

RESOLUTION NO. 2017-91

A RESOLUTION AUTHORIZING THE ISSUANCE OF A CONTRACT TO SOUTH JERSEY ENERGY COMPANY, MT. LAUREL, NJ FOR NATURAL GAS SUPPLY SERVICE FOR CITY BUILDINGS THROUGH THE SOUTH JERSEY POWER COOPERATIVE.

WHEREAS, the County of Camden, as the Lead Agency for the South Jersey Power Cooperative (SJPC), has advertised for bids and received bids on behalf of all participating contracting units in the Cooperative for Supply and Delivery of Natural Gas; and

WHEREAS, the County of Camden has reviewed received bids and has awarded a contract to South Jersey Energy Company, Mt. Laurel, NJ, at a cost of \$4.9598 per dekatherm, upon mutual agreement of the parties; and

WHEREAS, the City of Vineland desires to enter into an agreement with South Jersey Energy Company for Natural Gas Supply Service for City Buildings under the SJPC contract awarded by the County of Camden, for a contract period of December 1, 2016 to November 30, 2019, at a cost of \$4.9598 per dekatherm upon mutual agreement of the parties; and

WHEREAS, the City Comptroller has certified the availability of funds for the contract to be awarded herein;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF VINELAND, as follows:

1. THAT the Mayor and City Clerk are hereby authorized to execute an agreement with South Jersey Energy Company, Mt. Laurel, NJ for Natural Gas Supply Service for City Buildings, for a contract period of December 1, 2016 to November 30, 2019, at a cost of \$4.9598 per dekatherm, as conditioned in N.J.S.A. 40A:11-15 and upon mutual agreement of the parties based upon the contract awarded by the County of Camden under South Jersey Power Cooperative.

2. THAT the Purchasing Agent be and the same is hereby authorized and directed to issue a purchase order contract to South Jersey Energy Company for Natural Gas Supply Service for City Buildings, as stated above.

Adopted:

\_\_\_\_\_  
President of Council

ATTEST:

\_\_\_\_\_  
City Clerk

RECEIVED

JAN 23 2017

CITY OF VINELAND  
BUSINESS ADMIN.

**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS  
UNDER 40A:11-5 EXCEPTIONS  
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

January 23, 2017

(DATE)

1. Service (detailed description): SJPC Natural Gas Supply Service for City Buildings

2. Amount to be Awarded: \$ 4.9598 per dekatherm

- Encumber Total Award
- Encumber by Supplemental Release

3. Amount Budgeted: \$ \_\_\_\_\_

4. Budgeted: By Ordinance No. \_\_\_\_\_  
Or Grant: Title & Year \_\_\_\_\_

5. \*\*Account Number to be Charged: \_\_\_\_\_

6. Contract Period: December 1, 2016 to November 30, 2019

7. Date To Be Awarded: February 14, 2017

8. Recommended Vendor and Address: South Jersey Energy Company  
1317 Route 73 North, Suite 206, Mt. Laurel, NJ 08054

9. Justification for Vendor Recommendation:(attach additional information for Council review)  
City of Vineland is a participating member of the South Jersey Power Cooperative and the lead agency awarded a contract to SJ Energy under a Fair and Open process (Bid A33-16). All Bid Summary is available in the Purchasing Office for review (37 pages in all).


- Non-Fair & Open (Pay-to-Play documents required)
- Fair & Open: How was RFP advertised? \_\_\_\_\_

10. Evaluation Performed by: Miguel A. Mercado, QPA

11. Approved by: *Miguel A. Mercado*

12. Attachments:

- Awarding Proposal
- Other: \_\_\_\_\_

- Send copies to:  
Purchasing Division  
Business Administration 

\*\* If more than one account #, provide break down

To: Participating Members of the SJPC  
From: Anna Marie Wright,  
Date: September 16, 2016  
RE: ITB A33-16 Natural Gas Supply Service - Bid Summary and Results  
Cc: V. Molloy, Concord Energy Services  
K. Davis, Concord Energy Services

Camden County, as lead agency for the South Jersey Power Cooperative, is pleased to provide the following summary relative to the procurement of natural gas per ITB A33-16. As the memo below will show, significant savings have been achieved and participants are projected to save over \$544,402 annually in the aggregate.

#### Summary

Bids for retail natural gas supply service were received by Camden County via sealed bid on Tuesday, September 13, 2016. 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 either me or Concord Energy Services directly.

#### Bid Lots 1, 2, 3 & 4 - Winning Bidder, Contact Information, Service Period and Prices

Winning Bidder: South Jersey Energy Company  
1317 Route 73 North, Suite 206  
Mt. Laurel, New Jersey 08054  
Victoria Marchese, Commercial Account Manager  
Phone: (856) 505-4580, ext.6988  
Fax: (856) 608-6845  
Email: [vmarchese@sjindustries.com](mailto:vmarchese@sjindustries.com)

#### Bid Lot 5 - Winning Bidder, Contact Information, Service Period and Prices

Winning Bidder: Direct Energy Business Marketing, LLC  
194 Wood Avenue  
Iselin, NJ 08830  
Victoria Dyckman, Government Account Manager  
Phone: (732) 750-7360  
Fax: (866) 578-3590  
Email: [victoria.dyckman@directenergy.com](mailto:victoria.dyckman@directenergy.com)

SJPC Consultant: Concord Energy Services  
 520 South Burnt Mill Road Voorhees, NJ 08043  
 Vicki Molloy, CEP  
 Phone: 856-427-0200  
 Fax: 856.427.6529  
[vmolloy@concord-engineering.com](mailto:vmolloy@concord-engineering.com)

Service Period:

Service Start: First meter read after November 30, 2016  
 Service End: November 2017 (ends with each account's December's 2017 meter read date)  
 Term of Service: 12 months

Bid Pricing:

Firm, Fixed Pricing

Bid Lot	Utility	Rate Code	Term (months)	Awarded Supplier	Bid Price \$/Dth
1	PSEG	GSG/LVG	12	South Jersey Energy	\$5.8156
2	SJG	GSG/GSG-FT	12	South Jersey Energy	\$4.9598
3	SJG	GSG-LV/NGV	12	South Jersey Energy	\$4.4213
4	SJG	CTS	12	South Jersey Energy	\$4.0002
5	PSEG	CCMUA Accts	12	Direct Energy	\$4.5700

Projected Savings by County and its Participants:

Atlantic County	\$ 131,960
Camden County	\$151,371
Cape May County	\$94,136
Cumberland County	\$13,347
Gloucester County	\$131,143
Salem County	\$22,716
Total	\$544,403

A Projected Savings Report to include Participating Entities and their respective accounts is attached.

**Billing and Payment Terms:**

Each Participating Entity shall receive a separate monthly bill from the awarded supplier for the natural gas supply. Billing for each SJPC Member shall be based upon the applicable Local Distribution Company's (utility) meter readings by location.

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

Invoice payment terms are 20 days.

**Next Steps:**

Attached, please find a copy of the Natural Gas Supply Agreement between the County of Camden and the winning supplier(s) (South Jersey Energy Company and Direct Energy Business Marketing, LLC). It is recommended that each participating entity pass a confirming resolution acknowledging the award of the contract. The resolution should include the awarded supplier, bid prices, and term.

**Ongoing Contract Support**

Throughout the term of this contract, you may contact Kristin Davis, Energy Analyst at Concord Energy Services for assistance with contract questions, billing issues and/or general energy related questions. Kristin can be reached at T: 856-427-0200 x 186 or via email at [kdavis@concord-engineering.com](mailto:kdavis@concord-engineering.com).

**Attachments:**

1. Appendix B – Natural Gas Supply Service Agreement(s)
2. Participant and Account Overview