

UTILIZATION PLAN

The Utilization Plan and Letter of Intent must be sealed and submitted separately.

Integrus Energy Services, Inc.

(Vendor) submits the following Utilization Plan as part

of our bid or offer in accordance with the requirements of the BEP Program Status and Participation section of the solicitation for **STATEWIDE ELECTRICITY SERVICES**, Illinois Procurement Bulletin

Reference Number **22034438**. We understand that all subcontractors must be certified with the CMS BEP Program at the time of submission of all bids and offers. **We understand that compliance with this section is an essential part of this contract and that the Utilization Plan will become a part of the contract, if awarded.**

Vendor makes the following assurance and agrees to include the assurance in each agreement, subcontract and purchase order with a subcontractor or supplier utilized on this contract: We shall not discriminate on the basis of race, color, national origin, sexual orientation or sex in the performance of this contract. Failure to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy, as the Agency/University deems appropriate.

Vendor submits the following statement:

- Vendor is a BEP certified firm and plans to fully meet the goal through self-performance.
- Vendor has identified BEP certified subcontractor(s) to fully meet the established goal and submits the attached executed Letter(s) of Intent; or
- Vendor has made good faith efforts towards meeting the entire goal, or a portion of the goal, and hereby requests a waiver (complete checklist below).

Vendor's person responsible for compliance with this BEP goal:

Name: **KIRSTEN YOUNG**

Title: **DIRECTOR OF REGIONAL SALES**

Telephone: **312-681-1805**

Email: **KYoung@IntegrusEnergy.com**

DEMONSTRATION OF GOOD FAITH EFFORTS TO ACHIEVE GOAL AND REQUEST FOR WAIVER

If the BEP participation goal was not achieved, the Good Faith Efforts Procedures and Guidelines outlined in Section 6 will be used to evaluate submitted utilization plans. Vendors providing Good Faith Effort documentation and request for waiver must complete and submit the Good Faith Effort Contact Log with the bid or offer. Failure to submit Good Faith Effort documentation in its entirety shall render Vendor's bid or offer non-responsive or not responsible and cause it to be rejected or render Vendor ineligible for contract award.

Below is a checklist of actions that will be used to evaluate a Vendor's Demonstration of Good Faith Efforts and Request for Waiver. **Please check the actions which you completed.** If any of the following actions are not completed, please attach a detailed written explanation indicating why such action was not completed. If any other efforts were made to obtain BEP participation in addition to the items listed below, attach a detailed description of such efforts.

- Utilize the SellIllinois website: www2.illinois.gov/cms/business to identify BEP certified vendors within the respective commodity/service codes denoted above and at a minimum email all listed vendors and solicit quotes from all vendors who express an interest via follow-up emails or telephone calls.

- Solicit through all reasonable and available means (e.g., attendance at a vendor conference, advertising and/or written notices) the interest of BEP certified vendors that have the capability to perform the work of the contract. Vendor must solicit this interest within sufficient time to allow the BEP certified vendors to respond to the solicitation. Vendor must determine with certainty if the BEP certified vendors are interested by taking appropriate steps to follow up initial solicitations and encourage them to submit a bid or proposal. Vendor must provide interested BEP certified vendors with adequate information about the plans, specifications, and requirements of the contract in a timely manner to assist them in responding promptly to the solicitation.
- Select portions of the work to be performed by BEP certified vendors in order to increase the likelihood that the goal will be achieved. This includes, where appropriate, breaking out contract work items into economically feasible units to facilitate BEP certified vendor participation, even when Vendor might otherwise prefer to perform these work items with its own forces.
- Make a portion of the work available to BEP certified vendors and selecting those portions of the work or material needs consistent with their availability, so as to facilitate BEP certified vendor participation.
- Negotiate in good faith with interested BEP certified vendors. Evidence of such negotiation must include the names, addresses, email addresses, and telephone numbers of BEP certified vendors that were considered; a description of the information provided regarding the plans and specifications for the work selected for subcontracting and evidence as to why additional agreements could not be reached for BEP certified vendors to perform the work. A Vendor using good business judgment may consider a number of factors in negotiating with BEP certified vendors and may take a firm's price and capabilities into consideration. The fact that there may be some additional costs involved in finding and using BEP certified vendors may not be in itself sufficient reason for a Vendor's failure to meet the goal, as long as such costs are reasonable. Vendors are not required to accept higher quotes from BEP certified vendors if the price difference is excessive or unreasonable.
- Thoroughly investigate the capabilities of BEP certified vendors and not reject them as unqualified without documented reasons. The BEP certified vendor's memberships in specific groups, organizations, or associations and political or social affiliations are not legitimate causes for the rejection or non-solicitation of bids and proposals in Vendor's efforts to meet the goal.
- Make efforts to assist interested BEP certified vendors in obtaining lines of credit or insurance as required by the Agency/University.
- Make efforts to assist interested BEP certified vendors in obtaining necessary equipment, supplies, materials, or related assistance or services.

LETTER OF INTENT

original

BUSINESS ENTERPRISE PROGRAM OR VETERAN SMALL BUSINESS

Instructions: The Prime Vendor is required to submit a separate, signed Letter of Intent (LOI) from each BEP/VSB certified vendor. LOIs must be submitted with the bid/offer and must be signed by both parties. The Prime Vendor shall not prohibit or otherwise limit the BEP/VSB certified vendor(s) from providing subcontractor quotes to other potential bidders/vendors. Each LOI must include the negotiated contract percentage, a detailed scope of work to be performed by each identified BEP/VSB certified vendor and the amount of the subcontract, if known. All LOI's shall be subject to Agency approval. Any changes involving or affecting the identified BEP/VSB certified vendor may not be permitted without written approval of the procuring Agency.

Project Name: STATEWIDE ELECTRICITY SERVICES Project/Solicitation Number: 22034438

Name of Prime Vendor: Integrys Energy Services, Inc. BEP/VSB Compliance Contact: Raymond SWEENEY

Address: 1716 LAWRENCE DRIVE

City: DE PERE State: WISCONSIN Zip Code: 54115

Telephone: 920-617-6147 Fax: 920-617-6070 Email: RFSWEENEY@INTEGRYSENERGY.COM

Name of Certified [X] BEP or [] VSB Vendor: RLD RESOURCES, LLC.

Address: 333 N MICHIGAN AVE, SUITE 1810 BEP/VSB Compliance Contact: RICHARD DENT

City: CHICAGO State: IL Zip Code: 60601

Telephone: 312-795-0798 Fax: 800-282-6415 Email: RDENT@RLDRESOURCES.COM

Type of agreement: [] Services [X] Supplies [] Both Services/Supplies

Anticipated start date of the Certified BEP/VSB Vendor: JANUARY, 2015

Proposed 15 % of Contract to be performed by the BEP/VSB Vendor.

Proposed Subcontract Amount, if known \$ TBD

NOTE: The Prime Vendor must indicate the percentage of the estimated contract award that will be subcontracted to the certified BEP/VSB Vendor.

Detailed description of work to be performed or goods/equipment to be provided by the BEP/VSB Vendor:

TO PROVIDE THE ABOVE PERCENTAGE OF THE ELECTRICITY SUPPLY COMPONENT TO THE PRIME VENDOR WHICH WILL BE PROVIDED BY PRIME VENDOR TO THE STATE OF ILLINOIS FACILITIES. FIFTEEN PERCENT OF THE VOLUME OF THE ELECTRICITY COMPONENT.

The Vendor and the certified vendor above hereby agree that upon the execution of a contract for the above-named project between the Vendor and the State of Illinois, the Certified [X] BEP [] VSB Vendor will perform the scope of work for the amount/percentage as indicated above.

Vendor (Company Name and D/B/A): Signature: Joel H. Jansen

Print Name: Joel H. Jansen

Title: VP

Date: 10/13/2014

Certified BEP/VSB Vendor (Company Name and D/B/A): Signature: Richard H. Dent

Print Name: Richard H. Dent

Title: President/CEO

Date: 10/14/2014

LETTER OF INTENT

BUSINESS ENTERPRISE PROGRAM OR VETERAN SMALL BUSINESS

ORIGINAL

Instructions: The Prime Vendor is required to submit a separate, signed Letter of Intent (LOI) from each BEP/VSB certified vendor. LOIs must be submitted with the bid/offer and must be signed by both parties. The Prime Vendor shall not prohibit or otherwise limit the BEP/VSB certified vendor(s) from providing subcontractor quotes to other potential bidders/vendors. Each LOI must include the negotiated contract percentage, a detailed scope of work to be performed by each identified BEP/VSB certified vendor and the amount of the subcontract, if known. All LOI's shall be subject to Agency approval. Any changes involving or affecting the identified BEP/VSB certified vendor may not be permitted without written approval of the procuring Agency.

Project Name: STATEWIDE ELECTRICITY SERVICES Project/Solicitation Number: 22034438

Name of Prime Vendor: Integrys Energy Services, Inc. BEP/VSB Compliance Contact: Raymond Suenwen

Address: 1716 LAWRENCE DRIVE

City: DE PERE State: WISCONSIN Zip Code: 54115

Telephone: 920-617-6147 Fax: 920-617-6070 Email: RS.SUENWEN@INTEGRYSENERGY.COM

Name of Certified BEP or VSB Vendor: BECOM ENERGY, INC

Address: 4320 WINFIELD ROAD, SUITE 200 BEP/VSB Compliance Contact: JEAN BECOM

City: WARRENVILLE State: IL Zip Code: 60555

Telephone: 708-689-1010 Fax: 708-406-1597 Email: JEAN@BECOMENERGY.COM

Type of agreement: Services Supplies Both Services/Supplies

Anticipated start date of the Certified BEP/VSB Vendor: JANUARY 2015

Proposed 5 % of Contract to be performed by the BEP/VSB Vendor.

Proposed Subcontract Amount, if known \$ TBD

NOTE: The Prime Vendor must indicate the percentage of the estimated contract award that will be subcontracted to the certified BEP/VSB Vendor.

Detailed description of work to be performed or goods/equipment to be provided by the BEP/VSB Vendor:

TO PROVIDE THE ABOVE PERCENTAGE OF THE ELECTRICITY SUPPLY COMPONENT TO THE PRIME VENDOR WHICH WILL BE PROVIDED BY PRIME VENDOR TO THE STATE OF ILLINOIS FACILITIES. FIVE PERCENT OF THE VOLUME OF THE ELECTRICITY COMPONENT.

The Vendor and the certified vendor above hereby agree that upon the execution of a contract for the above-named project between the Vendor and the State of Illinois, the Certified BEP VSB Vendor will perform the scope of work for the amount/percentage as indicated above.

Vendor (Company Name and D/B/A):

Signature: Joel H. Jansen

Print Name: Joel H. Jansen

Title: VP

Date: 10/13/2014

Certified BEP/VSB Vendor (Company Name and D/B/A):

Signature: Jean Beacom

Print Name: Jean Beacom

Title: President

Date: 10/14/2014