

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

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

**April 14, 2004
MINUTES**

- I. Call to Order and Quorum** – A quorum was established by Chairman Mark Miller. Present were: Charles Connolly, Tony, Cucina, Laurie Dale, Kelly Wood, Robin Landgraf, Gary McCabe, Vicki Miller, Fay Miller, Mike Spears, and Erin Thornton.
- Also present: Allan Gorsuch, Manager, Allison Canada, representing Wor-Wic Community College, Vivian Anders representing Caroline County Government, and Frank Adams with Somerset County Commissioners.
- II. Approval of Minutes** – Upon a motion by Gary McCabe, seconded by Charles Connolly, the February 11th minutes were unanimously approved.
- III. Finance Report** - Robin Landgraf handed out and reviewed the financial information.
- IV. Energy Services Companies** - Discussion ensued regarding ESCO's that meet the state requirements/approved by the Department of General Services. Allan Gorsuch reviewed a letter from Pepco, who has been approved. It was suggested rather than form a sub committee to review these companies, to have the companies come in and let everyone hear what they have to say. Allan Gorsuch will work on organizing these 1/2 hour presentations at the June meeting. It was also suggested to bring in the facilities people from each of the counties.
- V. i360** - Robin Landgraf gave brief update on their services and explained that they have gotten nowhere with this in as far as electricity is concerned. Explained that Queen Anne's County Board is looking at Office Dept and Xerox and will be able to share how this works.
- VI. Communications** - Allan Gorsuch welcomed Mike Spears as new Trustee representing county government participants.

Allan Gorsuch touched on CQI keeping him informed of things and also that Chip MacLeod has been keeping him up to date on the industry.

Allan Gorsuch advised he had discussed reverse auction with Dave Downes at length and it remains to be seen how this is considered a savings.

Clipper Wind Power - Allan Gorsuch discussed the letter briefly and advised they were interested in selling the Trust Green Power.

Allan Gorsuch advised that in regards to the meeting being held by BGE, decided not to be there. The Trust isn't selling anything and advised that information about the Trust has been sent to people on the shore (i.e., Nancy Grasmick, Shore Legislatures) and is starting to hear some positive feedback.

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VII. Budget - Allan Gorsuch reviewed the Proposed Operating Budget for FY 2005. Upon a motion by Charles Connolly and seconded by Gary McCabe, the budget was unanimously approved. Robin Landgraf also accepted Queen Anne's County being the Fiscal Agent for 2004-2005. All were in favor.

Allan Gorsuch advised he would be sending out invoices to be paid before mid summer.

VIII. Marketing Report - A copy of the February 27, 2004 Market Report was included in packets handed out.

IX. PSC/Legislative Report - Allan Gorsuch handed out and reviewed information on legislative matters.

Two Conectiv Power letters were distributed: a copy of a letter sent to residential customers dated April 2, along with a letter dated April 5th regarding the upcoming changes to Maryland Choice and Supply Rates. Rate classifications and recommended increases for upcoming year for budgeting purposes were topics of conversation.

X. Consultants Report - Account Status - Dave Downes reviewed the rate classifications in depth and advised that local classifications do not transfer from one supplier to another.

Dave Downes explained that this is exactly the day the Trust was created for. Handed out and reviewed in depth a 14 page presentation on "A Day Long Prepared For", Retail Options After Rate Caps Expire May 31, 2004.

XI. Meeting Calendar - Allan Gorsuch advised he would draw up a calendar for approval at the May meeting. Meeting dates will go back to Thursdays.

There being no further business, the meeting was adjourned with lunch at 1:00 p.m.

The next meeting is scheduled for Wednesday, May 12, 2004 at 9:30 a.m. at the Wicomico County Board of Education.

Respectfully submitted,

R. Allan Gorsuch, Ed.D.
Manager, ESMEC Energy Trust