

Lake State Labs LLC - Ann Arbor VPP Pilot

Affirmation Statement

9/15/2025

This statement serves as formal confirmation from Richard Boehnke at Lake State Labs LLC that he has reviewed and fully understands the scope of work of the Virtual Power Plant (VPP) project in the City's Bryant neighborhood for the Sustainable Energy Utility (SEU). Lake State Labs LLC hereby certifies our capacity and commitment to complete all tasks outlined in the scope of work by the stipulated deadline of October 31, 2026.

Lake State Labs LLC is fully aware of the project's requirements, including the deep collaboration with the City's Sustainable Energy Utility and Office of Sustainability and Innovations, and compliance with all grant requirements from the State of Michigan.

Lake State Labs LLC has the requisite expertise in virtual power plant development, implementation, project management, and utility market advisory services to successfully execute all required tasks, including:

- Defining project scope, milestones, and timelines.
- Providing expert advisory services on VPP best practices, value propositions, and location analysis.
- Generating technical specifications and program design documentation.
- Developing measurement, verification, and valuation requirements.
- Leading project management, including subcontractor and vendor procurement.
- Supporting communications and negotiations with key stakeholders.

Lake State Labs LLC is confident in our ability to deliver the project in a timely and efficient manner and looks forward to the opportunity to partner with the City of Ann Arbor on this innovative initiative.

Lake State Labs LLC confirms the firm is aware of and certifies that it will meet the minimum insurance requirements of the City of Ann Arbor upon contract signature.

Should you require any additional information or clarification, please do not hesitate to contact us.

Sincerely,

Richard Boehnke
Lake State Labs LLC