

SIGNATURE PAGE
CC-4-2025

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: Steven Gabel
(PRINT)

Signature:  10/28/24
(DATE)

Address: 417 Denison Street
Highland Park, NJ 08904

Telephone No.: (732) 296- 0770

Fax No.: (732) 296-0799

E-Mail Address: steven.gabel@gabelassociates.com

***** (This should be the email where Contracts would be sent) *****

Contact Person: Steven Gabel

FEIN: 
(Federal Employee ID)

BRC: 
(Business Registration Certificate)

(Revised 2/2017)

Our price proposal for consulting fees applies to the implementation of our on-line bidding platform. Specifically, our fee is structured in a manner that assures Monmouth County will not make any direct, up-front consulting services payments to Gabel Associates. Rather, Gabel Associates proposes to be compensated via an energy agent fee that will be collected and paid by the winning third party electric supplier over the term of the contract.

More specifically, Gabel Associates proposes that the Request for Bids for Electric and Natural Gas Supply Service include a requirement that bid prices must include an energy agent fee (\$/kilowatt hour or \$/dekatherm), which would be payable by the selected supplier, and which would presumably be subsumed within the bidders' bid prices. The winning supplier will invoice participants 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 (please also see **Attachment 12**):

Electricity Procurement Fee: \$0.00085/kilowatt hour

Natural Gas Procurement Fee: \$0.16/dekatherm

While we are requesting a modest increase in our fees, please note that the same fee levels were previously held in place with the County since 2016. 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 (and other Counties), and over 400 school districts throughout the State in the ACES program.

D. Project Team

In order to meet the goals of the County, Gabel Associates is proposing a project team of highly experienced individuals who will be collectively committed to the County throughout its energy endeavors. Our approach is to determine the right combination of expertise and form project teams that can successfully deliver every element of the assigned tasks in a timely and efficient manner. Our multi-disciplined team brings a specialized and comprehensive skillset that can help guide the County through all energy challenges.

Although the firm does not possess all the certifications requested in the RFP, our resources have long-standing experience in supporting the exact services requested by the County -- including our current work for the County. We have served many governmental entities for over 30 years and our