



FMDA Fuel Procurement Consortium

FMDA has partnered with Competitive Energy Services (CES) to form a liquid fuels procurement consortium. CES assists the group with the strategic sourcing and hedging of a variety of liquid fuels, including heating oil, propane, diesel and unleaded gas. Keith Sampson, Vice President, Account Management & Business Development at CES, heads up the group.

CES is an independent energy consulting firm that advises educational, industrial, commercial, institutional and municipal clients in managing and consulting energy costs in a competitive marketplace. CES provides a broad variety of strategic energy management services, such as procurement, risk management, budgeting, sustainability planning, economic analysis and strategy implementation across the United States and Canada. CES's integrated, innovative and customized solutions help clients maximize savings and manage risk in the rapidly changing energy sector.

Since the aggregation started in 2012, CES now represents:

- 25 participating school districts and 15 participating cities and towns
- More than five million gallons of fuel oil procured
- More than 200 separate contracts
- More than 15 different suppliers

All organizations that join this Consortium receive many benefits, including:

- Customized bid for fixed and variable pricing for tanker and straight truck deliveries
- Representation by CES as the client's exclusive agent on agreed upon fuel purchases
- CES's experience in the oil market with timing of locked pricing
- Assistance in establishing a list of suppliers acceptable to the client
- Advice regarding the price and other terms of any proposed contract for the client
- Financial review of the non-price terms and conditions of proposed contracts
- Fuel procurement advice and assistance for the duration of the term of any contract

The FMDA and CES are currently working together on the 2015/2016 group fuel bids. We are open to additional members joining the consortium at this time. For more information, please feel free to contact FMDA or Keith Sampson from CES at ksampson@competitive-energy.com or 617-633-9320.

Exciting Initiative Coming Soon—Vermont Schools Solar Consortium!

CES has partnered with VSBIT to work with school districts and municipalities in VT interested in solar energy to:

- Manage RFP processes for interested members of the consortium
- Analyze bids from solar developers and identify those projects that offer the best value
- Oversee contract negotiations and signings for the ultimate implementation of multiple major solar projects across the state of VT



Letter of Authorization for FMDA-Fuel Procurement Consortium

Legal Name: _____

Doing Business As (if applicable): _____

Contact Person: _____ Phone: _____

Email: _____ Fax: _____

Billing Contact Person _____ Phone: _____

Email: _____ Fax: _____

Billing Address: _____

Tax ID # _____ Tax Exempt? _____ if yes, please provide certificate.

Already a customer of CES? Yes No Not Sure

By signing this Letter of Authorization (LOA) below, you give Competitive Energy Services (CES) authority to obtain from your liquid fuel provider the information that is necessary for CES to quote you a price to receive energy services from a supplier brought to you by CES. This authorization in no way binds you to any contractual obligation to purchase energy services from any supplier. In the event that you enter into a contract as a result of this LOA, any compensation to CES will be paid pursuant to the Customer Representation Agreement.

I hereby authorize the release of customer historic usage information, payment history, and other proprietary information to Competitive Energy Services (CES). At the request of CES, please provide CES any and all of the following types of information requested for the **most recent 12 months**:

- | | |
|------------------------------------|------------------------------------------|
| Monthly usage volumes, by location | Special delivery instructions |
| Tank sizes and locations | Current supplier contracts for each fuel |

The above information should be provided to CES for the following locations:

Fuel Type	Tank Location	Tank Size	Annual Usage (gal)*	Current Supplier

*Please attach monthly usage, if available

This authorization is effective as of the date of signature below and remains an open authorization until notification is received to rescind it.

Name: _____ Title: _____

Signature: _____ Date: _____



Fuel Oil/Propane/ULSD/Gasoline Accounts:

The compensation for fuel oil, propane (LPG) and ULSD accounts is based on the total usage for CLIENT's locations over the past 12 months measured in Gallons:

Category Range (12 Month Usage – gallons)	Compensation (\$/gallon)
Less than 50,000	\$0.038
50,001 to 75,000	\$0.029
75,001 to 100,000	\$0.024
100,001 and up	\$0.019