

ESMEC

Eastern Shore of Maryland Educational Consortium

ENERGY TRUST

202 Chesterfield Avenue • Centreville, MD 21617 • (P) 410-758-2403, ext. 132 • (F) 410-758-0046 • E-Mail: consor@qacps.k12.md.us

Mark E. Miller, C.P.M., Chairman
Milton E. Nagel, C.P.A., Vice Chairman
R. Allan Gorsuch, Ed.D., Manager

PRESS RELEASE

Contact: R. Allan Gorsuch, Ed.D.
Phone: (410) 758-2403, ext. 132

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SHORE EDUCATIONAL ENERGY TRUST REACHES 1.7 MILLION DOLLARS IN SAVINGS

Centreville, MD (September 17, 2003). The Eastern Shore of Maryland Educational Consortium ("ESMEC") Energy Trust has completed a new round of competitive pricing on the supply of electricity for its members, adding **\$775,000.00** in total projected savings for participating organizations through June 1, 2004.

Participants in the ESMEC Energy Trust include the nine Eastern Shore of Maryland boards of education, Chesapeake Community College, Wor-Wic Community College, and the county governments of Caroline, Cecil, Dorchester, and Queen Anne's.

Since the fall of 2001, the ESMEC Energy Trust has booked over **\$1,700,000.00** in projected reductions in members' electricity bills.

"Prices in regional electricity markets decreased unexpectedly during August and we were ready to place our accounts again after having been out of the market for a few months," said Dr. R. Allan Gorsuch, ESMEC Energy Trust Manager. "We are very pleased that we could take advantage of lower retail prices and help our members achieve substantial savings on their electricity bills," continued Gorsuch.

As a result of recent placements, a total of 393 electricity accounts are being transferred from Conectiv Power Delivery Standard Offer Service to an alternate electricity supplier. "This represents an average saving of almost \$2,000 per electric account over an eight-month period," said David Downes, Energy Consultant for the Energy Trust. "The newest member of the Trust realized a return of over \$64,000.00 above their membership fees. These savings are especially important at a time when governmental budgets are severely constrained," continued Downes.

Many of the accounts that were recently priced had previously been placed with one or more alternate electricity suppliers during the history of the energy trust program. "The turnover of accounts from third-party suppliers to Conectiv's Standard Offer Service and then back to third-party supply demonstrates that opportunities exist to actively manage the electric power supply of our facilities rather than just accept standard service at the regulated rate," said Gorsuch. "We expect more such savings opportunities in the future as electric accounts are continuously offered to competitive suppliers for favorable pricing."

The Eastern Shore Educational Consortium (ESMEC) was formed in 1986 as a cooperative administrative entity for the purpose of facilitating and administering cooperative and joint programs by and between the boards of education of the nine counties located on the Eastern Shore of Maryland, namely: Caroline, Cecil, Dorchester, Kent, Queen Anne's, Talbot, Somerset, Wicomico and Worcester.

The ESMEC Energy Trust was established under a Trust Agreement dated May 21, 2001 for the cooperative procurement of electricity, fuels and related services on behalf of the Energy Trust participants. A stated purpose under the Trust Agreement provides:

“...the Founding Boards of Education wish to take advantage of the deregulated electricity marketplace...by establishing the ESMEC Energy Trust as a Maryland trust for the purposes of considering, promoting, facilitating, coordinating and administering the collective procurement of electricity, fuels and related services for the Founding Boards of Education and Participants...”.

The ESMEC Energy Trust is registered with the Maryland Public Service Commission as a licensed electricity broker.

Participation in the Energy Trust is open to governmental entities with an interest in the collective procurement of electricity, fuels and related services for their own benefit/use, including boards of education; county and municipal governments; community colleges; other public entities and certain nonprofit or non-stock corporations. Current participants other than the nine county boards of education include Caroline County Government, Cecil County Government, Dorchester County Government, Queen Anne's County Government, Wor-Wic Community College and Chesapeake College.

For more information about the energy trust or to seek participation in the energy trust, contact: Dr. R. Allan Gorsuch, Manager, ESMEC Energy Trust, Eastern Shore of Maryland Educational Consortium, 202 Chesterfield Avenue, Centreville, Maryland 21617. Phone: 410-758-2403, ext. 132, Fax: 410-758-0046. E-mail: consor@qacps.k12.md.us. Web address: www.esmec.org.