

**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

**February 10, 2005  
MINUTES**

- I. Call to Order and Quorum** – A quorum was established by Chairman Mark Miller. Present were: Allison Canada, Charles Connolly, Rodger Daugherty, Tom Kappra, Toni Schelts, Fay Miller, Erin Thornton, Michael Spears and Vince Tolbert.
- Also present: Gene Adkins, Allan Gorsuch, Karina Jackson and Jeff Rank.
- II. Approval of Minutes** – Upon a motion by Charles Connolly, seconded by Rodger Daugherty, the December 9, 2004 minutes were unanimously approved.
- III. Finance Report** - The Finance Report was included in the packets.
- IV. FY 2006 Draft Budget** - Upon a motion by Fay Miller, seconded by Tom Kappra the FY 2006 budget was unanimously approved as presented.
- V. Communications** -
1. Allan Gorsuch shared his conversation with Steve Myer of the Baltimore County Council Purchasing Committee, who is looking at a wholesale market approach whereby they buy electricity directly, cutting out suppliers altogether. The delivery and transmission would still be in place, but would buy right off the grid. Allan Gorsuch will continue to be part of that dialog as it may present future opportunities.
  2. UBI Field Codes - Distributed codes to be used in the South River Consulting UBI.
  3. Letter to Mark Schroeder authorizing South River Consulting to access energy service, consumption, billing information and discuss any utility related issues for participants' facilities.
- VI. Marketing Report** -
1. M.I.C.U.A. - Still interested and Allan Gorsuch offered his help.
  2. Pocomoke City Presentation - Allan Gorsuch gave a presentation to Pocomoke City. They are very much interested and may approach other municipalities in their area.
- VII. Cecil Community College Application** - Upon a motion by Tom Kappra, seconded by Fay Miller, the application for Cecil Community College was unanimously approved.

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- VIII. Revised Fee Policy** - Discussed the language added to address other publicly funded government entities within the County Government Participants and the responsibility of such groups upon that participant. Explained that the kwh for those entities will become the total kwh under the actual Participant. Allan Gorsuch will have the attorney draw up a form for these other entities to execute.
- Upon a motion by Fay Miller to adopt the proposed fee policy as submitted, seconded by Tom Kappa it was unanimously approved.
- XI. Noresco Partnership** - Allan Gorsuch distributed copies of the MOU from Noresco, LLC and asked for comments, problems, or concerns. Allan Gorsuch will review, add a 90 day out clause and add language that would allow ESMEC Energy Trust to have some control as to how the 1% reserve will be spent. He will bring back the revised MOU for final approval at the next meeting.
- X. Shore Energy Systems, Inc.** - Allan Gorsuch addressed the information in the packet on EASI and discussed in some detail their approach to savings.
- XI. Audit Report** - Not complete at this time.
- XII. PSC** - Allan Gorsuch distributed a listing of bills in connection with Public Service Commission and made reference to HB 670 and SB 39.
- XIII. Consultants Presentation** - South River Consulting - Noel Chesser, Kevin Kahoe, and Lawrence LaMotte. Overview and discussions on:
- A. Risk Management - Discussed individual needs, risk tolerance and market consideration. Discussed creating a risk management statement - go back to the Boards to get support for this.
  - B. Account Placement Update - Discussed ending of S.O.S. and how to best go forward under the new market conditions. Looked at Type II and Type III accounts in relations to S.O.S. and present market prices. Discussed strategies and risks involved. South River Consulting was asked to present the Energy Trust with options in regards to assessing savings.
  - C. UBI Status and Access - Reviewed how to access data and information that can be obtained from what has been submitted by each participant. South River will have letters and passwords ready to access the system at the March meeting.

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There being no further business, the meeting was adjourned at 1:20 p.m.

The next meeting is scheduled for Thursday, March 10, 2005 at 9:30 a.m. at the Queen Anne's County Board of Education.

Respectfully submitted,

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