corporate stakeholders in Columbus and surrounding areas to obtain their sustainable energy objectives and would be pleased to further those efforts by working with them on behalf of or in conjunction with an arrangement with the City. Smart Columbus Energy has an established relationship with AEP Energy on the IRE product. The track record as Smart Columbus Energy, Smart Columbus and the Columbus Partnership shows a proven ability to execute initiatives to the benefit of our region.

Proposal

Accomplishing these goals will require partnerships with public and private sector stakeholders in the community, and subsequent funding to execute. Smart Columbus Energy could form a direct or indirect partnership with the City of Columbus through their CCA supply contract to manage and execute programming that further these initiatives.

Deliverables

Under the Community Grant partnership, outlined in section 3.2 of the RFQ, Smart Columbus Energy will work directly with the City of Columbus to determine programming that will accelerate the achievement of their 2030 Climate Action goals. The price per megawatt hour

(MWh) of the grant will be determined by the amount of programming and scope the City and Smart Columbus Energy collectively decide is most beneficial to the community and furthering the City's goals. However, Smart Columbus Energy recommends developing and executing programming to achieve the following goals with proposed implementation partners using a community grant toward Smart Columbus Energy:

1. Assistance with the ballot initiative through voter education utilizing the existing infrastructure of corporate community support and outreach.
2. Launch Clean Energy Equity Program for Opportunity Neighborhoods – Columbus Urban League and MORPC
3. Increasing Adoption of C-PACE – Columbus-Franklin County Finance Authority
4. Increasing Adoption of Residential Solar – Smart Columbus Energy
5. Increase Clean Energy Jobs – One Columbus & Columbus Urban League
6. Launch a Green Bank – Columbus-Franklin County Finance Authority
7. Increase EV Adoption – Smart Columbus
8. Increase fleet EV Adoption – Smart Columbus & Clean Fuels Ohio
9. Increase Micro-mobility Adoption – Smart Columbus, MORPC and COTA

Diversity and Inclusion

Smart Columbus Energy will partner with the Columbus Urban League and Impact Community Action, to ensure minority business engagement with members of the community that will directly benefit from these initiatives and investments. We propose to work with them and other community partners to create apprenticeships in the emerging clean energy sector to help create new jobs. Additionally, Smart Columbus Energy will work closely with AEP Energy, and other stakeholders identified by the City to identify solutions to Columbus' affordable housing goals.

Smart Columbus Energy in partnership with the City, is uniquely positioned to achieve these goals at an accelerated pace. Achieving the goals the City has established will require a strong public-private partnership, funding, and a dedicated and focused team. Smart Columbus Energy will lead, and project manage the initiatives to meet and exceed the goals.

STATEMENT OF UNDERSTANDING

It is AEP Energy's understanding that the ultimate goal of the work to be performed will be to improve the long-term prosperity of City residents while allowing the City to become a recognized national leader for innovation and leadership in the areas of carbon reduction and the advancement of alternative and renewable energy initiatives. This will be done by serving 100% of the City's Program load from newly built, local wind and solar projects. The resulting carbon reductions, new investments, and full-time permanent local jobs will provide long lasting improvements in job creation (both directly, and by attracting new and growing businesses to the City), education (through property tax revenues generated from the projects) and provide a national roadmap for how cities can make meaningful progress in battling climate change. During the entire term of the supply agreement, the supplier must provide on-going first-rate customer service and reliable supply that is competitively priced with the utility's price to compare (PTC). Making this program available to those who choose to participate at attractive pricing will signify a meaningful addition to the residents' energy choice offers and support the

City's goal to become carbon neutral by 2050. As a Columbus based business, AEP Energy has a strong record of giving back to our local community. Our employees will not only provide service to the Program participants but will also be customers of the Program. It is critical that the chosen supplier work with Trebel and the City to support campaign efforts to gain community backing in advance of the ballot initiative. If selected, AEP Energy's grassroots support and corporate backing makes us a uniquely qualified partner to the City to make the November 2020 ballot initiative a success.

Municipal Aggregations

AEP Energy has supplied aggregations since 2012. Our team is very experienced. We serve a wide variety of different types of aggregations in multiple states and behind many utilities. Our team understands Trebel will have high expectations and we look forward to working together to help the City achieve its stated Program objectives. We also realize this will be one of the largest aggregations in the country and will present many unique challenges in terms of scale. We are anticipating about 260,000 residential and business customers will be eligible for the CCA. Of those, we anticipate 10%-20% could choose to opt-out. It will be critical for the chosen supplier to have the necessary resources to be able to handle this call volume. We have the resources to manage this at high levels of customer experience.

AEP Energy currently serves 331,567 total residential electricity and natural gas customers in Ohio. Our 33 Ohio electric aggregation programs, which are administered from our Arena and Easton area offices, already serve 86 different communities. Our combined experience of serving cost-competitive municipal aggregations with our expertise in serving large-scale renewable commitments, positions us to confidently meet the City's long-term sustainability goals.

Local Renewable Energy Commitment

The City of Columbus can achieve its renewable energy commitment by relying on AEP Energy's proven track record of accomplishments and experienced team of local professionals. In the following pages, we will introduce to the City our innovative approach to renewable energy supply, IRE, which bundles the power generated from a portfolio of new, local renewable assets into a competitively priced retail energy product.

By meeting 100% of the community's aggregation power need with supply from a portfolio of Power Purchase Agreements, AEP Energy will be able to alleviate the burden from the City to find suitable developments and utilize resources to manage the power on its behalf. It also eliminates the risk of directly contracting with developers and dealing with construction issues, project financial security, asset performance, regulatory reporting, Federal Energy Regulatory Commission and Public Utilities Commission of Ohio compliance matters, and project administration.

Our team has developed several fully integrated large-scale, local renewable retail energy projects for clients such as Google, LLC and the Columbus Regional Airport Authority. We feel the most cost-effective and innovative way to achieve reliable, green fixed priced supply for our customers is by developing a portfolio of wind and solar projects right here in Ohio. These utility-scale renewable developments will be of sufficient size to meet the entire Aggregation's demand. From these local projects, AEP Energy will retire asset-specific renewable energy

certificates (RECs) on behalf of the community on an annual basis and provide insight and reporting to the City on each asset's performance.

AEP Energy is experienced in navigating the selection and negotiation of large-scale renewable development power off-take agreements. With our IRE program, the City will not need to negotiate additional agreements given that AEP Energy will shoulder the responsibility to create a portfolio of assets that is large enough to cover all the aggregation's needs. Our program is designed to remove the burden of finding suitable assets for our customer, but we are able and willing to modify the portfolio structure at the City's discretion. This extends to the potential of future on-site installations.

AEP Energy has already entered into nearly 1,000 MW of to-be-built wind and solar RePPAs located in PJM, including nearly 500 MW in Ohio, that will be available to serve the Community's electric load - with more to be transacted soon. 200 MW of this capacity is in counties contiguous to Franklin County. AEP Energy has been working with renewable asset developers for years and has a robust pipeline of potential projects to add. It is the commitment of communities like Columbus to aggregation, as well as sustainability-minded large companies, that are creating the necessary demand for renewable investment in Ohio. Utility-scale renewable installations can gain financing and other necessary approvals to start construction as a direct result of the demand from energy consumers to take positive action to combat climate change.

Renewable Asset Incorporation

Given the City's progressive outlook on incorporating renewable assets into the community, distributed solar can certainly be part of the community plan. AEP Energy can design and implement any distributed solar installations the City would like to incorporate as part of the renewable strategy. These installations would be highly visible to its citizens and visitors. Single axis tracker installed solar will generally require about 5 to 8 acres of suitable land per 1 MW DC. In central Ohio, a 1 MW DC tracker will yield about 1,450 MWhs of power generated per year. Rooftop solar will produce around 1,200 MWhs per MW DC installed. Due to the large size of about 1.7 TWh of annual electricity consumption by community residents, a fully local solar approach is prohibitively land consumptive (12-15 thousand acres of land or roof tops). We strongly recommend covering the bulk of the residents' demand by large, utility-scale assets such as the ones mentioned above that AEP Energy has contracted and will be available to serve the City's load. Selectively supplementing the supply with cost effective distributed options is a good and readily available program enhancement.

Through our vast experience with organizations interested in supporting renewable energy, we know that one of the most challenging aspects of relying on a RePPA can be the intermittent nature of power production. A community such as Columbus will want to know that every resident's demand for power is being met with renewable supply and managed as such in a cost-effective manner. By purchasing a mix of local wind and solar assets and financially backing the generated output into 100% full requirements power for the community, AEP Energy will remove the volumetric risk associated with entering into a non-integrated RePPA.

AEP Energy's bundled approach also yields a more competitive overall price of energy through increased value for the generation capacity within PJM. AEP Energy will not only contract for

the power output of the renewable assets but will also be receiving the capacity generated, which can be bid into the grid operator's Reliability Pricing Model (RPM) auctions. Every single asset has an amount of capacity that can be bid into the RPM auction individually. However, by combining the capacity offer of several assets, AEP Energy will be able to maximize its value which will be passed on into the community's pricing.

New assets need time to be sited, interconnected, permitted and built. As soon as the Program is ready to receive power supply, AEP Energy can match 100% of the Program's consumption with RECs which will serve to "bridge" the period until the AEP Energy curated portfolio of renewable energy assets will commence generating power in 2023. While RECs are not the recommended long-term solution for the City's renewable energy supply, it will enable the City to consume renewable energy from day one. Such certificates can be sourced from various assets, from national wind projects to local power at the City's preferences for product and pricing. Immediate matching of consumption with RECs will allow for the time to build new, local renewable energy assets that will directly supply the Aggregation's load. After the initial period of RECs-backed renewable supply, the entire consumption of the Program will be met by asset-specific, local generation which will be reported to the City on an annual basis. This means that there will not be a lengthy period of phasing in one renewable asset at a time. With this approach, AEP Energy will be ready to meet the City's near-term goals while setting the community on the path of long-term sustainability and carbon neutrality by 2050.

Summary of Proposed Program

In summary, AEP Energy will implement the Program for the City to achieve 100% renewable supply immediately by matching load with their choice of RECs. By 2023, AEP Energy will transition the City to be supplied by new, local wind and solar assets which will signify a meaningful investment by the City and foster its sustainability goals. AEP Energy understands the importance of making the concept of receiving renewable energy supply, which can be fairly abstract, to the average consumer, something that is visible and understood and will be embraced by the community as one of the desirable features of living in Columbus. Not only will we provide tracking and reporting to the City in support of the specific assets that power the aggregation, but AEP Energy will also design a dashboard, accessible to every participant of the Program where people can inform themselves in real-time about the renewable energy assets in our IRE portfolio. The dashboard will feature interactive maps of Ohio depicting location, attributes and power output details of each installation.

The City's commitment to AEP Energy's IRE program will necessitate a program term of 15 years. The RePPAs that AEP Energy is negotiating to cover the load will mirror that term. This term commitment would deliver a significant benefit to the City's residents - a guaranteed fixed energy price for 15 years. AEP Energy will comply with the state's rules and regulations regarding the term of administration of a municipal aggregation program. We will send opt-out letters to eligible residents and businesses once every three years and we will fix the fully bundled price by delivery year.

AEP Energy feels confident in the long-term competitiveness of the underlying IRE energy price and will be able to manage the remainder of the cost components in a fashion very similar to the

way the PTC is set by the utility, which will enable us to keep the price in each Delivery Year competitive to PTC. Residents will retain the option to leave the program without penalty, which provides ample motivation to us to ensure our price is always positioned in a budget-conscious way to the participants of the Program.

While AEP Energy requires the City to mirror the RePPA term commitment, the Program will not require a minimum or maximum energy consumption by the participants. Our Project Team has vast experience in forecasting both program participation as well as residential and small business consumption patterns such that we are able to tailor the necessary size of the renewable portfolio to the Program's forecasted energy consumption.

Each participant of the Program will continue to receive one bill from AEP Ohio which consolidates utility-based delivery charges as well as the AEP Energy Program-based supply charges. In that sense, participation in the aggregation will look and feel no different to each household and small business than receiving default service from AEP Ohio or another energy supplier. Bundling this innovative renewable supply solution into a standard retail supply product will make it an attractive choice for the residents of City to want to participate.

Net Metering

AEP Energy will enroll eligible net metered customers via the opt-out process. For net metered customers in the Program, any generation produced monthly will be credited at the contracted rate up to the point where usage, for the billing month, is greater than zero.

For a billing month where a customer's generation is greater than their usage (net generator), the credit will be applied to their AEP Energy account. The credit will remain on the account until the next month, when the amount will be used to reduce the total charges for the new billing month. If the customer terminates their contract or their contract expires, AEP Energy will send the customer a pre-paid VISA card or check in the amount of the remaining credit. Typically, the customer will be reimbursed within a month of contract termination or expiry.

Customer Service Resources

AEP Energy maintains a state-of-the-art in-house Contact Center located near Easton Town Center in Columbus employing over 25 internally trained, local employees. This translates to a better overall experience for our customers relative to outsourcing. 41% of our advocates call Columbus home with the remaining advocates residing across 10 central Ohio communities. AEP Energy is committed to racial, ethnic, and gender diversity in the workplace and is proud to leverage the talents of an inclusive culture within our organization. This is reflected in our care team's diversity with 75% of our advocates identifying as a race other than Caucasian and 70% of our advocates identifying as female. We are equipped to quickly scale up and train care team advocates at any time. Generally, it can take 2-3 months to hire and onboard 5-6 advocates with an additional 4-5 weeks for both general and aggregation training. The Program would allow AEP Energy to add 12-15 additional advocates to the care team in preparation for an increase in call volume. AEP Energy will engage Impact Community Action and the Columbus Urban League in our recruiting efforts.

Program implementation questions, current customer questions, or opt-out/opt-in questions, can be directed to our care team Monday – Friday from 8am to 6pm EST and Saturday from 9am to

1pm EST. A care representative specifically trained on the Program will answer and assist. AEP Energy uses skill-based routing technology and a vanity Toll Free Number dedicated solely to calls regarding the Program (i.e., opt-outs, logistics, implementation, etc.) to provide a comprehensive care experience for Columbus residents.

One full-time Spanish-speaking agent is currently on staff who can help customers needing in-language support. In addition, we recently launched Telelanguage, a new program that allows customers to select their preferred language from over 300 language choices and connects them to a translator and an AEP Energy care team advocate. This gives our company the unique opportunity to reach even more of our customers with diverse backgrounds, all while providing all-inclusive, top quality customer service.

Our Quality Control Team evaluates three calls per agent each week to ensure our valued customers are receiving service that exceeds industry benchmarks. Service levels can fluctuate, but in 2019, of the 106K calls handled, our team's average handle time was 8.82 minutes, converting over 72% of sales. First-call resolution was above 94% for 24-hours and 91% for 5 days with an overall quality score of 85% (phone, chat, and email). Additionally, the team utilizes speech analytics to proactively identify potential handle time reduction opportunities, increase customer satisfaction, and maintain high levels of first contact resolution. This data is captured within a comprehensive suite of customized reporting tools.

AEP Energy's customer service resources go beyond our Easton team. We also have live chat available on our website where customers can ask questions or provide comments and get real time responses. Last year we launched our opt-in website. This online portal site is designed to allow customers that are interested in opting-in to an aggregation program to enter their service address in our portal. Our system verifies that the customer is eligible for the program, then they complete an online form, and their request is then processed for enrollment. Finally, we offer communities the option to set up an email address that can be used for general questions, comments, opt-outs, etc. These emails go directly to our aggregation team, and each request is processed quickly and reliably, making our email address capabilities first-rate.

Customer Data Process

AEP Energy's customer data scrubbing process is two-part. First, a spatial intersection geocode is performed to identify which addresses are located within the municipal boundary. Then, those addresses are analyzed and scrubbed to only include eligible customers within the boundary creating an Eligible Customer List (ECL).

AEP Energy's geocoding team utilizes Esri ArcGIS Pro 2.5.1, an industry-leading desktop geographic information systems (GIS) software, along with Streetmap Premium for ArcGIS 2019, a premium dataset AEP purchases that allows us to ensure only City residents and businesses are included. The customer list and municipal boundary are imported into ArcGIS Pro where a file is created that displays geographic locations on the map within the GIS software. A corresponding table that includes the original records with appended fields from Streetmap Premium provides a score that describes both the quality and type of address matched. For all addresses that match at our desired level or above, our geocoding team does a spatial join to municipal boundaries GIS data layer to determine whether or not the location is inside or outside the City, adding a new field to indicate that designation, and returning a final geocoded list.

Next, our Marketing Data Analyst (Analyst) scrubs the data to ensure only customers that are eligible for the aggregation program are included. The in-depth analysis process is completed using several unique databases and custom queries. Once the geocoded list is uploaded into the database, our Analyst performs an analysis and runs the custom queries to remove ineligible Percentage of Income Payment Plan customers, Mercantile customers, and Switched customers. The analyst then runs the remaining ECL against the most up to date PUCO Electric “Do Not Aggregate” list to remove accounts that match in both address and name from the eligible customers, leaving a final vetted ECL.

Billing and Methods of Payment

AEP Energy utilizes the Utility Consolidated Billing (UCB) services of AEP Ohio. UCB services allow customers to continue to remit a single electricity bill to AEP Ohio, making timely billings to each Columbus Electric Aggregation participant simple. Participants will continue to receive one bill from AEP Ohio. Aggregation participants are responsible for paying their AEP Ohio electricity bills. The amount that is owed to AEP Energy will be clearly stated separately on the bill.

AEP Energy acknowledges that if awarded the City’s CCA Program, credit, deposit, and collection processes concerning billing will remain sole responsibilities of the CRES and AEP Ohio, as provided by state law. UCB service is based on meter readings and applicable meter reading cycles per customer. Bills are rendered monthly and customers are required to comply with the payment terms of AEP Ohio and AEP Energy. AEP Energy may issue a bill based on an estimate of a participant’s usage for any billing period if the necessary billing data is not provided by AEP Ohio in a timely manner. Any debit or credit realized by means of this estimate will be either credited or debited in the next billing period when actual meter data is available.

Aggregation participants who have already enrolled in budget billing have the option to remain on budget billing with AEP Ohio while still participating in the City’s CCA Program. Automatic budget billing enrollment is based on utility budget billing designation as expressed by the AEP Ohio customer files. The budget billing program will apply to customer charges from AEP Energy and the charges from the local utility. AEP Energy always offers customers the option to add budget billing during the term of the CCA. If a UCB Bill Ready customer is not currently on budget billing and would like to enroll, they can contact AEP Ohio to enroll.

Budget Installment Calculation is the Fixed Energy Charge X (Sum of previous 12-month usage/12) + (Accumulated Budget Balance)/12

PAST PERFORMANCE

Renewable Development Project Experience

AEP Energy’s Project Manager has deep experience with renewable asset development and execution. Prior to returning to AEP in 2012, Scott was Chief Operating Officer for Solargenix Energy. Solargenix developed non-imaging solar thermal concentrators for power production and thermal energy. These projects required detailed cost estimation and financial modeling as they were capital intensive and low energy density. Scott then had his own consulting practice, which advised customers on a variety of energy related challenges and projects. In this capacity, Scott supported Hubert, of Harrison, OH (Cincinnati) in evaluating, bidding, valuing and ultimately executing a roof top array, that at the time was one of the largest in the Midwest.

Scott led the creation of AEP OnSite Partners, AEP’s behind-the-meter solar division, in 2016 and still serves as President of the company. AEP OnSite Partners has over \$350 million in distributed energy assets comprised of over 60 projects in 18 states. Among other technologies, the portfolio includes over 200 MW of solar generation. These projects are developed, owned and operated by AEP OnSite Partners. At any given time 5-10 projects are in various phases of construction and 25-50 are in different stages of development and evaluation. OnSite started with four employees and has grown to nearly 30 today.

Our impact is local. Ohio projects include Denison University, the Ohio State University, the City of Newark, the City of Clyde, the Village of Yellow Springs, Ohio Northern University, Cuyahoga County, and Penta Career Center. AEP OnSite owns these projects and finances them directly. That accountability drives the pursuit of excellence in all aspects of project development, construction and operations. Any slippage of cost, time or performance directly and negatively impacts the projects. AEP OnSite has rigorous process controls and reporting to hold everyone accountable for the performance of the investments in terms of returns and even more importantly, our customers’ benefits.

Scott and this same experienced team would lead the project for the City. Upon deal commencement, our experienced operations team will continuously manage all the challenges associated with the generation and consumption for the City for the duration of the long-term renewable energy supply deal. Scott and his team will continuously communicate with the City throughout the duration of the deal to deliver a simple customer centric experience for the community.

Prior Services to the City

The following table shows the five most recent contracts that AEP Energy has executed with the City. These contracts have provided electricity service across a variety of Department and Division locations and have included provisions to provide green or renewable energy for the City.

Signor Department and Division	Serviced Departments and Divisions	Contract Name	Contract Executed Date	Contract End Date	Description of Contract
Finance and Management	Public Utilities (Div. of Power)	90034674 6A135209 31	Dec-19	Jun-24	36-month electricity supply contract with 100% renewable energy from Green-e Energy Certified National Wind RECs
Finance and Management	Rec. & Parks Dept., Asset Mgt. Div., Public Utilities (Div. of Power), Public Service	90002011 6B094648 8	May-15	Apr-18	23-month electricity supply contract with 50% renewable energy

	(Div. of Traffic Mgt.				
Finance and Management	Public Utilities (Div. of Water)	90000089 2B105208 6	Dec-14	May-18	40-month electricity supply contract
Finance and Management	Rec & Parks Dept, Public Utilities (Div. of Power)	234478B1 426303_F PAI	Dec-13	May-16	28-month electricity supply contract with 30% green energy
Finance and Management	Dept. of Public Safety (Div. of Fire, Police), Asset Mgt. Div., Rec & Parks Dept, Public Utilities (Div. of Power)	125439B0 9483393_ FPAI	Apr-13	May-16	36-month electricity supply contract

Municipal Aggregation References

SOPEC

Contact: Chris Chmiel, Chairman of SOPEC Board of Directors, Athens County Commissioner
Address: 340 W. State St., Suite 134, Athens, OH 45701

Phone Number: (740) 597-7955

Term/Dates Active: June 2018-current customer

The design of the SOPEC electric aggregation program provides member communities with valuable, reliable public energy programs that will help them in achieving their local energy goals. Having a variable customer product that resets each year gives all 15 SOPEC member communities the ability to offer a competitive electric aggregation program rate, while incorporating 100% certified Green-e REC's as a step to achieve local energy goals. This program also includes several sponsorships for sustainability studies, local school districts, and to the OU Voinovich School for research projects to encourage young learners. The City of Athens, a member community, made history when voters in Athens approved the inclusion of a carbon fee (charged per electricity usage) that will be designated solely for the development of solar PV projects on public buildings within the City of Athens. SOPEC even offers participants Reward Dollars as an incentive for purchasing energy efficiency projects to give each participating home a chance to contribute a small part in local energy goals.

City of Worthington, OH

Contact: Rich Surace, Chief Operating Officer, Energy Alliances, Inc. (Worthington's consultant)

Address: 5577 Airport Highway, Suite 101, Cincinnati, OH 45236

Phone Number: (513) 745-1424

Term/Dates Active: May 2019-current customer

When the City of Worthington's consultant, Rich Surace, presented the renewable goals that the City of Worthington wished to accomplish through a municipal aggregation program at a council meeting in April 2019, AEP Energy was ready to address their needs. AEP Energy crafted a

unique program for Worthington, incorporating 100% certified Green-e RECs, budget billing and net metering support, while maintaining a competitive price (relative to the PTC). As part of the program, each residential customer was awarded complimentary Reward Dollars upon enrollment. Eligible participants could use these Reward Dollars to purchase energy efficiency products from the AEP Energy Reward Store: LED lighting, smart thermostats, connected home, etc. Worthington's incorporation of RECs and Reward Dollars into their aggregation program gave community members an innovative approach to be able to contribute to long term renewable energy initiatives as a city while empowering citizens to be able to make energy-efficient decisions in their own homes. By addressing their goals, AEP Energy has been the supplier for the City of Worthington's electric aggregation program since its inception.

Wheatland Township, IL

Contact: Danielle Heilman, Senior Energy Solutions Specialist, Nania Energy Advisors (Wheatland Township's consultant)

Address: 4200 Cantera Dr Suite 219, Warrenville, IL 60555

Phone Number: (630) 225-4560

Term/Dates Active: December 2019-current customer

Wheatland Township is one of 16 Illinois electric aggregation programs served by AEP Energy. The Township offers residents a traditional energy product, with the option to opt-in via WEB or IBTM to the community aggregation program, or select a 100% green program, accomplished by a certified Green-e REC energy product. Our partnership with Wheatland Township and Nania Energy Advisors was key in launching our Telelanguage program. Communities with diverse customer demographics like Wheatland Township can now navigate our expansive and inclusive customer service experience with ease.

City of Gallipolis, OH

Contact: Shelly Clonch, Asst. Auditor/Purchasing

Address: PO Box 339, 333 Third Avenue, Gallipolis, OH 45631

Phone Number: (740) 441-6003 x523

Term/Dates Active: October 2017-current customer

In 2017 the City of Gallipolis contacted AEP Energy to serve their aggregation program. At the time, they did not have someone who was actively managing it. AEP Energy's Director of Community Partnerships, Chris Bailey, traveled down to meet with their City Manager, Gene Greene, and started the critical relationship building process. On a different occasion, Chris attended one of their Council meetings, and presented the aggregation program strategy in which AEP Energy could price competitively while ensuring all PUCO requirements were met. This included filing annual reports and market monitoring reports on their behalf, as well as helping them with their renewal application. Even though Gallipolis is not a big city, our relationship through the years shows the we are willing to go above and beyond for all our customers, regardless of size.

City of Canton, OH

Contact: Andrew Burns, Government Aggregation Manager, CEP, CEM (Canton's consultant)

Address: 215 W. Garfield Rd, Suite 210, Aurora, OH 44202

Phone Number: (330) 995-2675

Term/Dates Active: March 2018-current customer

AEP Energy's electric aggregation program with the City of Canton utilizes UCB billing and automatic budget billing, as described in the billing and methods of payment section above. The community offers eligible residents and small businesses a traditional energy product. AEP Energy has updated our processes to accommodate community members wishing to join the aggregation program. Our online opt-in portal provides an additional layer of seamless customer service for Canton residents, and all those that are eligible for any community aggregation program served by AEP Energy. Thanks to AEP Energy's data science department, we are able to accurately scan for customer eligibility (versus the utility ECL) and process these customer requests via both WEB and IBTM.

ENVIRONMENTALLY PREFERABLE APPROACH

The electric aggregation program for the City will be the largest program of its kind outside of California. We are anticipating that there will be over 200,000 residents and businesses participating in it with a total electric load of 1.7 terawatt-hours (TWh) annually and a demand of over one gigawatt (GW) of power. Building enough renewable assets with installed capacity to meet 100% of the City's aggregation load will require an investment commitment of over \$1 billion. Beyond being a stellar corporate citizen through our community philanthropic investment, workforce diversity and job creation within the City, AEP Energy is uniquely positioned to provide the most innovative, cost-effective and environmentally impactful solution to meeting the City's 100% renewable power objective for its CCA Program.

There are multiple routes by which the City can achieve 100% renewable power by 2022, but the first two options available to the City are neither innovative nor environmentally preferable. Neither of these options leave the City with lasting, physical assets generating renewable energy for a sustainable future.

The first and most readily available option to the City would be to procure RECs from national renewable assets in the equivalent of the Community's total consumption. These certificates are routinely traded at attractive cost levels. By no means, however, can this approach be described as environmentally innovative.

The second and slightly more impactful approach would be for the City to contract for small percentage of its power from a new, local renewable asset and ask a supply company to "sleeve" the power into their electric supply. While this would stimulate investment into the local renewable economy, AEP Energy sees multiple shortcomings with this method as discussed below in the description of our IRE product offer. This is the approach that the City of Cincinnati is pursuing.

Our recommended solution for the City is to partner with AEP Energy to source its aggregation load from a portfolio of newly developed wind and solar projects located near Columbus that will address the City's several critical environmental objectives.

AEP Energy will build a portfolio of new wind and solar assets for the aggregation, so that the City can claim additionality with verifiable emissions reduction avoidance and equivalent asset-specific REC retirement. The amount of emissions displaced by these additive local renewable assets will significantly reduce the City's carbon footprint by approximately 1.2 million metric tons of carbon dioxide equivalent (mtCO₂e) per year. Increasing the percentage of renewables will reduce the burning of fossil fuels and improve air quality and public health in Ohio.

Disparate health impacts across racial and ethnic groups exist, in part, due to environmental factors (e.g., air pollutants), and the extent to which the City of Columbus can alleviate this disparity through clean, renewable energy may improve the health of all citizens. Beyond powering a cleaner future for Columbus residents, these new assets will also support economic development through the jobs necessary to build, maintain and manage these facilities.

Achieving 100% renewable energy with all the environmental claims that come along with it means nothing if it cannot be done economically. Never has there been an offer in the retail electric marketplace that enables customers to fully match 100% of their load from new, locally sourced renewable assets without facing price or volumetric risks at budget-friendly prices. We are fully committed, and have access to the necessary resources, to finance, develop and manage a portfolio of local wind and solar projects that will generate the lowest price for the City and the Program. Our innovative IRE portfolio approach monetizes the collective capacity from these intermittent assets and mitigates imbalance risk by more closely matching the generation output with the aggregation load shape. In this way, the City and its citizens will realize cost-savings.

As part of AEP Energy's extensive research and collaboration to reach the goal of meeting or exceeding the City's expectations, the team has communicated and collaborated with; The Ohio Environmental Council, Green Energy Ohio, The Columbus Urban League, Impact Community Action and The Columbus Partnership/Smart Columbus Energy. Should the City choose AEP Energy as the supplier for the Program, these organizations have agreed to partner with us to provide incremental benefit to residents.

In summary, according to the MORPC's "City of Columbus Greenhouse Gas Inventory 2018" report, residential and commercial sector carbon dioxide emissions for 2018 totaled of 6.3M mtCO₂e. It is anticipated that the City's CCA electric load will consist of approximately 1.7 TWh annually, which would account for about 1.2M mtCO₂e, according to the United States Environmental Protection Agency's (EPA) Greenhouse Gas Equivalencies Calculator. By displacing the power consumed by the Program with renewables generated by AEP Energy's IRE portfolio, we will remove about 19% of total emissions from these segments. According to its 2018 Annual Sustainability Report, the City's goal is to reduce community GHG's 20%, or about 2.18M mtCO₂e, using the 2013 baseline of 10.9M mtCO₂e, referenced in Green Memo III (2015). Assuming an emissions reduction goal of 2.18M mtCO₂e, AEP Energy's IRE portfolio CCA solution will account for approximately 43% of this goal.

AEP Energy appreciates the opportunity to serve the Columbus Community Choice Aggregation. We are happy to answer any questions the City might have and welcome any feedback.