

MEMORANDUM

October 15, 2009

TO: Health and Human Services Committee
Transportation, Infrastructure, Energy & Environment Committee

FROM: Minna K. Davidson, ^{MKD} Legislative Analyst

SUBJECT: Options for County nonprofits to reduce utility costs

The following individuals are expected to attend:

Eric Coffman, Senior Energy Planner, Department of Environmental Protection (DEP)
Harold Adams, Chief, Real Estate and Management Services,
Department of General Services (DGS)
Victor Sousa, Energy Engineer, Real Estate and Management Services, DGS
Ann Tran, Nonprofit Montgomery!
Suzan Jenkins, CEO, Arts and Humanities Council

Representatives from the following organizations with alternative utilities purchasing arrangements will also be present: Glen Echo Park Partnership, Liz Lerman Dance Exchange, and Pyramid Atlantic.

When the Health and Human Services Committee reviewed the FY10 operating budget for the Arts and Humanities Council, a question arose about the possibility of providing cooperative purchasing agreements to allow arts and humanities organizations to purchase utilities from the County's suppliers at the County's rates. The Committee requested a follow-up discussion on this issue after budget and asked Councilmember Berliner, Lead Councilmember for Energy and Environment, to determine whether the discussion should be broadened to include all nonprofit organizations and be reviewed jointly by the HHS and T&E Committees. Councilmember Berliner requested a joint Committee review of options for utilities savings for all nonprofits in the County.

For the October 19 discussion, Council staff will discuss the results of an informal utilities questionnaire that was distributed by the Arts and Humanities Council and Nonprofit Montgomery! to their constituent organizations. DEP staff will discuss various options for nonprofit organizations to seek lower cost utilities, and the possibility of securing energy from green sources through competitive energy suppliers. Representatives from non-profit organizations that have procured energy from competitive energy suppliers will be available to discuss their experiences. To wrap up, DEP staff will suggest strategies to reduce energy usage, and possible next steps available for nonprofits.

Non-Profit Ownership and Utilities

Generally non-profits fall into three categories with regard to how they pay utility costs.

1. **Housed in County or Agency Buildings:** Nonprofits housed in County facilities that are metered, as confirmed by data from DGS: a) appear to be covered under the County's energy supply contract if they are submetered; b) are billed a basic utility fee if not submetered; or c) in some cases, their costs are covered by the County.
2. **Pay Utilities Directly:** Many nonprofits are housed in leased or owned non-County facilities and pay utilities directly. Unless a competitive energy supplier (gas or electric) is selected, these costs default to the utilities default provider of last resort rate resulting in costs that are higher than can be obtained through competitive supply options.
3. **Pay Utilities as Part of Rent:** Nonprofits in facilities under full service leases typically either have their utility costs included in the lease terms (which may include adjustments) or pay a per square foot utility cost allowance. These individuals are subject to the property owner or manager's choice of utility providers and rates and cannot select energy providers independently. However, they may be able to negotiate utility terms as part of their lease, and encourage the landlord to seek competitive utility rates.

Questionnaire Results

To understand better where nonprofits are housed, their utility costs and suppliers, how they pay for utilities, and the extent to which they might be interested in green energy, the Arts and Humanities Council and Nonprofit Montgomery! worked cooperatively with County staff to develop a questionnaire which they jointly distributed to their constituent organizations in late September 2009.

The questionnaire was intended to be an informal inquiry to provide indicative information about what is happening in the field. It was distributed to 128 organizations from the two sponsors' mailing lists; 33 organizations (26%) responded.

Of the responses, the following points were noteworthy:

- Approximately two-thirds of the respondents are in space that is not owned or leased by the County. Approximately 18% are in County-owned or leased space, and another 12% did not know who owned their space.
- Of those not in County space, about two-thirds are in leased space, 26% are in space that they own, and 8% are in donated space.
- Almost half of the respondents pay more than \$5,000 per year for electricity, with about 40% paying more than \$10,000.
- Over half of the respondents do not pay for natural gas. Of those who do pay for natural gas, two-thirds pay over \$5,000 per year.
- About 40% of the respondents are separately metered for electricity and pay the provider directly. About 25% are separately metered for natural gas and pay the provider directly.
- Only 2 respondents said that they currently receive lower cost electricity or natural gas by pooling resources with one or more other organizations.
- Almost two-thirds of the respondents indicated that they would be interested in renewable energy derived from solar or wind sources. About 27% indicated that they would not be interested, and 9% did not respond.
- If new energy purchasing options are available, about 18% of the respondents would be willing to procure renewable energy at the current cost of electricity. Almost 40% would be willing to procure renewable energy if it provides cost savings. 15% prefer the lowest possible price regardless of renewable energy. Almost 30% did not respond, presumably because they do not purchase utilities.
- One-third of respondents have a policy to encourage the efficient use of energy.

Options to Reduce Utilities Costs for Nonprofits

County Utility Supply Contract: Executive staff are evaluating options to incorporate nonprofit organizations into the County's current electricity and natural gas procurements. However, Department of General Services staff and technical experts from the Department of Environmental Protection indicate that there may be substantial technical, economic, and legal barriers to incorporating entities that are not currently housed in County facilities in the purchasing pool. For example:

- a) There are potential legal barriers in the Maryland Public Utilities Code which prohibit or greatly discourage Montgomery County taking an active role in aggregating non-municipal organizations.
- b) Currently, most of the County's accounts are contracted for a relatively long period of time. It is generally only effective to add participants at the time of the initial bidding or aggregation.
- c) If nonprofits join a County operated utility collaborative, there would be administrative costs to the County and to the participating nonprofits.
- d) Compared to County operations, most of the nonprofits that were surveyed had relatively small utilities costs, with a large number paying between \$5,000 and \$10,000 dollars annually. While these costs are large in comparison to the nonprofits' budgets, it is not clear whether, even if other barriers can be overcome, the savings from inclusion in the County's contract would provide as big a return as other available purchasing options.

Eric Coffman of the County's Department of Environmental Protection has suggested the following alternatives for nonprofits to consider as avenues for reducing utility costs, and, where possible, procuring green energy.

Soliciting individual bids Currently, a variety of procurement options are available for nonprofits to select a competitive electricity or natural gas supplier and achieve savings compared to the rates of utilities default provider of last resort. Many competitive suppliers include options for various percentages of renewable energy.

Pepco Small Commercial Rates Compared to Example Competitive Energy Suppliers (as of 10/14/2009)

	Pepco GS-1 Price to Compare	WGES ***	WGES 50% Clean Energy	WGES 100% Clean Energy
1 Year Contract	\$0.1274	\$0.0990	\$0.109	\$0.1220
2 Year Contract	----	---	\$0.110	\$0.1230

In the example above, savings could be obtained by adopting any of the options. While the savings from renewable energy choices would be less than from traditional energy, the renewable options would still cost less than the PEPCO default rate.

Savings may also be possible for natural gas where available.

Note: Washington Gas Energy Services, Inc. (WGES) publishes rates for other small commercial account suppliers including Clean Currents, Pepco Energy Services, and Direct Energy. Other companies provide quotes on a custom basis. The full range of suppliers registered to provide services in Maryland can be downloaded at the Maryland Public Service Commission's website <http://webapp.psc.state.md.us/Intranet/SupplierInfo/searchSupplier.cfm>. A list of electricity suppliers for commercial accounts in the PEPCO service area is attached on

© 1-10. A list of natural gas suppliers for commercial accounts in the Washington Gas service area is on © 11-14.

Group Procurement: In general, better terms for energy supply can be obtained when nonprofits or small businesses band together to negotiate collectively. The degree of savings possible is uncertain and depends on several issues including size, level of utility use, credit history, and other factors. Group procurements can take two major forms. Nonprofits can either collectively approach a competitive energy supplier and request pricing, or they can undertake a more formally orchestrated initiative using a professional aggregator to obtain the best possible pricing.

Generally, approaching as a group requires leadership within the community and a point person to review offers, organize data, and guide the decision process. Typically, after selecting a supplier's bid, members of the group sign individual contracts and each pay the supplier directly.

The second option involves contracting with a professional aggregation firm that provides a variety of services to achieve the best possible savings. These firms use several tools, including industry intelligence, reverse auctions, and relationships with competitive suppliers, to negotiate the best possible rates on behalf of their clients. They also assist in compiling the information needed for bids, reducing the administrative load for their clients. The downside is that the aggregator's fees must be paid either as a small remittance or additional fee to each unit of energy purchased, or as an upfront fee.

Some trade associations and affinity groups have affiliated with aggregators to offer energy savings programs for their members. Nonprofits may be able to participate in these programs to facilitate utilities procurement.

Examples of Aggregation Programs:

MANO's program. The Maryland Association of Nonprofits (MANO) offers an energy purchasing program through Affiliated Power Purchasers International (APPI). APPI markets its energy consulting services through trade associations and affinity groups, but will provide its services for any commercial account. For a participating organization, APPI will solicit bids from several suppliers and review the proposals. APPI will then recommend a supplier for a term of one, two, or three years.

This program is only available for commercial accounts. An organization must be separately metered (although APPI would be willing to work with a landlord for a larger, multi-tenant building). There is no direct charge to the customer for this service. APPI is compensated through a remittance from the selected energy supplier. (Information on this program from the MANO website is attached on © 15).

Chamber of Commerce program. The Greater Silver Spring and Gaithersburg-Germantown Chambers of Commerce offer energy purchasing cooperatives in which groups of member organizations pool their buying power to get the best available energy

rates. The cooperatives are intended to provide long term budget stability and savings to chamber members. Both chambers provide their energy cooperatives through CQI Associates which assembles information about the applicant organizations, solicits bids, and recommends a supplier. Contract terms are usually three years, although one or two-year contracts can also be negotiated. The Greater Silver Spring Chamber estimates that participants with contracts ending in 2008 and 2009 saved up to 14% off the default utility rate even though energy prices are low at this time.

To participate in these programs, an organization must be a member of one of the chambers. The Chambers have sliding membership dues based on the number of employees in an organization. In addition, each organization must pay a program application fee of \$250 per location for electricity and \$150 per location for natural gas. For the most part, an organization may only apply when a new cooperative is being formed. (Information on this program from the Greater Silver Spring Chamber's website is attached on © 16).

Nonprofit experience with competitive suppliers: The questionnaire revealed that three organizations have obtained utilities through alternative suppliers. The Glen Echo Park Partnership used MANO's program, Liz Lerman Dance Exchange individually solicited bids from several suppliers and ultimately selected one, and Pyramid Atlantic individually solicited a bid from an alternative supplier as well. Representatives from these organizations will be available if the Committee has questions about their experiences.

Energy Conservation and Efficiency: It appears that there is a general understanding that energy-efficiency is a key component in keeping operating costs low since a large fraction of questionnaire respondents said that they had energy-efficiency policies.

With a majority of responding nonprofits in leased space (anecdotally, this is likely the situation throughout the County), many energy conservation measures may be outside of an organization's control (HVAC improvements, lighting etc).

However, it is generally accepted that common behavior changes can make substantial impacts in energy consumption which translate into operational savings. These measures include turning off lighting systems, adjusting thermostat temperatures, eliminating unneeded appliances and IT equipment, and ensuring that computer sleep modes are enabled and that computers are shut down at the end of the day. While the savings resulting from these actions may vary considerably, experiences in commercial buildings provide solid examples. According to estimates by St Mary's County, Maryland's Energy Management staff:

- Turning off one computer at night can save \$40 annually in energy costs.
- Turning off vending machine lighting can save \$50 annually.
- Reducing employee plug loads (space heaters, refrigerators, excess peripherals) can reduce costs as much as \$100 annually per employee.

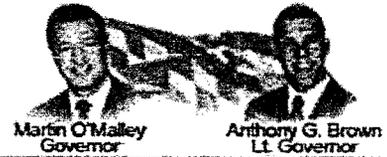
While these are examples, they illustrate the benefits of energy-efficiency for organizations where every dollar saved counts.

Nonprofit Montgomery! has offered to work with DEP to help the nonprofit community understand their energy-efficiency needs, foster communication between nonprofits and property managers, and generate case studies from those that have taken action.

In addition, as the County's Green Business Certification is rolled out it may become a tool to help promote energy conservation and broader sustainability by the community.

Next Steps

- Nonprofit Montgomery! and the Arts and Humanities Council will consider conducting a focus group, in partnership with DEP, to evaluate opportunities for selecting competitive energy suppliers and aggregating utilities.
- The partners will, if the best option, conduct a pilot procurement with a group of nonprofits. Following the pilot, they will develop recommendations or a tool kit for other nonprofits that wish to select competitive energy suppliers.
- DEP staff will hold a focus group with select nonprofits that responded to the questionnaire to identify energy-efficiency best practices, barriers to energy use reductions, and key leaders who can become the basis for case studies. The ultimate goal would be to develop useful and workable energy-efficiency recommendations for general use in the nonprofit community.



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- You selected: Electric Commercial
Your search found 47 companies.
1. **Affiliated Power Purchasers International, LLC.**
 224 Phillip Morris Dr.
 Salisbury, MD 21804
 Phone: 410-749-5507
 Fax: 410-749-8769
 Website: www.appienergy.com
 Customer Types: Commercial, Industrial
 Services Provided: Broker
[Additional Company Information](#)
 2. **American PowerNet Management, L.P.**
 867 Berkshire Blvd
 Suite 101
 Wyomissing, PA 19610
 Phone: 610-372-8500
 Fax: 610-372-9100
 Website: www.americanpowernet.com
 Customer Types: Commercial, Industrial
 Services Provided: Aggregator, Billing, Supplier
[Additional Company Information](#)
 3. **AOBA Alliance, Inc.**
 1050 17th Street, N.W.
 Suite 300
 Washington, DC 20036
 Phone: 202-296-3390
 Fax: 202-296-6987
 Website: www.aobaalliance.com
 Customer Types: Commercial
 Services Provided: Broker
[Additional Company Information](#)
 4. **API Ink, LLC**
 7943 Stevenson Rd.
 Baltimore, MD 21208
 Phone: 443-277-4640; Levi, Alvin
 Fax: 410-484-4356

of the Environment

Email: apiinclic@comcast.net
Customer Types: Industrial, Commercial
Services Provided: Broker
Additional Company Information

5. BlueStar Energy Services
363 W. Erie St.
Suite 700
Chicago, IL 60610
Phone: 866-258-3782
Fax: 866-422-2515
Email: gvoorhees@bluestarenergy.com
Website: www.bluestarenergy.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Aggregator, Billing, Broker, Supplier
Additional Company Information
6. BOC Energy Services, Inc.
1 Greenwich St.
Suite 200
Stewartsville, NJ 08886
Phone: 800-247-2644; Dales, Marjorie
TollFree: 908-771-1152; Occhipinti, E. John
Phone3: 908-329-9545; Messer, Michael
Fax: 610-807-4000
Email: michael.messer@boc.com
Website: www.boc.com
Customer Types: Commercial, Industrial
Services Provided: Billing, Marketer, Supplier
Additional Company Information
7. Bollinger Energy Corporation
1801 S. Clinton Street
Baltimore, MD 21224
Phone: 410-327-0500 ext. 12
Fax: 410-327-0502
Email: meg@bollingerenergy.com
Website: www.bollingerenergy.com
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information
8. BTU Energy, LLC
1414 Key Highway
Suite G
Baltimore, MD 21230
Phone: 866-229-4902; Main No.
Fax: 443-524-2887
Email: susanr@btuenergy.net
Website: WWW.BTUENERGY.NET
Customer Types: Commercial, Residential
Services Provided: Broker
Additional Company Information
9. Clean Currents, LLC
155 Gibbs St.
Suite 425
Rockville, MD 20850
Phone: 301-754-0430; Skulnik, Gary
Fax: 301-576-5132

2

Email: gary@cleancurrents.com
Website: www.cleancurrents.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Aggregator, Broker
Additional Company Information

10. Co-eXprise, Inc.
6000 Brooktree Road
Suite 200
Wexford, PA 15090
Phone: 724-9331180; Nuzzo, Mark
Fax: 724-933-1150
Email: mnuzzo@co-exprise.com
Website: www.co-exprise.com
Customer Types: Commercial, Industrial
Services Provided: Aggregator, Billing, Broker
Additional Company Information
11. Co-eXprise, Inc.
6000 Brooktree Road
Suite 200
Wexford, PA 15090
Phone: 724-933-1180; Nuzzo, Mark
Fax: 724-933-1150
Email: mnuzzo@co-exprise.com
Website: www.co-exprise.com
Customer Types: Commercial, Industrial
Services Provided: Aggregator, Billing, Broker
Additional Company Information
12. Competitive Energy Services-Maryland, LLC
148 Middle Street
Suite 506
Portland, ME 04101
Phone: 207-772-6190; Isaacson, Mark
Fax: 207-772-6320
Email: misaacson@energymaine.com
Customer Types: Commercial, Industrial
Services Provided: Broker, Supplier
Additional Company Information
13. Consolidated Edison Solutions, Inc.
701 Westchester Avenue
Suite 300 East
White Plains, NY 10604
Phone: 1-800-316-8011
TollFree: 914-286-7086; Abrams, Valerie
Fax: 914-286-1420
Website: www.conedisonsolutions.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Billing, Marketer, Supplier
Additional Company Information
14. Constellation NewEnergy, Inc.
111 Market Place
Suite 1100
Baltimore, MD 21202
Phone: 410-470-1932
Fax: 410-230-4659
Email: CNERegulatoryMD@constellation.com

Website: www.newenergy.com
Customer Types: Commercial, Government, Industrial
Services Provided: Aggregator, Broker, Supplier
Additional Company Information

15. CQI Associates, LLC
P.O. Box 825
Columbia, MD 21044
Phone: 443-677-8870
TollFree: 410-740-0667
Fax: 410-740-3271
Email: cqirichard@aol.com
Website: www.cqiassociates.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Aggregator, Broker
Additional Company Information
16. Direct Energy Services, LLC
12 Greenway Plaza
Suite 600
Houston, TX 77046
Phone: 866-983-0800
TollFree: 614-799-4904, Residential Sales
Phone3: 203-284-3909, Non-Residential Sales
Fax: 301-961-1547
Email: customercareUS@directenergy.com
Website: www.directenergy.com
Customer Types: Commercial, Government, Industrial,
Institutional, Residential
Services Provided: Billing, Marketer, Supplier
Additional Company Information
17. EGP Energy Solutions, LLC d/b/a/ Atlantic Energy Resources
300 E. Lombard St.
Suite 840
Baltimore, MD 21202
Phone: 410-814-7526
Website: www.atlanticenergyresources.com
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information
18. Electric Advisors, Inc.
4733 Bethesda Ave
Suite 450
Bethesda, MD 20814
Phone: 301-942-3039; Lacey, Russell
TollFree: 301-830-8044
Fax: 240-235-3247
Email: russell@electricadvisors.com
Website: www.electricadvisors.com
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information
19. Energy Services Management, LLC d/b/a Maryland Energy Consortium
P.O. Box 406
Baltimore, MD 21153
Phone: 410-585-1213

Fax: 410-585-1214
Email: elecdereg@comcast.net
Website: www.saveonmdenergy.com
Customer Types: Commercial, Government, Industrial,
Residential
Services Provided: Aggregator, Broker
Additional Company Information

20. FirstEnergy Solutions Corp
341 White Pond Dr.
Building B3
Akron, OH 44320
Phone: 1-800-977-0500; Inquiries, Customer
TollFree: 1-888-254-6359; Service, Customer
Fax: 330-436-1905
Email: FirstChoice@FES.COM
Website: www.FirstEnergySolutions.com
Customer Types: Commercial, Government, Industrial
Services Provided: Marketer, Supplier
Additional Company Information
21. GDF Suez Energy Resources
1990 Post Oak Boulevard
Suite 1900
Houston, TX 77056
Phone: (866) 999-8374
TollFree: 713-636-1742; Austin, Jason
Fax: (713) 636-1601
Email: jason.austin@suezenergyna.com
Website: www.suezenergyna.com
Customer Types: Commercial, Industrial, Other
Services Provided: Billing, Marketer, Supplier
Additional Company Information
22. Gexa Energy Maryland, LLC
1106 Osborne Pkwy
Forest Hill, MD 21050
Phone: 443-567-6102; Bryant, John
TollFree: 410-688-8176, Cell Phone
Phone3: 866-301-4392, Toll
Fax: 866-645-4392
Email: john.bryant@gexaenergy.com
Website: www.GexaEnergy.com
Customer Types: Commercial, Industrial
Services Provided: Marketer, Supplier
Additional Company Information
23. Glacial Energy of Maryland, Inc.
2602 McKinney Ave
Suite 220
Dallas, TX 75204
Phone: 877-569-2841
Fax: 281-964-3920
Website: www.glacialenergy.com
Customer Types: Commercial, Industrial
Services Provided: Billing, Supplier
Additional Company Information
24. Horizon Power & Light, LLC
800 Bering Dr

Suite 250
Houston, TX 77057
Phone: 866-727-5658; Free, Toll
Fax: 713-554-4306
Email: eugene@HPLCO.com
Website: www.horizonpowerco.com
Customer Types: Commercial, Residential
Services Provided: Marketer, Supplier
Additional Company Information

25. Integrys Energy Services
1700 N. Moore St.
Suite 1105
Arlington, VA 22209
Phone: 1-888-662-7977
Fax: 703-908-2338
Email: masales@integrysenergy.com
Website: www.integrysenergy.com
Customer Types: Commercial, Industrial, Residential,
Government
Services Provided: Billing, Marketer, Supplier
Additional Company Information
26. Liberty Power Corp, LLC
1901 W. Cypress Creek Rd.
Suite 600
Fort Lauderdale, FL 33309
Phone: (866) 769-3799
TollFree: 954-771-1463 ext. 103; Daire, Alberto
Fax: (212) 937-2240
Website: www.libertypowercorp.com
Customer Types: Commercial, Industrial
Services Provided: Billing, Marketer, Supplier
Additional Company Information
27. Liberty Power Delaware, LLC
800 W Cypress Creek Rd
Suite 410
Fort Lauderdale, FL 33309
Phone: 954-771-1463; Daire, Alberto
TollFree: 954-771-1463; Coots, Brian
Fax: 832-202-0256
Customer Types: Commercial, Industrial, Residential
Services Provided: Billing, Marketer, Supplier
Additional Company Information
28. Liberty Power Holdings, LLC
800 W Cypress Creek Rd
Suite 410
Fort Lauderdale, FL 33309
Phone: 954-771-1463; Coots, Brian
TollFree: 954-771-1463; Daire, Alberto
Fax: 832-202-0256
Customer Types: Commercial, Industrial, Residential
Services Provided: Billing, Marketer, Supplier
Additional Company Information
29. Liberty Power, MD, LLC
800 W. Cypress Creek Rd.
Suite 330

Fort Lauderdale, FL 33309
Phone: 866-769-3799; Main No.
TollFree: 954-771-1463 ext.103; Daire, Alberto
Phone3: 703-371-5552; Hernandez, Eliezer
Fax: 877-772-2364
Email: ccare@libertypowercorp.com
Website: www.libertypowercorp.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Billing, Marketer, Supplier
Additional Company Information

30. Long Distance Consultants, L.L.C.
11 West Passaic Street
Rochelle Park, NJ 07662
Phone: 1-201-454-6500; Okin, Phillip
Fax: 1-201-291-1995
Email: philo@giantpackage.com
Customer Types: Commercial, Industrial, Other,
Government, Institutional
Services Provided: Broker
Additional Company Information
31. Market Direct LLC d/b/a mdenergy
Two Stamford Landing
68 Southfield Avenue, Suite 215
Stamford, CT 06902
Phone: 203-961-1112
TollFree: 203-961-1112 x226; Fava, Joann
Fax: 203-961-1171
Email: jfava@marketdirectenergy.com
Website: www.marketdirectenergy.com
Customer Types: Commercial, Industrial
Services Provided: Aggregator, Broker
Additional Company Information
32. Metromedia Power, Inc.
2000 West Park Ave
Suite 125
Westborough, MA 01581
Phone: 508-871-7150; Griffin, David
TollFree: 888-289-4324; Toll Free
Fax: 508-366-5334
Email: dgriffin@mmenergy.com
Website: www.metromediaenergy.com
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information
33. MidAmerican Energy Company
320 Le Claire
P.O. Box 4350
Davenport, IA 52808-4350
Phone: 800-432-8574; Customer Service
TollFree: 800-432-8893; Michigan Customers after-hours
support
Fax: 563-333-8563
Email: customerservice-retail@midamerican.com
Website: www.midamericanchoice.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Billing, Marketer, Supplier

Additional Company Information

34. Mitchell Energy Management Services, Inc.
610 Berwick Rd.
Wilmington, DE 19803
Phone: 302-478-5785; Mitchell, David
Customer Types: Commercial, Industrial
Services Provided: Aggregator, Broker
Additional Company Information
35. MRDB Holdings, LP d/b/a LPB Energy Consulting
12700 Park Central Dr.
Suite 200
Dallas, TX 75251
Phone: 877-946-9463; Lawrence, Dan
Fax: 972-383-8200
Email: vida.kontoh@lpbenergy.com
Website: www.LPBenergy.com
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information
36. National Energy Consultant
4423 Lehigh Road, Suite #488
College Park, MD 20740
Phone: 800-374-9440; Sarita, Tita
Fax: 800-631-2632
Email: kdavis@necmaryland.com
Website: www.necmaryland.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Aggregator, Broker
Additional Company Information
37. Pepco Energy Services, Inc
1300 North 17th Street
Suite 1600
Arlington, VA 22209
Phone: 703-253-1800
TollFree: 703-253-1667, Commercial & Industrial
Phone3: 703-253-1721, Residential
Fax: 703-253-1724
Email: pframbes@pepcoenergy.com
Website: www.pepcoenergy.com
Customer Types: Commercial, Government, Industrial,
Institutional, Residential
Services Provided: Aggregator, Billing, Broker, Marketer,
Metering, Supplier
Additional Company Information
38. Premier Power Solutions, LLC
289 Nutt Road
Grove City, PA 16127
Phone: 412-655-2267; Chapman, Thomas
Fax: 412-655-7170
Website: www.premierpowersolutions.com
Customer Types: Commercial, Government, Industrial
Services Provided: Broker
Additional Company Information
39. QVINTA Energy Services

13303 Chalfont Ave
Fort Washington, MD 20744
Phone: 301-203-0277
Fax: 301-203-0217
Email: qvinta@qvinta.com
Website: www.qvinta.com
Customer Types: Government, Commercial, Industrial
Services Provided: Broker, Metering
Additional Company Information

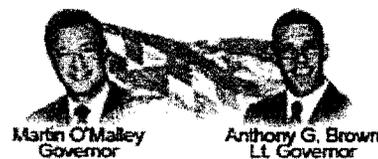
40. Reliant Energy Solutions East, LLC
300 East Lombard Street
Suite 1430
Baltimore, MD 21202
Phone: 443-423-1800; Rathvon, Richard
Fax: 443-423-1801
Email: rrathvon@reliant.com
Website: www.reliant.com
Customer Types: Commercial, Industrial, Institutional
Services Provided: Billing, Supplier
Additional Company Information
41. Richards Energy Group, Inc.
3901 Nolt Road
Building #1
Landisville, PA 17538
Phone: 717-898-6330
Fax: 717-898-6331
Email: frichards@richardsenergy.com
Website: www.richardsenergy.com
Customer Types: Commercial, Government, Industrial,
Institutional
Services Provided: Broker
Additional Company Information
42. South River Consulting
1414 Key Highway
Suite L
Baltimore, MD 21230
Phone: 443-524-2880 ext.105; Wilson, H. Bertram
Fax: 443-524-2887
Email: bertw@sriverconsulting.com
Website: www.sriverconsulting.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Aggregator
Additional Company Information
43. Strategic Energy
Two Gateway Center
9th Floor
Pittsburgh, PA 15222
Phone: 1-800-830-5923
Fax: (412) 394-6677
Website: www.sel.com
Customer Types: Commercial, Industrial
Services Provided: Billing, Supplier
Additional Company Information
44. TFS Energy Solutions, LLC
680 Washington Blvd

5th Floor
Stamford, CT 06901
Phone: 877-517-6937
Fax: 203-967-0426
Email: bboyle@tfsenergy.com
Website: www.traditionenergy.com
Customer Types: Commercial, Industrial
Services Provided: Broker
[Additional Company Information](#)

45. UtiliTech, Inc.
975 Berkshire Blvd.
Suite 100
Wyomissing, PA 19610
Phone: 610-777-3200; Bowman, Ian
Fax: 610-777-2699
Email: ibowman@utilitech.com
Website: www.utilitech.com
Customer Types: Commercial, Industrial
Services Provided: Broker
[Additional Company Information](#)
46. Washington Gas Energy Services, Inc.
13865 Sunrise Valley Drive
Suite 200
Herndon, VA 20171
Phone: 888-884-9437; residential
TollFree: 410-628-9437; commercial
Fax: 703-793-7301
Website: www.wges.com
Customer Types: Commercial, Industrial, Residential,
Government
Services Provided: Aggregator, Billing, Marketer, Supplier
[Additional Company Information](#)
47. World Energy Solutions, Inc
446 Maine Street
14th Floor
Worcester, MA 01608
Phone: 508-752-2925; Melesiute, Vitana
Fax: 508-459-8101
Email: info@worldenergysolutions.com
Website: www.worldenergysolutions.com
Customer Types: Commercial, Industrial, Other
Services Provided: Aggregator, Broker
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- ▶ [COMAR](#)
- ▶ [Office of the People's Counsel](#)
- ▶ [Electric Universal Service Program](#)
- ▶ [Regional Greenhouse Gas Initiative](#)
- ▶ [Maryland Department](#)

1. **AOBA Alliance, Inc.**
1050 17th Street, NW
Suite 300
Washington, DC 20036
Phone: (202) 296-3390
Fax: (202) 296-3399
Email: utaylor@aoba-metro.org
Website: www.aobaalliance.com
Customer Types: Commercial, Industrial
Services Provided: Aggregator, Broker
[Additional Company Information](#)
2. **Bollinger Energy Corporation**
1801 S. Clinton St
Baltimore, MD 21224
Phone: (410) 327-0500
Fax: (410) 327-0502
Email: meg@bollingerenergy.com
Website: www.bollingerenergy.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Biller, Supplier
[Additional Company Information](#)
3. **Competitive Energy Services-Maryland, LLC**
148 Middle Street
Suite 506
Portland, ME 04101
Phone: 207-772-6190; Isaacson, Mark
Fax: 207-772-6320
Email: misaacson@energymaine.com
Customer Types: Commercial, Industrial
Services Provided: Broker, Supplier
[Additional Company Information](#)
4. **Energy Services Management, LLC d/b/a Maryland Energy Consortium**
7111 Park Heights Ave Unit 902

of the Environment

Baltimore, MD 21215
Phone: 410-585-1213
Fax: 410-585-1214
Email: elecdereg@comcast.net
Website: www.deregulateelectric.com
Customer Types: Commercial, Government, Industrial
Services Provided: Aggregator, Broker
Additional Company Information

5. Gateway Energy Services Corporation
400 Rella Blvd.
Suite 300
Montebello, NY 10901
Phone: 800-805-8586
Fax: 845-503-5588
Email: customerservice@gesc.com
Website: www.gesc.com
Customer Types: Commercial, Residential
Services Provided: Marketer, Supplier
Additional Company Information
6. Hess Corporation
One Hess Plaza
Woodbridge, NJ 07095
Phone: (Main no.) 800-437-7265
TollFree: 732-750-6000
Fax: 732-750-6447
Email: gbutler@hess.com
Website: www.hess.com
Customer Types: Commercial, Industrial
Services Provided: Biller, Energy Management Services,
Supplier
Additional Company Information
7. Marathon Oil Company
5555 San Felipe Street
Houston, TX 77056
Phone: 713-296-3700
Fax: 713-513-4344
Website: www.marathon.com/natgas/
Customer Types: Commercial, Industrial
Services Provided: Supplier
Additional Company Information
8. Metromedia Energy, Inc.
6 Industrial Avenue
Eatontown, NJ 00724
Phone: 800 828-9427
Fax: 732-542-8920
Website: www.metromediaenergy.com
Customer Types: Commercial
Services Provided: Supplier
Additional Company Information
9. MRDB HOLDINGS d/b/a LPB ENERGY CONSULTING
12700 Park Central Dr.
Suite 200
Dallas, TX 75251
Phone: 877-946-9463; Lawrence, Dan
Fax: 972-383-8200

Email: vida.kontoh@lpbenergy.com
Website: WWW.LPBENERGY.COM
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information

10. NOVEC Energy Solutions, Inc.
10323 Lomond Drive
Manasas, VA 20109
Phone: 888-627-7283
Fax: 703- 392- 1784
Website: www.novecenergysolutions.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Biller, Broker, Supplier
Additional Company Information
11. Pepco Energy Services, Inc. also d.b.a. Conectiv Energy Services
1300 N. 17th Street
Suite 1600
Arlington, VA 22209
Phone: 1-800-213-7719
TollFree: 703-253-1800
Fax: 703-253-1724
Email: pframbes@pepcoenergy.com
Website: www.pepcoenergy.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Biller, Marketer, Supplier
Additional Company Information
12. PPL EnergyPlus, LLC
Two North Ninth Street
Allentown, PA 18101-1179
Phone: 1-866-505-8825; Scott, Porter
TollFree: 610-774-2310; Crupi, Terry
Fax: 610-774-6417
Website: www.pplenergyplus.com
Customer Types: Commercial, Industrial
Services Provided: Biller, Supplier, Marketer
Additional Company Information
13. QVINTA Energy Services
13303 Chalfont Ave
Fort Washington, MD 20744
Phone: 301-203-0277
Fax: 301-203-0217
Email: qvinta@qvinta.com
Website: www.qvinta.com
Customer Types: Commercial, Government, Industrial
Services Provided: Billing, Broker
Additional Company Information
14. UGI Energy Services, Inc
One Meridian Blvd.
Suite 2CO1
Wyomissing, PA 19610
Phone: 1-800-427-8545
Fax: 610-374-4288
Website: www.ugienergyservices.com
Customer Types: Commercial, Industrial

Services Provided: Marketer, Supplier
Additional Company Information

15. Washington Gas Energy Services
One Texas Station
Suite 230
Timonium, MD 21093
Phone: 410-628-9437
TollFree: 888-884-9437
Fax: 410-628-1391
Website: www.wges.com
Customer Types: Commercial, Industrial, Residential
Services Provided: Supplier
Additional Company Information

16. World Energy Solutions, Inc.
446 Main Street
14th Floor
Worcester, MA 01608
Phone: 508-459-8143; Backstrom, Erika
TollFree: 800-578-0718
Fax: 508-459-8101
Website: www.worldenergy.com
Customer Types: Commercial, Industrial
Services Provided: Broker
Additional Company Information

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Long-term sustainability is a serious consideration for every nonprofit. Ideally, every organization will spend the bulk of its income on programs, rather than on operating costs. Making smart choices that reduce overhead expenses is a great place to start.

Maryland Nonprofits can help you have budget certainty through our partnership with Affiliated Power Purchasers International (APPI).

Ed Resource Packets

The deregulation of the electricity industry has brought about a competitive market with lower energy prices. As a nonprofit, you should take advantage of this low-cost electricity supply solution. Without a strategy, your organization is vulnerable to increasing tariff rates, energy market volatility, and other market uncertainties.

Executive Management

Financial Management

Fundraising/Development

The Maryland electricity market is extremely competitive with attractive contract terms and 5 ½ year lows in electricity prices. Maryland Nonprofits understands that our members need help to fully understand the competitive market and to develop a customized energy solution that reduces costs.

Human Resources

Marketing/Public
Relations

Volunteer Management

APPI is a Maryland independent energy consulting firm that since 1996 has assisted almost 1,000 Maryland businesses by reducing their cost of electricity and creating budget certainty. Visit the [APPI website](#) for more information. The APPI Powerful Solutions Program identifies and implements options that reduce the costs of your energy services. You pay no upfront, hourly, or retainer fees. APPI is only compensated when it demonstrates and delivers savings and/or refunds.

Nonprofit Startup

Organizational
Development

Resource Library

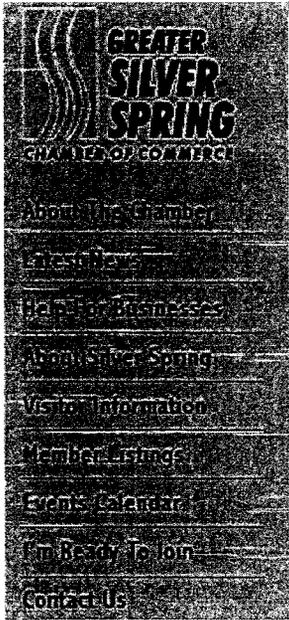
"At Maryland Association of Nonprofit Organizations it was easy for us to recommend the APPI powerful solutions program to our members, as our experiences with the staff have been nothing short of outstanding. The APPI team is very supportive of each separate business' needs and the process is so valuable to the bottom line."

**Maryland Nonprofits
Baltimore, MD**



To enroll in the program:

- Your office must have its own electricity meter
- Fill out the [Letter of Authorization](#) and attach a copy of your most recent electricity bill. Fax to Alli Albert at 410.727.1914. You will hear back from an APPI representative within 24-48 hours.



COMMERCIAL ENERGY COOPERATIVE PROGRAM

GSSCC began an electricity cooperative purchasing program in 2004 to provide long term budget stability and savings to our members. Members in the first enrollment group with contracts ending in 2008 and 2009 have saved up to 14% off the utility default rate in spite of the lowest energy prices in four years.

Through the GSSCC Energy Co-op, members pool their buying power and get the best available competitive market price for a typical term of 12 to 36 months. The program also saves Chamber members the time and expense of evaluating offers from multiple suppliers.

On July 3, 2008 energy prices were at record highs with electricity prices at 16 cents per kilowatt hour, natural gas prices at \$1.50 per therm, and oil prices at \$147.00 per barrel. Electricity market prices are expected to increase an additional 11% over the next twelve months based on a recent report released by the Department of Energy.

Now is an excellent time for members interested in achieving long term energy cost savings and stability to consider joining in the cooperative.

The application fee is \$250 per location for electricity accounts and \$150 per location for natural gas accounts. More information is posted on the [CQI Website](#).

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