



## **Minutes of the Board of Directors of the Municipal Electric and Gas Alliance - April 13, 2012**

**Present:** David Allen, Doug Barton, Rick Blythe, Heather Brown, Mary Pat Hancock, Steve Hoover, Jack Wheeler, Mark Taylor

**Excused:** Michael Stamm

### **Corporate Members**

**Present:** Bob Edwards, Crystal Abers, Richard Murphy

**Guests:** Gordon Boyd, Gene Salerni, Elliott Easton, Energy Next; Katy Vescio, Steve Acquario, NYSAC; Linda Edwards, Sandy Stein, Le Luu, Tom Niederkorn

**Staff:** Ron Feldstein, Executive Director; Barbara Blanchard, Customer Relations Manager; Stu Stein, Director of Special Projects; Jennifer Luu, Office Manager

### **Call to Order and Approval of Agenda**

President Barton called the meeting to order at 11:22 a.m.

### **Approval of Minutes**

It was Moved by Mr. Taylor, seconded by the Mr. Allen and unanimously adopted by voice vote of members present to approved the minutes of January 13, 2012, as written.

### **Confirmation of Executive Committee Action – Sprague Gas Agreement**

The Executive Committee met on February 29, 2012 to review and approve an agreement with Sprague Operating Resources, LLC for natural gas delivery in the St. Lawrence natural gas delivery area. The agreement is the result of a second request for bids; the first did not yield any results. After the first bid was issued, Sprague expressed interest, so Genesee County authorized the reissuance of the bid. Sprague was the only company that submitted a proposal. It was Moved by Mr. Hoover, seconded by Ms. Hancock and unanimously adopted by voice vote to confirm the action of the Executive Committee on February 29, 2012.

### **Special Projects Report**

#### **Quarterly Report**

Mr. Stein's report was distributed with the agenda packet.

#### **Strategic Plan Update**

Mr. Stein reported the Board held a strategic planning session yesterday to discuss the direction the Board should take in the future. The Board discussed expanding beyond electric and natural gas to other commodities that are not energy related. There was consensus that this would be very complicated and should not be pursued at this time. The Board also

discussed expanding the market beyond counties, but this would create competition with private industry.

There was consensus that special projects should be continued on occasion, but a lot of emphasis will not be placed on them at this time.

Areas of focus the Board agreed to concentrate on were to give more attention to the current customer base to get a better sense of who the customers are and how and when they purchase electricity and natural gas. They also agreed that the data management process system needs attention. EnergyNext is currently reviewing options and it is hoped that in the next few months a new data management system will be operational. Currently they are looking at Sugar CRM, which offers a free version, provides real-time information and offers data architects to assist in implementation.

The Board discussed increasing the customer base and bringing in additional counties and other municipalities. Board and Corporate members will be asked to assist with marketing and outreach to get into additional counties and make connections. Lastly, energy related services that are within the context of the organization mission will be explored in greater detail, i.e., natural gas fuel station, microgrids etc.

### **Treasurer's Report**

Mr. Hoover provided a review of the third quarter royalties.

### **New Business**

Mr. Acquario thanked the Board for the continued partnership with NYSAC. He thanked Ms. Vescio for doing a fantastic job as liaison between NYSAC and MEGA. He stated the role of MEGA will become more apparent to towns and villages in the future. NYSAC has excellent inter-county relationships and will begin more penetration of these municipalities. He stated the Energy Track held in September at the NYSAC conference and sponsored by MEGA, was very well attended and he is looking forward to planning for the 2012 conference. Lastly, Mr. Acquario thanked Ms. Blanchard for her leadership as Executive Director and presented her with a painting on behalf of NYAC.

### **Announcements**

The next Board meeting will be held July 13, 2012 in Albany at the NYSAC offices and a tour of the NYS Independent System Operator will follow the meeting.

### **Adjournment**

It was Moved by Mr. Hoover, seconded by Mr. Blythe and unanimously adopted by voice vote of members present to adjourn the meeting at 12:22 p.m.

Minutes prepared by Jennifer Luu.