

On Jan 15, 2025, at 11:17 AM, James Hodson <jim@hodsons.me> wrote:

Nate,

Thanks for meeting with us impromptu yesterday. As promised, the following is the documentation of the selection process for your records.

The Energy committee members reached out through their networks to identify possible entities or consultants that can meet the following requirement:

- a. Technical knowledge necessary to assess energy generation, heating and cooling, and site potential assessment
- b. Regulatory knowledge to determine generation uses and limits as well as IRA understanding and detailed VT Act 179 knowledge
- c. Financial knowledge to package solutions into possible options including direct purchase, green loan, lease, lease to own
- d. Financial network to solicit investment for applicable options.
- e. Can work within our budget & has no conflict of interest

Honestly, for such a limited budget there were not many that would engage nor are available given the time sensitivity of this project. Eventually we identified people with some or all of the above knowledge who were more passionate about advancing this type of project than the personal income from it, and were willing to listen. The summary of calls and live meetings are as follows:

- Nick Ponzio of Building Energy (phone interview): While interested and having the technical capabilities, (a & b) Nick felt that they would rather be positioned to bid on supplying solutions.
- Andy Shapiro (zoom call): Andy was probably the best technical candidate (a), however his knowledge of the regulatory and financial components was not as strong, nor did he express interest in the financial packaging of solutions. His rate was \$125/hr
- Jeff Forward (live meeting): Jeff has been the go-to energy guy for Richmond. While capable technically in energy generation and financial knowledge and network (a,c,d) he was not really looking for more work. He also expressed interest in investment, so to keep that path open he would be conflicted out should he work as a consultant. (d,e)
- Tim Post (phone and live): Tim has demonstrated real world experience in all aspects of our needs. (a,b,c,d). In addition, Tim is starting a new energy consulting business as a result of the impact of ACT 179 having previously worked for a solar provider in the area for 13 years. His rate is \$100/hr. That said, he wants to build reputation and was willing to cap fees at the \$4000 budget established through the MERP grant, in exchange for the opportunity to work as a facilitator of any deal or project that emerges from this CEC project. He will assume the risk of any income over the cap if the project does not ultimately move forward. His remaining fees would be packaged into a subsequent directly related project and as such would have tax advantages to the town in the Direct Pay model. In an effort to keep this as simple as possible, we collectively proposed using a simple contract for the consulting analysis phase, and separately execute a non-binding MOU that would cover a project moving forward, should it be decided by the selectboard to move forward.

At the last CEC meeting, a motion was passed to pursue Tim Post.

We would welcome the opportunity to bring the full selectboard up to speed at the meeting on the 27th as mentioned by Jim Faulkner and field any questions. Unless there is particular guidance you can suggest, we would present something similar to what we showed you late last year. To the degree we can engage Tim prior or have his attendance at that meeting, I feel it would be advantageous if possible. LMK if we need to fill out another meeting agenda request or if the last one still is ok. We expect the contract any day now for review and will pass it along.

Thanks for your help. We understand you have quite a bit on your plate at the moment and will do what we can to limit any time consuming requests until you can come up for air.

Deirdre/Wolfgang – Please chime in if I missed or incorrectly stated something.

Be well,
Jim