CAK
Akron-Canton Airport

REQUEST FOR QUALIFICATIONS (RFQ) FOR ELECTRICITY & NATURAL GAS BROKERAGE SERVICES

1. Introduction & Objective

The **Akron – Canton Regional Airport Authority** is seeking requests of qualifications from licensed and experienced electricity & natural gas brokers. The selected broker will assist in developing risk management strategies, analyzing market trends, and procuring electricity and natural gas suppliers to optimize energy costs. The Airport's natural gas contract expires in February 2027. The Airport's electricity contract expires in December 2029. A summary of historical usage has been included as EXHIBIT 1 to this Request for Qualifications.

2. Scope of Services

The qualified broker will be expected to perform the following duties:

- **Market Analysis:** Provide routine market intelligence, price forecasting, and regulatory updates.
- **Procurement Management:** Prepare Requests for Proposals (RFPs), solicit bids from certified suppliers, and analyze contract terms. Ensure suppliers selected provide best possible rebates as applicable from but not limited to federal and state governments, and the Public Utilities Commission of Ohio (PUCO).
- **Risk Management:** Develop customized hedging strategies and fixed/index pricing models.
- **Account Auditing:** Review utility bills and supplier invoices to ensure billing accuracy.

3. Minimum Requirements

Respondents must meet the following baseline criteria to be considered:

- Active brokerage license/registration with the Public Utility Commission of Ohio (PUCO).
- Minimum of 5 years of continuous operation in commercial natural gas brokerage.
- Minimum of 5 years of continuous operation in commercial electricity brokerage.
- Maintaining a minimum of $1,000,000 in Professional Liability/Errors and Omissions insurance.

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4. Submission Requirements

Interested parties must submit a proposal containing the following sections:

Firm Profile & Experience

- Company history, ownership structure, and office locations.
- Number of commercial/industrial clients currently managed.
- Total annual volume (Mcf, MMBtu or Dth) managed by the firm.
- Total annual volume (Kwh) managed by the firm.

Qualifications of Key Personnel

- Resumes of the specific account managers assigned to this account.
- Relevant industry certifications or advanced degrees.

Methodology & Approach

- Explanation of your procurement process and supplier negotiation tactics.
- Description of proprietary tools used for market tracking and data analysis.

Fee Structure

- Clearly define how your firm is compensated (e.g., volumetric fee added to the supplier rate, flat monthly fee, or hourly consulting rates).

References

- Provide contact information for a minimum of 3 current commercial or institutional clients with similar load profiles.

5. Evaluation Criteria

Submissions will be evaluated based on the following weighted scale:

- **30%** – Firm experience and stability
- **30%** – Technical approach and risk management strategies
- **20%** – Qualifications of assigned personnel
- **20%** – Fee transparency and competitiveness

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6. **Timeline**

- **RFQ Issuance Date:** 10/28/2026
- **Questions Due:** 11/11/2026
- **Submission Deadline:** 11/16/2026
- **Target Selection Date:** 11/20/2026
- **All correspondence can be addressed to James Krum, VP of Finance & Administration via email at** jkrum@akroncantonairport.com

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EXHIBIT 1

Historical Utility Usage

Akron - Canton Regional Airport Authority
Historical Utility Usage 2022 - 2026 YTD
(updated October 02, 2026)

Historical Natural Gas Usage in MCFs

Area	2022	2023	2024	2025	2026 YTD		Average per Year	Current Rate per MCF
Airport Terminal	12,401.6	12,267.4	11,196.7	13,245.7	9,433.7	1	12,277.9	$3.41
Airport Non Terminal	6,049.1	5,728.0	4,653.5	6,038.9	4,482.5	2	5,617.4	
Total	**18,450.7**	**17,995.4**	**15,850.2**	**19,284.6**	**13,916.2**		**17,895.2**	

Historical Electricity Usage in Kwh

Area	2022	2023	2024	2025	2026 YTD		Average per Year	Current Rate per Kwh
Airport Terminal	4,755,736	4,796,146	5,102,290	4,984,939	3,475,106	3	4,909,778	$0.0490
Airport Non Terminal	797,279	706,225	690,758	688,902	552,840	3	720,791	
Total	**5,553,015**	**5,502,371**	**5,793,048**	**5,673,841**	**4,027,946**		**5,630,569**	

1 Natural Gas Usage through July 2026
2 Natural Gas Usage through August 2026
3 Electricity Usage through August 2026