

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

**March 10, 2005
MINUTES**

- I. Call to Order and Quorum** – A quorum was established by Chairman Mark Miller. Present were: Allison Canada, Charles Connolly, Tony Cucina, Rodger Daugherty, Robin Landgraf, Fay Miller, Erin Thornton, Michael Spears, Vince Tolbert, and Kelly Wood.

Also present: Allan Gorsuch, Karina Jackson and Jeff Rank.

- II. Approval of Minutes** – Upon a motion by Fay Miller, seconded by Charles Connolly, the February 10, 2005 minutes were unanimously approved.

- III. Finance Report** - Robin Landgraf presented the finance report dated 2/28/05.

- IV. Communications** - Allan Gorsuch shared the following:

1. St. Michaels letter and PSC comments.
2. Acknowledged \$500 applicant fee and \$3,000 participant fee received from Cecil Community College.
3. River Watch - Discussed SRC publication and suggested participants add link from their desktop.
4. SRC recognized three suppliers; Con Edison, Pepco and Reliant. Allan Gorsuch gave a general overview of their contracts and noted that he saw nothing out of the ordinary.
5. Berlin - Questions as to whether they will continue as utility.

- V. Noresco Partnership Agreement** - Allan Gorsuch reviewed Memorandum of Understanding between the ESMEC Energy Trust and Noresco, LLC.

David Robb gave a presentation on Performance Based Contracting Partnership. (copies of presentation distributed.)

Allan Gorsuch pointed out legislation that may become law in regards to high performance buildings and how you may have to justify sometime in the future why your project does not meet high performance standards.

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Allan Gorsuch spoke about Noresco's responsiveness to concerns of the Energy Trust and suggested to each of the participants to invite Noresco in to partner with them. David explained how they could work with architects and engineers, providing valuable insight and cost saving measures. David was asked to provide the Energy Trust with a standard fee schedule and also put together a press release announcing the performance based contracting partnership.

Upon a motion by Fay Miller, to approve the Memorandum of Understanding with the small changes discussed and seconded by Charles Connolly, it was unanimously approved.

VI. Audit Report - Charles Connolly advised that revenue and expenditures appeared to be properly recorded and asked they be approved as presented with record date as of June, 30, 2004. Upon a motion by Fay Miller, seconded by Allison Canada, the motion was unanimously approved.

VII. Legislative Report/PSC Activity - Allan Gorsuch gave a brief update on the status of bills.

VIII. Consultants Report - Noel Chesser reviewed the following:

- 1.) Market/Contracts/Implications/Numbers by member and by type.
- 2.) UBI Systems - Distributed passwords and information on how to access.
- 3.) State Taxes - Reviewed the process to recover exempt taxes paid.
- 4.) SESI Brochure and what that means - Owes the Energy Trust a report on Shore Energy Systems as he needs to obtain clarification from Conectiv on how to calculate power factor adjustment charges.

After considerable discussion it was decided that the April 14th meeting would be solely to come up with a strategy for going forward in the market place. Allan Gorsuch suggested SRC to present options in writing for the April meeting.

IX. Other -

- County Sub-Participant Authorization Form - Copy included in packet.
- Maryland Electric Choice Supplier Survey - Copy of completed survey sent to PSC at the instructions of Chip MacLeod - included in packet.

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- South River Consulting Qualifications - Copy included in packet.
- Approved FY 2006 ESMEC Energy Trust Budget - Copy included in packets.
- Fee Policy - Revised copy included in packets.

There being no further business, the meeting was adjourned at 12:30 p.m.

The next meeting is scheduled for Thursday, April 14, 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