



Approved as to Form and Legality

Date Adopted

Committee  
Economic Development  
Public Works

Salem County Counsel

October 2, 2019

**RESOLUTION AUTHORIZING CONTRACTS WITH DIRECT ENERGY BUSINESS MARKETING, LLC AND UGI ENERGY SERVICES FOR NATURAL GAS SUPPLY AND DELIVERY FOR THE COUNTY OF SALEM**

**WHEREAS**, the County of Camden, as the Lead Agency for the South Jersey Power Cooperative ("SJPC"), received and opened publicly advertised bids for the purpose of procuring natural gas supply and delivery for various South Jersey Power Cooperative members and their respective locations, on September 17, 2019 at 11:30 A.M., Prevailing Time; and

**WHEREAS**, two bids were received; and

**WHEREAS**, bid results are as follows:

Utility	Rate Code	Bid Lot	Term (Months)	Bid Price	Awarded Supplier
PSE&G	GSG/LVG	1C	36	\$5.128/dth	Direct Energy
PSE&G – CMCUA	CCMUA	2C	36	\$3.992/dth	UGI Energy Services
South Jersey Gas	GS	3C	36	\$4.176/dth	UGI Energy Services
South Jersey Gas	GSG-LV/NVG	4C	36	\$4.157/dth	Direct Energy
South Jersey Gas	CTS	5C	36	\$4.385/dth	UGI Energy Services

**WHEREAS**, the Lead Agency for the South Jersey Power Cooperative declared Direct Energy Business Marketing, LLC as the lowest responsible bidder for Lot 1C and Lot 4C in Appendix A, which is the Fixed All-Inclusive Product, for a term of thirty-six (36) months commencing December 1, 2019 and terminating November 30, 2022, at the dekatherm prices listed in the Direct Energy Business Marketing, LLC Proposal; and

**WHEREAS**, the Lead Agency for the South Jersey Power Cooperative declared UGI Energy Services, the lowest responsible bidder for Lot 2C, Lot 3C and Lot 5C in Appendix A, which is the Fixed All-Inclusive Product, for a term of thirty-six (36) months commencing December 1, 2019 and terminating November 30, 2022, at the dekatherm prices listed in the UGI Energy Services Proposal; and

**WHEREAS**, the Salem County Purchasing Agent has evaluated the bid results and determined them to be in the best interest of the County of Salem to contract with these providers; and

**WHEREAS**, each participating public entity in the South Jersey Power Cooperative, shall be responsible for insuring the availability and appropriation of sufficient funding with respect to the award of this contract in accordance with eh law and is responsible for adopting their own resolution and executing their own contract with said provider; and

**WHEREAS**, funding for this purpose for Salem County shall be contingent upon the availability and appropriation of sufficient funds for this purpose in the County's 2019 Adopted Budget and in the Temporary and Adopted budgets for 2020, 2021 and 2022 and shall be encumbered at the aforementioned rates to the limit of the County's budget line item appropriations in accordance with N.J.A.C. 5:30-5.5(b)(2); and

**WHEREAS**, the Salem County Treasurer has certified that funding for this contract in the amount of \$50,000.00 shall be encumbered under the item Utility Account/Misc. (9-01-31-430-000-801).

**NOW THEREFORE, BE IT RESOLVED** by the Board of Chosen Freeholders of the County of Salem as follows:

1. A contract is awarded to Direct Energy Business Marketing, LLC 194 Wood Avenue South, 2nd Floor, Iselin, NJ 08830 for Supply and Delivery of Natural Gas to South Jersey Power Cooperative member, Salem County for located listed in Lot 1C and Lot 4C for the Fixed All-Inclusive Product, for a term of thirty-six (36) months commencing December 1, 2019 and terminating November 30, 2022 at the dekatherm prices listed in the Direct Energy Business Marketing, LLC Proposal;
2. A contract is awarded to UGI Energy Services, One Meridian, Blvd, Suite 2C01, Wyomissing, PA 19610 for Supply and Delivery of Natural Gas to South Jersey Power Cooperative member, Salem County for located listed in Lot 2C, 3C and Lot 5C for the Fixed All-Inclusive Product, for a term of thirty-six (36) months commencing December 1, 2019 and terminating November 30, 2022 at the dekatherm prices listed in the UGI Energy Services Proposal;

**BE IT FURTHER RESOLVED** that the Freeholder Director and the Clerk of the Board are hereby authorized to execute any required contracts in conjunction with Salem County, subject to the review of the Salem County Solicitor.

  
 CHARLES V. HASSLER, Freeholder  
 Chair, Economic Development/ Public Works Committee

I hereby certify the foregoing to be a true resolution adopted by the Board of Chosen Freeholders of the County of Salem on October 2, 2019.

  
 STACY L. PENNINGTON  
 Clerk of the Board

RECORD OF VOTE

FREEHOLDER	AYE	NAY	ABSTAIN	ABSENT	RESOLUTION MOVED	RESOLUTION SECONDED
G. Ostrum, Jr.	✓					✓
C. Hassler	✓				✓	
L. Ware	✓					
R.S. Griscom	✓					
B. Laury	✓					

✓ Indicates Vote

Department Initials

Purchasing



**CERTIFICATION OF AVAILABILITY OF FUNDS**

**NOTE TO COUNTY DEPARTMENTS:** This form is to be prepared by each department entering into a contract with a vendor when a resolution is required to be adopted by the Board of Chosen Freeholders of the County of Salem.

This form must accompany the resolution, and must be submitted with the resolution to the Finance Officer for approval by the Finance Officer at least one week prior to the Freeholder meeting at which it will be presented for adoption.

The contract/agreement between the County and the vendor shall be further contingent upon availability and appropriation of sufficient funds for this purpose in the County’s Temporary and Permanent Budget. *If grant funds are utilized, this contract/agreement is further contingent upon the grants funds availability during the appropriate grant period.*

I, **Kelly A. Hannigan, Treasurer** of the County of Salem, hereby certify in accordance with **Section 5:34-5 of the Local Public Contracts Guidelines and Local Public Contracts Regulations** that adequate funds for the contract listed below are available.

I further certify that the funds are contained in the **OFFICIAL BUDGET** of the County of Salem under the item listed below.

<b>AMOUNT:</b>	\$ 50,000.000
<b>ACCOUNT NAME</b>	Utility Account/Misc.
<b>ACCOUNT #:</b>	9-01-31-430-000-801
<b>AMOUNT:</b>	\$50,000.00
<b>FOR:</b>	Natural Gas Supply and Delivery via UGI Energy Services and Direct Energy Business Marketing, LLC
<b>DATE:</b>	October 2, 2019
<b>VENDOR:</b>	AVIDXCHANGE 401 EXECUTIVE DRIVE, Suite 401 Somerset, NJ 08875

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Kelly A. Hannigan, Treasurer/ CFO

To: Participating Members of the South Jersey Power Co-Op  
From: Anna Marie Wright, QPA, Purchasing Agent Camden County  
Date: September 19, 2019  
RE: SJPC A37-19 Natural Gas Bid Summary and Results  
Cc: Vicki Molloy, Concord Energy Services  
Tara Pasca, Concord energy Services

The County of Camden, as lead agency to the South Jersey Power Cooperative (SJPC), is pleased to provide the following summary relative to the procurement of natural gas on the open market. As the memo below will show, the cooperative continues to experience savings and participants are projected to save over \$2 million plus dollars (or 20%) in the aggregate over the term, when compared to the historical utility default rate.

**Summary:**

Bids for retail natural gas supply service were received by the County of Camden on September 17, 2019. This overview provides a summary of the bid information and results. If you have any questions concerning this document, you may feel free to contact me or Tara Pasca of Concord Energy Services directly (contact information below).

**Winning Bidder, Contact Information, Service Period and Prices:**

Winning Bidder: Bid Groups 2C, 3C & 5C      UGI Energy Services  
One Meridian Blvd, Suite 2C01  
Wyomissing, PA 19610  
Attn: Judi Subers  
[jsubers@ugies.com](mailto:jsubers@ugies.com)  
609.204.3954

Winning Bidder: Bid Groups 1C & 4C      Direct Energy Business Marketing LLC  
194 Wood Avenue South, 2<sup>nd</sup> Floor  
Iselin, NJ 08830  
Attn: Ross Balassone  
[Ross.Balassone@directenergy.com](mailto:Ross.Balassone@directenergy.com)  
732.516.3041

Consultant:      Concord Energy Services  
520 South Burnt Mill Road  
Voorhees, NJ 08043  
Phone: 856.427.0200 x 171  
Fax: 856.427.6529  
Tara Pasca  
[tpasca@concord-engineering.com](mailto:tpasca@concord-engineering.com)

**Participating Members:**

<b>SJPC Participant</b>	<b>County</b>
Absecon City	Atlantic
Atlantic City	Atlantic
Atlantic County	Atlantic
Audubon Borough	Camden
Avalon Borough	Cape May
Berlin Township	Camden
Brigantine City	Atlantic
Buena Borough	Atlantic
Camden City	Camden
Camden CO BLDG/OPER - DCM	Camden
Camden CO BLDG/OPER - DCM Florio Building	Camden
Camden County - Courthouse Maintenance	Camden
Camden County Boathouse	Camden
Camden County Buildings and Operations	Camden
Camden County Child Advocacy Center	Camden
Camden County College	Camden
Camden County Cooper House	Camden
Camden County Department of Corrections	Camden
Camden County Dept of Parks	Camden
Camden County Dept of Public Safety	Camden
Camden County Dept of Public Works	Camden
Camden County Library System	Camden
Camden County MUA	Camden
Camden County Police Department	Camden
Camden County Pollution Control Financing Authority	Camden
Camden County Prosecutors Office	Camden
Camden County Technical Schools	Camden
Cape May City	Cape May
Cape May County	Cape May
Cape May County Bridge Commission	Cape May
Cape May County MUA	Cape May
Cape May Point	Cape May
Carneys Point Township	Salem
Cherry Hill Fire District #13	Camden
Chesilhurst Borough	Camden
Clayton Borough	Gloucester
Deptford Township	Gloucester
Deptford Township MUA	Camden
East Greenwich Township	Gloucester
Eastern Camden County Regional School District	Camden
Egg Harbor City	Atlantic

Egg Harbor Township	Atlantic
Elk Township	Gloucester
Elmer Borough	Salem
Folsom Borough	Atlantic
Franklin Township BOE	Gloucester
Galloway Township	Atlantic
Glassboro Borough	Gloucester
Gloucester County Buildings and Grounds	Gloucester
Gloucester County Improvement Authority	Gloucester
Gloucester County Library	Gloucester
Gloucester County Special Services School District	Gloucester
Gloucester County Utilities Authority	Gloucester
Gloucester County Vocational-Technical School District	Gloucester
Gloucester Township	Camden
Haddon Heights Borough	Camden
Haddon Township - need signed form	Camden
Haddonfield Borough	Camden
Hamilton Township	Atlantic
Hamilton Township MUA	Atlantic
Laurel Springs Borough	Camden
Lindenwold Borough	Camden
Lindenwold Fire District No. #1	Camden
Lindenwold Fire District No. #2	Camden
Lindenwold Fire District No. #3	Camden
Longport Borough	Atlantic
Lower Township	Cape May
Magnolia BOE	Camden
Magnolia Borough	Camden
Margate City	Atlantic
Merchantville BOE	Camden
Merchantville Borough	Camden
Monroe Township	Gloucester
Mount Ephraim Public Schools	Camden
Mullica Township	Atlantic
National Park Borough	Gloucester
Northfield City	Atlantic
Ocean City	Cape May
Oldmans Township	Salem
Paulsboro Borough	Gloucester
Penns Grove Borough	Salem
Pennsauken BOE	Camden
Pennsauken Township	Camden
Pennsville Sewerage Authority	Salem
Pennsville Township	Salem

Pine Hill Borough	Camden
Pittsgrove Township	Salem
Pleasantville City	Atlantic
Rowan College at Gloucester County	Gloucester
Salem County	Salem
Salem County Special Services School District	Salem
Salem County Vocational School	Salem
Sea Isle City	Cape May
Somers Point	Atlantic
Stone Harbor	Cape May
Stratford Borough	Camden
Swedesboro Borough	Gloucester
Ventnor City	Atlantic
Vineland City	Cumberland
Voorhees Township	Camden
Washington Township MUA	Gloucester
West Cape May	Cape May
West Deptford Township	Gloucester
Wildwood City	Cape May
Wildwood Crest	Cape May
Winslow Township Fire Department	Camden
Woodbury City	Gloucester
Woodbury Heights Borough	Gloucester
Woodlynne BOE	Camden
Woodstown Borough	Salem
Woodstown Sewerage Authority	Salem

**Service Period:**

Service Start: December 2019 (begins with each account’s meter read after November 30, 2019)

Service End: November 30, 2022

Term of Service: 36 months

**Bid Pricing:**

The County selected the Firm, Fixed All Inclusive Pricing:

Utility	Rate Code	Bid Lot	Term (Months)	Bid Price	Awarded Supplier
PSE&G	GSG/LVG	1C	36	\$5.128/dth	Direct Energy
PSE&G – CMCUA	CCMUA	2C	36	\$3.992/dth	UGI Energy Services
South Jersey Gas	GS	3C	36	\$4.176/dth	UGI Energy Services
South Jersey Gas	GSG-LV/NVG	4C	36	\$4.157/dth	Direct Energy
South Jersey Gas	CTS	5C	36	\$4.385/dth	UGI Energy Services

**Billing and Payment Terms:**

Each participating Member shall receive a monthly invoice for natural gas supply service for each of its accounts through (i) a single bill from the Natural Gas Utility Company (i.e. PSE&G, South Jersey Gas Company) for Full Requirements Service and Delivery & Transportation service (i.e. consolidated billing), or (ii) dual billing where the Delivery & Transportation services to the Facilities provided by the applicable local Natural Gas Utility Company shall be billed by the Natural Gas Utility Company and the Full Requirements Services shall be billed separately by the Supplier. The Participant will be able to choose the option that is best suited for their needs and the Supplier must be able to provide the option chosen. If no option is chosen, Participant will default to consolidated billing. If an individual account(s) is rejected by the Natural Gas Utility Company as ineligible for consolidated billing it shall be enrolled and billed on a dual billing basis. Billing for each SJPC Participant shall be based upon the applicable Natural Gas Utility Company's meter readings by location.

Your respective utility will continue to provide safe and adequate service to include the delivery and distribution of the natural gas. The utility is responsible for maintaining the existing network of underground pipes that make up the delivery system, which will serve all consumers, regardless of whom they choose to purchase their natural gas supply.

Invoice payment terms are 60 days from receipt of invoice. However, P.L. 2018, c. 127 establishes a prompt payment requirement for most goods and services contracts awarded under the Local Public Contracts Law and Public School Contracts Law. The law applies to goods and services contracts awarded on or after February 1, 2019 regardless of dollar amount. For further details on the new law and to review Local Finance Notice 2019-02, please visit:

[https://url.emailprotection.link/?bFblgWGz72bvq7mXo96AJ8RaI0laG1wi kakDInS x9vbOXu2TAW6UhArKzRDjLcJfSeRd\\_qKnIx3cALDEhirdITWdkZD44bm34MdZ1SKLW41ZAhsfhJmISryhpMESv9w](https://url.emailprotection.link/?bFblgWGz72bvq7mXo96AJ8RaI0laG1wi kakDInS x9vbOXu2TAW6UhArKzRDjLcJfSeRd_qKnIx3cALDEhirdITWdkZD44bm34MdZ1SKLW41ZAhsfhJmISryhpMESv9w).

**Next Steps:**

You will receive a notification from your Natural Gas Utility Company in November 2019 of the enrollment of your natural gas accounts by the above-identified supplier(s) for a start service concurrent with the December 2019 meter read dates. Attached, please find a copy of the Natural Gas Resolution awarded by Camden County, once the fully executed Natural Gas Supply Service Agreements between Camden County and the awarded Suppliers are available, copies will be forwarded for your files. It is recommended that each participating member pass a confirming resolution acknowledging the award of the contract. Said resolution should include the supplier, price(s), and term.

**Ongoing Contract Support:**

Throughout the term of this contract, you may contact Tara Pasca, at Concord Energy Services for assistance with contract questions, billing issues and/or general energy related questions. Tara can be reached at (856) 427-0200 x 171 or via email at [tpasca@concord-engineering.com](mailto:tpasca@concord-engineering.com).

Thank you and best regards,

*Anna Marie Wright, QPA*

Anna Marie Wright, QPA

**Attachments:**

1. Natural Gas Resolution
2. Account Listing