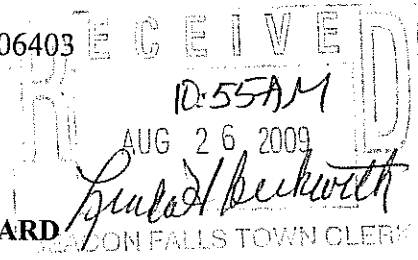


# Beacon Falls Energy Improvement Board

10 Maple Avenue, Beacon Falls, Connecticut 06403  
Phone: (203) 729-1441



## BEACON FALLS ENERGY IMPROVEMENT BOARD AUGUST 20, 2009 MINUTES

### SUBJECT TO APPROVAL

#### CALL TO ORDER

D. Rybinski called the Regular Monthly Meeting of the Beacon Falls Energy Improvement Commission to order at 7:03 PM.

COMMISSIONERS PRESENT: A. Bosley-Boyce, R. Bradley, J. Mylen, D. Rybinski

COMMISSIONERS ABSENT: J. Burkitt

#### MINUTES

The board has not met formally for several months. There are no minutes to approve at this time.

#### COMMENTS FROM THE PUBLIC

No public present.

#### OLD BUSINESS

D. Rybinski noted that the board has been looking to change electric providers in order to improve the town's rate. The town is currently with CL&P at a Class 30 or Class 35 rate. Many alternative suppliers are available at varying prices and D. Rybinski noted that any request for quotation from an energy supplier should include all the insular charges and fees, so that it is an inclusive rate.

D. Rybinski has spoken with a group called Positive Energy and expected someone from this company at the meeting tonight. Positive Energy's employees have spun off of Public Power & Utility, a company familiar to the board.

R. Bradley asked about the process for selecting the vendor/supplier. With price being a strong consideration, R. Bradley asked about the track record for the companies and how the suppliers are being rated. He noted such considerations as: the number of employees, annual sales, and public vs. private.

D. Rybinski stressed that time is an issue, as the process has already taken several months.

J. Mylen produced a list of companies from an electric bill which showed the complete list of Aggregators vs. Suppliers.

R. Bradley noted that suppliers are springing up and he is concerned with how long these companies have been in business and if they are viable.

D. Rybinski reiterated that he would like to come to a decision as soon as possible. The contracts with these companies can last 1, 2, or 3 years and we can revisit the process each year, if necessary. The worst case scenario is that if a supplier goes out of business, we choose another company.

A. Bosley-Boyce was looking into green energy alternatives and noted that green technology is not the lowest pricing. The basic question is do we pay more for the green product or go with the lowest price. The board concurred that green energy is important to consider and politically and environmentally at the fore front.

A. Bosley-Boyce has spoken with the towns of Bethany, Cheshire, and Woodbridge and they are promoting green energy and receiving federal and state funds towards the Clean Energy by 2010 program. As Beacon Falls will have difficulty meeting the 2010 deadline, A. Bosley-Boyce suggested waiting until there is a new policy in place which will take us beyond 2010.

J. Mylen noted that in the interest of time the board should forego the green alternatives at present. A. Bosley-Boyce concurred that the board can revisit green alternatives, once a new policy is established.

A. Bosley-Boyce mentioned that Constellation New Energy is the company which Bethany, Cheshire, Woodbridge and Hamden are currently using. They offer a green option, but their rates are also competitive without the green option.

R. Bradley has a local connection with Glacial Energy. D. Rybinski has met with Positive Energy.

R. Bradley expressed that he feels more comfortable with established companies. J. Mylen would like the company to have a brick and mortar office.

J. Mylen asked that the board establish base requirements for a supplier, so that we have a standard and criteria by which to narrow down the field.

D. Rybinski expressed strong concern over the delay that setting criteria can cause, as rates change daily and as time passes, the board is missing the opportunity to save money for the town. D. Rybinski does not want to see the process drag in to next year and he feels the sooner the decision is made, the better it will be for Beacon Falls.

R. Bradley believes the board should do its due diligence to qualify a supplier and is opposed to selecting a supplier without some standards.

J. Mylen sees no conflict in establishing parameters for choosing a supplier and choosing one immediately.

A. Bosley-Boyce is willing to research Constellation New Energy. J. Mylen confirmed that any quote she receives should not be on a percentage basis. The rate quoted should be per kilowatt hour.

### **NEW BUSINESS**

D. Rybinski also stated that the suppliers offer 1, 2 or 3 year contracts and the longer the term, the higher the rate that is quoted. The suppliers have built in an anticipated increase in energy prices to their longer contracts. J. Mylen sees this as counter-initiative, however if the board chooses a one year term, they will revisit the process in 9 months.

R. Bradley stated to look the big picture of the suppliers; the board should set criteria to reduce the list, take a month and eliminate the fly by night operations.

D. Rybinski warned against being paralyzed by too much criteria and he supports Positive Energy.

R. Bradley stated he would like to know what other towns a supplier works with, such as Constellation New Energy, which is servicing other towns.

D. Rybinski is interested in saving money this budget year, with the next step being a study of energy usage at the sewer plant. Once the board can save money for the town, there is an opportunity to invest money in energy efficiency.

R. Bradley strongly believes in setting some criteria before choosing a vendor. The compromise is to choose someone in the short term and sign for one year. The board will then set a more thorough standard for the selection process 9 months from now.

For now, D. Rybinski proposed the board look at 3 companies: Positive Energy, Constellation New Energy and Glacial Energy. D. Rybinski will contact Positive Energy, A. Bosley-Boyce will contact Constellation and R. Bradley will be in touch with Glacial.

J. Mylen confirmed the goal is to find a low cost supplier for a one year contract and the board has a short list of questions/criteria for these 3 companies.

The board determined the criteria to be as follows:

- 1) Price (per kilowatt hour)
- 2) Office Location
- 3) Years in business/time in service
- 4) Number of employees
- 5) Does the supplier offer a green alternative?
- 6) Customer base
- 7) Other towns/municipalities serviced

D. Rybinski noted that with prices changing constantly, the quotes should be consistent and the board chose September 1, 2009 at noon as the date and time to base price quotes on. Quotes should be "all in fixed", which are inclusive rates.

The 3 companies will be invited to speak at the September Energy Improvement Board Meeting which will take place on Thursday, September 17 at 7:00 PM in the Board of Selectmen's Conference Room.

At this point, Sue Cable entered the meeting and the board asked if a decision was made on a supplier at the September meeting, how quickly the Board of Selectmen would be able to act on the decision to change suppliers. Sue Cable assured the board that the Selectmen would act quickly, calling a Special Meeting if necessary.

R. Bradley stated that each company should have a 15 minute presentation ready that evening and based on the information provided, the board will move forward. Glacial will be invited to present at 7:10 PM, Constellation at 7:30 PM and Positive Energy at 7:50 PM.

After a supplier is in place for the year, the board can refine the selection process for the future. The board will be prepared to choose a supplier at the September 17<sup>th</sup> meeting, based on the presentation, using the base criteria and with price as a high priority.

D. Rybinski reiterated that the remaining decision is a 1, 2, or 3 year contract and with natural gas rates low at present, there is an argument for a longer contract. R. Bradley stated the proposed selection process will enable the entire board to be comfortable with the decision.

**CORRESPONDENCE**

No correspondence at this time.

**PAYMENT OF BILLS**

No bills at this time.

**BUDGET**

Nothing at this time.

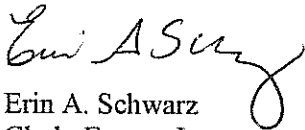
**OTHER BUSINESS**

None at this time.

**ADJOURNMENT**

**J. Mylen made a motion to adjourn the meeting at 8:07 PM. R. Bradley seconded the motion. All ayes.**

Respectfully submitted,



Erin A. Schwarz  
Clerk, Energy Improvement Board