

**Finance Subcommittee Meeting  
Tuesday, June 21, 2011 5:30 PM  
Central Services**

**I. May Statement of Accounts**

**II. Proposed Lunch Menu and Pricing Changes**

**III. Lunch Service Equipment Needs**

**IV. Utility Contracts**

**Attachments:**

Electrical Generation Contract

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**V. Update on Year-End Severance Balance**

**VI. Other**



**DBS Energy Inc.**  
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June 14<sup>th</sup>, 2011

Mr. Harry Traver, Business Manager  
Granby Public Schools  
15-B North Granby Road  
Granby, Connecticut 06035

**Re: Proposal to Perform Professional Energy Procurement Management Services**

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Mr. Traver:

Thank you for the opportunity to meet and visit with you last week. Per our discussions, the Granby Public Schools is seeking professional assistance to manage the competitive bidding of electricity generation services for the Granby Public Schools System. Granby Public Schools currently is contracted with a competitive electric generation supplier through the end of calendar year 2011. Granby Public Schools seeks assistance in managing the solicitation of competitive electric supplier bids for the purposes of entering into a new supply contract.

**BACKGROUND ON DBS ENERGY INC.**

DBS Energy Inc. ("DBS") is a fully integrated energy service company that provides comprehensive energy services to Connecticut municipal, commercial, and industrial customers. DBS is a licensed electricity supplier in the State of Connecticut. DBS does not serve electricity supply, however, we use our procurement expertise to competitively solicit electricity supply bids on behalf of our customers.

DBS Energy's professional staff has expertise in providing comprehensive energy management and energy procurement expertise. Our professional staff is disciplined in the following areas;

1. Energy Audits and Engineering
2. Energy conservation measure design and implementation
3. Electrical, mechanical, and plumbing trades
4. Energy procurement including; electricity, natural gas, and fuel oil

DBS Energy provides energy conservation and energy procurement services through an exclusive partnership with the Capitol Region Education Council ("CREC"). Through CREC, DBS provides comprehensive energy services to;

1. Municipalities
2. Board of Education
3. Regional Education Services Centers ("RESCs") throughout Connecticut

## **SCOPE OF WORK**

### **Competitive Electricity Procurement**

DBS Energy will assist Granby Public Schools in soliciting competitive bids from electric generation suppliers for the purposes of entering into a new electricity supply contract.

In order to solicit competitive bids and receive the most competitive prices, DBS will perform the following scope of work;

1. Collect all utility bill account information for the previous twelve (12) months.
2. Prepare a database of utility usage (kilowatt hour) and demand (KW) data for each utility account.
3. Prepare CL&P utility load data application and submit to CL&P to acquire twelve (12) months of 15-minute load interval data for applicable accounts.
4. Prepare a solicitation for bid to prospective electric suppliers.
5. Perform and manage a competitive bid process on behalf of Granby Public Schools. DBS shall solicit bids from only licensed and approved electric generation suppliers in the State of Connecticut.
6. Perform a bid review including; (1) evaluation of pricing, and (2) contract terms and conditions.
7. Make a recommendation to Granby Public Schools to contract with selected supplier.
8. Provide ongoing utility bill review to ensure proper billing in accordance with contract terms and conditions.

### **FEE FOR SERVICES**

DBS Energy's fee for service shall be 1.3 mills per kilowatt hour of electricity billed throughout the contract term (\$0.0013/Kwh). Fees shall be paid directly from the contracted supplier.

Thank you for the opportunity to present this proposal to you. If you have any questions regarding the proposal outline or need further clarification, please don't hesitate to contact me directly at (860) 841-2853.

Respectfully,

***Erik Bartone***

Erik Bartone, President  
DBS Energy Inc.