



CEDAR HILL I.S.D.

Energy Procurement Presentation

To: CHISD School Board

By: Summit Energy

October 8, 2009

Summit Energy Overview

KEEPING GOOD COMPANY ▼



WHAT WE DO ▼

- Natural gas & electricity commodity procurement
- Energy sourcing and contract negotiation
- GHG data capture and reporting
- Sustainability strategic roadmap development
- Renewable energy sourcing and optimization
- Financial and physical hedging
- Risk management strategy development
- Insightful and timely market intelligence
- Demand-side Consumption Workshops
- Proprietary commodity price modeling
- Site level energy usage optimization
- Invoice review and reconciliation
- Energy and carbon budgeting and forecasting
- Utility rate analysis and optimization
- Demand response program analysis

52 Countries

Active geographical coverage

347

Dedicated employees

20,000

Managed sites

650+

Clients - multinational & regional companies

17 Years

Serving clients

10

International offices

\$20 Billion

Managed spend

116 Historic Town Square • Lancaster, Texas 75146 • 972.227.7487 • 972.227.7453 fax • <http://texas.summitenergy.com>

Proprietary Service Offering



Single Property Report

Client
CHISD

Building Name
High School - 1 Longhorn Blvd

Building RSF
505,782

Address
1 Longhorn Blvd

Account Number
10443720001563644

Retail Provider
TXU

Contract Cost
\$.088750

Contract Expire
5/31/2011

PoCo Account Rep

Previous		Cost Data		Building Data			Current		Cost Data		Building Data			Compare	
End Date	Utility Bill	Cost per kWhr	\$ per SF	kWhr per SF	% Occ	Actual kWhrs	End Date	Utility Bill	Cost per kWhr	\$ per SF	kWhr per SF	% Occ	Actual kWhrs	% chg kWhrs	% chg \$
9/15/2007	\$1,000.00	\$0.003	\$0.002	0.73		369,691	9/15/2008	\$1,000.00	\$0.003	\$0.002	0.76		386,007	4%	0%
10/15/2007	\$1,000.00	\$0.003	\$0.002	0.69		346,831	10/16/2008	\$1,000.00	\$0.003	\$0.002	0.62		311,797	-10%	0%
11/15/2007	\$1,000.00	\$0.003	\$0.002	0.64		321,955	11/16/2008	\$1,000.00	\$0.004	\$0.002	0.56		285,692	-11%	0%
12/15/2007	\$1,000.00	\$0.004	\$0.002	0.55		278,375	12/15/2008	\$1,000.00	\$0.004	\$0.002	0.47		235,383	-15%	0%
1/15/2008	\$1,000.00	\$0.004	\$0.002	0.49		245,795	1/16/2009	\$1,000.00	\$0.004	\$0.002	0.51		258,101	5%	0%
2/15/2008	\$1,000.00	\$0.004	\$0.002	0.49		249,373	2/16/2009	\$1,000.00	\$0.004	\$0.002	0.54		274,219	10%	0%
3/15/2008	\$1,000.00	\$0.004	\$0.002	0.50		252,652	3/18/2009	\$1,000.00	\$0.004	\$0.002	0.54		274,829	9%	0%
4/15/2008	\$1,000.00	\$0.004	\$0.002	0.53		269,732	4/17/2009	\$1,000.00	\$0.004	\$0.002	0.46		234,533	-13%	0%
5/16/2008	\$1,000.00	\$0.004	\$0.002	0.56		284,134	5/18/2009	\$1,000.00	\$0.004	\$0.002	0.53		266,619	-6%	0%
6/16/2008	\$1,000.00	\$0.003	\$0.002	0.67		340,693	6/17/2009	\$1,000.00	\$0.003	\$0.002	0.59		297,619	-13%	0%
7/16/2008	\$1,000.00	\$0.003	\$0.002	0.58		294,603	7/17/2009	\$1,000.00	\$0.003	\$0.002	0.59		299,675	2%	0%
8/15/2008	\$1,000.00	\$0.003	\$0.002	0.64		325,795	8/17/2009	\$1,000.00	\$0.003	\$0.002	0.59		300,657	-8%	0%
Totals	\$12,000.00	\$0.003	\$0.024	7.08		3,579,629	Totals	\$12,000.00	\$0.004	\$0.024	6.77		3,425,131	-4%	0%

Previous Period Report

Previous	Cost Data		Building Data				Current	Cost Data		Building Data				Compare	
End Date	Utility Bill	Cost per kWhr	\$ per SF	kWhr per SF	% Occ	Actual kWhrs	End Date	Utility Bill	Cost per kWhr	\$ per SF	kWhr per SF	% Occ	Actual kWhrs	% chg kWhrs	% chg \$
9/15/2007	\$1,000.00	\$0.003	\$0.002	0.73		369,691	9/15/2008	\$1,000.00	\$0.003	\$0.002	0.76		386,007	4%	0%
10/15/2007	\$1,000.00	\$0.003	\$0.002	0.69		346,831	10/16/2008	\$1,000.00	\$0.003	\$0.002	0.62		311,797	-10%	0%
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12/15/2007	\$1,000.00	\$0.004	\$0.002	0.55		278,375	12/15/2008	\$1,000.00	\$0.004	\$0.002	0.47		235,383	-15%	0%
1/15/2008	\$1,000.00	\$0.004	\$0.002	0.49		245,795	1/16/2009	\$1,000.00	\$0.004	\$0.002	0.51		258,101	5%	0%
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3/15/2008	\$1,000.00	\$0.004	\$0.002	0.50		252,652	3/18/2009	\$1,000.00	\$0.004	\$0.002	0.54		274,829	9%	0%
4/15/2008	\$1,000.00	\$0.004	\$0.002	0.53		269,732	4/17/2009	\$1,000.00	\$0.004	\$0.002	0.46		234,533	-13%	0%
5/16/2008	\$1,000.00	\$0.004	\$0.002	0.56		284,134	5/18/2009	\$1,000.00	\$0.004	\$0.002	0.53		266,619	-6%	0%
6/16/2008	\$1,000.00	\$0.003	\$0.002	0.67		340,693	6/17/2009	\$1,000.00	\$0.003	\$0.002	0.59		297,619	-13%	0%
7/16/2008	\$1,000.00	\$0.003	\$0.002	0.58		294,603	7/17/2009	\$1,000.00	\$0.003	\$0.002	0.59		299,675	2%	0%
8/15/2008	\$1,000.00	\$0.003	\$0.002	0.64		325,795	8/17/2009	\$1,000.00	\$0.003	\$0.002	0.59		300,657	-8%	0%
Totals	\$12,000.00	\$0.003	\$0.024	7.08		3,579,629	Totals	\$12,000.00	\$0.004	\$0.024	6.77		3,425,131	-4%	0%

Comparison Report

Client
CHISD

Rollup

Total RSF
1,042,376

Property	Cost Data			Building Data				Energy Data			
	Billed Amount	Budget Amount	% Variance	Cost per kWhr	SF	\$ per SF	kWhr per SF	Occupancy	Billed kWhrs	Budget kWhrs	% Variance
Bessie Coleman Middle School	\$11,000	\$0	.00%	\$0.009	135,310	\$0.08	9.35	0.0%	1,265,404		.00%
High School - 1 Longhorn Blvd	\$11,000	\$0	.00%	\$0.004	505,782	\$0.02	6.01	0.0%	3,039,124		.00%
Ninth Grade Center	\$11,000	\$0	.00%	\$0.004	248,819	\$0.04	10.59	0.0%	2,634,062		.00%
W.S. Permenter Middle School	\$11,000	\$0	.00%	\$0.008	152,465	\$0.07	9.14	0.0%	1,393,875		.00%
Totals	\$44,000	\$0	.00%	\$0.005	1,042,376	\$0.04	7.99	0.0%	8,332,465		.00%

Aggregate Report

Client		Rollup				Total RSF	From			To		
CHISD						1,042,376	9/2008			8/2009		
Cost Data						Building Data			Energy Data			
End Date/ View Bill/ Notes	Billed Amount	Budget \$	\$ Diff	% Diff	Cost per kWhr	\$ per SF	kWhr per SF	Occ %	kW Demand	Billed kWhrs	Budget kWhrs	% Diff
AUG '09	\$4,000.00	\$0	\$0	0.00%	\$0.005	\$0.00	0.83	0.00	1,057	868,592	0	0.00%
JUL '09	\$4,000.00	\$0	\$0	0.00%	\$0.004	\$0.00	0.96	0.00	886	1,000,713	0	0.00%
JUN '09	\$4,000.00	\$0	\$0	0.00%	\$0.005	\$0.00	0.84	0.00	864	878,114	0	0.00%
MAY '09	\$4,000.00	\$0	\$0	0.00%	\$0.005	\$0.00	0.74	0.00	890	775,906	0	0.00%
APR '09	\$4,000.00	\$0	\$0	0.00%	\$0.006	\$0.00	0.61	0.00	747	635,333	0	0.00%
MAR '09	\$4,000.00	\$0	\$0	0.00%	\$0.006	\$0.00	0.66	0.00	806	687,129	0	0.00%
FEB '09	\$4,000.00	\$0	\$0	0.00%	\$0.006	\$0.00	0.65	0.00	804	679,243	0	0.00%
JAN '09	\$4,000.00	\$0	\$0	0.00%	\$0.006	\$0.00	0.61	0.00	755	640,769	0	0.00%
DEC '08	\$4,000.00	\$0	\$0	0.00%	\$0.006	\$0.00	0.61	0.00	737	640,289	0	0.00%
NOV '08	\$1,000.00	\$0	\$0	0.00%	\$0.004	\$0.00	0.27	0.00	851	285,692	0	0.00%
OCT '08	\$6,000.00	\$0	\$0	0.00%	\$0.006	\$0.01	0.95	0.00	880	995,195	0	0.00%
SEP '08	\$1,000.00	\$0	\$0	0.00%	\$0.004	\$0.00	0.24	0.00	801	245,490	0	0.00%
YTD	\$44,000.00	\$0	\$0	0.00%	\$0.005	\$0.04	7.99	0.00	839	8,332,465		0.00%

Client

CHISD
CHISD
CHISD
CHISD

Building Name

Bessie Coleman Middle School
High School - 1 Longhorn Blvd
Ninth Grade Center
W.S. Permenter Middle School

Rollup

Building RSF

135,310
505,782
248,819
152,465

1,042,376

Address

1208 E Pleasant Run Rd
1 Longhorn Blvd
1515 W Belt Line Rd
431 W Parkerville Rd

Account Number

10443720009372358
10443720001563644
10443720009445425
10443720001469187



Forward Pricing Model

Jun '11	878,114	\$6.41	\$0.0653	\$0.08	\$0.01	\$8,521	\$57,337	\$17,246	\$82,226	\$0.0936
Jul '11	1,000,713	\$6.50	\$0.0660	\$0.08	\$0.01	\$9,030	\$66,023	\$17,431	\$92,006	\$0.0919
Aug '11	868,592	\$6.57	\$0.0666	\$0.08	\$0.01	\$7,317	\$57,827	\$18,422	\$84,062	\$0.0968
Sep '11	869,497	\$6.60	\$0.0668	\$0.08	\$0.01	\$7,116	\$58,096	\$16,516	\$82,258	\$0.0946
Oct '11	713,827	\$6.70	\$0.0676	\$0.08	\$0.01	\$5,299	\$48,238	\$17,002	\$71,925	\$0.1008
Nov '11	707,921	\$6.95	\$0.0696	\$0.08	\$0.01	\$3,811	\$49,283	\$16,035	\$72,011	\$0.1017
Dec '11	640,289	\$7.24	\$0.0719	\$0.08	\$0.00	\$1,972	\$46,050	\$16,498	\$68,957	\$0.1077
Jan '12	640,769	\$7.46	\$0.0737	\$0.08	\$0.00	\$836	\$47,222	\$15,737	\$69,410	\$0.1083
Feb '12	679,243	\$7.46	\$0.0737	\$0.08	\$0.00	\$886	\$50,057	\$16,027	\$72,856	\$0.1073
Mar '12	687,129	\$7.25	\$0.0720	\$0.08	\$0.00	\$2,078	\$49,457	\$16,393	\$72,597	\$0.1057
Apr '12	635,333	\$6.60	\$0.0668	\$0.08	\$0.01	\$5,225	\$42,425	\$16,196	\$64,627	\$0.1017
May '12	775,906	\$6.56	\$0.0665	\$0.08	\$0.01	\$6,629	\$51,564	\$17,140	\$75,744	\$0.0976
Jun '12	878,114	\$6.63	\$0.0671	\$0.08	\$0.01	\$6,976	\$58,883	\$17,246	\$83,929	\$0.0956
Jul '12	1,000,713	\$6.72	\$0.0678	\$0.08	\$0.01	\$7,229	\$67,824	\$17,431	\$93,992	\$0.0939
Aug '12	868,592	\$6.78	\$0.0683	\$0.08	\$0.01	\$5,858	\$59,287	\$18,422	\$85,671	\$0.0986
Sep '12	869,497	\$6.81	\$0.0685	\$0.08	\$0.01	\$5,655	\$59,557	\$16,516	\$83,869	\$0.0965
Oct '12	713,827	\$6.89	\$0.0691	\$0.08	\$0.01	\$4,186	\$49,351	\$17,002	\$73,152	\$0.1025
Nov '12	707,921	\$7.11	\$0.0709	\$0.08	\$0.00	\$2,905	\$50,189	\$16,035	\$73,010	\$0.1031
Dec '12	640,289	\$7.39	\$0.0731	\$0.08	\$0.00	\$1,219	\$46,803	\$16,498	\$69,787	\$0.1090
Jan '13	640,769	\$7.59	\$0.0747	\$0.08	\$0.00	\$169	\$47,889	\$15,737	\$70,145	\$0.1095
Feb '13	679,243	\$7.59	\$0.0747	\$0.08	\$0.00	\$179	\$50,764	\$16,027	\$73,635	\$0.1084
Mar '13	687,129	\$7.36	\$0.0729	\$0.08	\$0.00	\$1,446	\$50,089	\$16,393	\$73,294	\$0.1067
Apr '13	635,333	\$6.71	\$0.0677	\$0.08	\$0.01	\$4,640	\$43,010	\$16,196	\$65,272	\$0.1027
May '13	775,906	\$6.67	\$0.0673	\$0.08	\$0.01	\$5,947	\$52,246	\$17,140	\$76,497	\$0.0986
Jun '13	878,114	\$6.74	\$0.0679	\$0.08	\$0.01	\$6,203	\$59,656	\$17,246	\$84,781	\$0.0965
Jul '13	1,000,713	\$6.83	\$0.0687	\$0.08	\$0.01	\$6,349	\$68,705	\$17,431	\$94,962	\$0.0949
Aug '13	868,592	\$6.90	\$0.0692	\$0.08	\$0.01	\$5,059	\$60,086	\$18,422	\$86,552	\$0.0996
Sep '13	869,497	\$6.93	\$0.0694	\$0.08	\$0.01	\$4,855	\$60,357	\$16,516	\$84,751	\$0.0975
Oct '13	713,827	\$7.01	\$0.0701	\$0.08	\$0.01	\$3,529	\$50,008	\$17,002	\$73,876	\$0.1035
Nov '13	707,921	\$7.25	\$0.0720	\$0.08	\$0.00	\$2,141	\$50,953	\$16,035	\$73,852	\$0.1043
Dec '13	640,289	\$7.53	\$0.0743	\$0.08	\$0.00	\$476	\$47,545	\$16,498	\$70,605	\$0.1103
Jan '14	640,769	\$7.74	\$0.0759	\$0.08	(\$0.00)	(\$574)	\$48,632	\$15,737	\$70,964	\$0.1107
Feb '14	679,243	\$7.73	\$0.0759	\$0.08	(\$0.00)	(\$581)	\$51,525	\$16,027	\$74,473	\$0.1096
Mar '14	687,129	\$7.50	\$0.0740	\$0.08	\$0.00	\$704	\$50,831	\$16,393	\$74,112	\$0.1079
Apr '14	635,333	\$6.82	\$0.0686	\$0.08	\$0.01	\$4,081	\$43,569	\$16,196	\$65,888	\$0.1037
May '14	775,906	\$6.78	\$0.0682	\$0.08	\$0.01	\$5,264	\$52,929	\$17,140	\$77,249	\$0.0996

Ttl kWh	27,291,999		Avg \$ per kWh	\$0.0701			\$1,904,267	\$601,929	\$2,762,997	\$0.1020
									Current 3 year total	5,775,000
									New 3 year total	\$ 4,620,000
									3 Yr Savings	\$ 1,155,000
									% Savings	25.00%

Forward Pricing Model (cont.)

- Current contracted rate with TXU via TASBE is \$.08875 per kWh
 - Annual total cost for CHISD (energy only) - \$1,952,500 based on average consumption of 22,000,000 kWh
- Projected cost per kWh (based on current market)
 - Out of June 2011, projected cost per kWh - \$.07
 - Annual total cost for CHISD (energy only) - \$1,540,000
- Annual cost reduction out of June 2011
 - \$412,500 per year
 - 3 year contract const reduction total - \$1,155,000
 - 25% cost reduction

Immediate Start Service

- Due to the current contract expiration of May 2011, Summit agrees to perform monthly bill auditing and annual budgeting **AT NO CHARGE TO CHISD** for two sites of your choice between now and June 2011
 - Contingent upon CHISD signing agreement with Summit for services beginning in June 2011 forward during the term of the next power agreement
 - Online reporting will be available to CHISD for the two selected sites with confidential web access

- **QUESTIONS?**