



Welcome! "CES Spotlight" is our new bulletin for sharing information from the energy industry with you. We will use this newsletter to keep you up to date about our current projects, interesting events, and energy industry news.

Upcoming Events

CES is pleased to announce our participation in upcoming conferences and tradeshows. Click the link to learn more or register.

NEHES—New England Health Care Engineer Society. Four Points by Sheraton Leominster Hotel, Leominster, MA. March 18th. [Click here](#) to learn more.

CES Client Seminar at University of Maine—March 23rd. CES invites all of our clients in the Northern Maine area to attend this breakfast seminar. Email kgibson@competitive-energy.com to RSVP.

CES Client Seminar at the UMass Club of Boston—May 17th. CES invites all of our clients in the Greater Boston area to attend this evening seminar. Email kgibson@competitive-energy.com to RSVP.

University Of Southern Maine Converts Portland Campus From Oil To Natural Gas

The University of Southern Maine (USM) rang in the new year by successfully converting its central heating plant from #6 heating oil to natural gas in early January, 2011.

"This is a huge accomplishment that has many environmental as well as economic benefits," said Bob Bertram, executive director of facilities management. The investment is expected to pay for itself in the very first year, and it is estimated to save the University over \$315,000 per year in energy costs. The project will also reduce annual carbon output by 1,048 metric tons.

The role of CES, USM's energy advisor since 2009, was vital in bringing the pro-

ject to fruition. Indeed, CES was there from the project's inception, providing an economic assessment of the fuel conversion opportunity.

Once the project was deemed feasible, CES led the negotiations of rates, tariffs and interconnection agreements with the local natural gas delivery utility, Unitil, and managed USM's procurement of natural gas and phase-out of oil purchases. Additionally, CES identified, co-authored and helped to secure \$100,000 in conversion cost assistance from a competitive grant offered by Efficiency Maine.

CES utilized a wide range of skills in assisting USM with its conversion to natural



Central Heating Plant at USM Portland Campus

gas. Full Service customers such as USM not only receive our sophisticated procurement services, but have access to a full range of energy market tools including budgeting, risk management, contract negotiations, greenhouse gas emissions tracking and reduction planning, assistance with energy conservation, grant writing, and utility and bill tracking.

University of Maine-Orono to Buy Gas from Juniper Ridge Landfill

In late December, 2010, the University of Maine (UMaine) and Casella Waste Systems, Inc. (CWS), operator of the Juniper Ridge Landfill, entered into a 20-year Landfill Gas (LFG) Supply and Project Development Agreement. Under the terms of the agreement, the University agrees to purchase up to 485,000 MMBtu of landfill gas annually from existing

landfill capacity that is currently being flared. Over the course of the agreement, UMaine is expected to realize financial savings ranging from \$11 million to \$22 million.

CES has been involved in almost every aspect of this project to-date. Specifically, CES acted as the lead negotiator for the University in discussions with the landfill

owners, performed economic due diligence for the University, worked with both local and State authorities on planning and permitting issues, interfaced with relevant local utilities, participated in legal and risk assessments, and assisted the UMaine's Chief Financial Officer in presentations to, among others, the University of Maine System Board of Trustees.