

Meeting: Wednesday, **February 7, 2001**

Doubletree Guest Suites Hotel
Exit 27B off Route 128 (I-95), Waltham, MA

4:30 Board Meeting (open to all)
5:30 Registration and Networking
6:30 Dinner and Presentation

Space Limited - Registration strongly encouraged
CALL the Reservation Line Today: 781-446-0125
Or email reservation to: arthur1771@aol.com

\$30 per person; \$15 per student with ID

\$\$\$\$\$ Current Job Market for Energy Professionals \$\$\$\$\$

Program Description

- ? Considering a career move?
- ? Trying to hire energy professionals?
- ? Uncertain about what your talent is worth in today's hot job market?

This month's program is intended to be an informal and participative format, similar to a roundtable discussion that is targeted to both job seekers and hiring managers. We are pleased to have two highly experienced individuals who will lead our discussion for this meeting, and share their extensive knowledge with us of the current market for Energy Professionals.

Mark Dillon is a specialist in placing Energy Professionals for Natek Corporation, and will lead the discussion. He is familiar with both local and national opportunities, and has recently placed numerous employees in positions locally. Mark will discuss the opportunities that exist now, as well as those that are growing and/or fading. He will describe signs of some emerging employment trends, and the kinds of experience and qualifications that command the best compensation. Currently, the availability of younger engineers for starting level positions is an industry-wide concern, and Mark will provide information on where companies can find them.

Arum Sisoian, the Human Resources Director for Northeast Energy Services will join Mark. Arum has a wealth of knowledge to share with us on the hiring process from the prospective of a human resources manager, as well as extensive recent experience in hiring employees for the highly competitive Energy Services Industry. He will provide further insight on opportunities with ESCOs, and valuable information for the job seekers in the Energy Industry. This will include the steps that are now common in the interview

process, as well as advice on how candidates can best present themselves to prospective employers.

This is sure to be a popular meeting and will be an excellent chance to network with those who are hiring and employees who might be looking. Who knows? Just letting your boss know you are attending may get you a raise! Please invite a friend to come along. There is something valuable here for everyone in the industry. Mark your calendar and be sure to register early.

This is your salary before attending this meeting: \$\$

This is your salary after attending this meeting: \$\$\$\$\$\$\$\$\$\$\$\$\$\$

Speakers:

Mark Dillon

Aram Sisoian

Mark Dillon is the President and founder of Natek Corporation-a National Technical recruitment firm specializing in the Energy and Power Industry for the last 10 years. Natek has staffed well over 600 energy professionals nationwide. These professionals include all levels of energy engineers, sales, operational and senior management within the top ESCOs and energy related companies nationwide. By his constant contact with Energy professionals on a daily basis he brings to the table a wealth of knowledge on who's doing what, with whom and why.

Aram Sisoian has over 25 years in the Human Resources field with specific concentrations in staffing, compensation and benefits, employee relations, training, legal compliance, organizational development/restructuring, labor relations and community relations. His work history includes domestic and international work with The Raytheon Company, Lockheed-Martin, Textron, as well as his current position with Noresco, a Westboro, MA based energy services company. Mr. Sisoian has also worked as a senior HR consultant throughout the United States, Europe, Southeast Asia and the Middle East, and the Pacific Rim.

Presidents Message

“Wow”, is the best way to sum up last month’s meeting. We not only had another full house (50 +), we got one heck of an education on the energy market. If you missed Rich Costello’s presentation on the energy market past, present and future you missed an eye opener, even for those of us in the industry. Part two will follow this during our April (morning) meeting with State and local officials included as speakers, as well as industry professionals. More information about this to come in next month’s letter. “Thank You” Dan Gould for being our meeting manager and pulling it all together, and to Rich for your excellent presentation. As we all learned last month, our industry faces many new challenges, hurdles as well as tremendous business and job opportunities, in both the short and long-term future, which will be the topic for our February meeting.

Our February meeting manager Fran Boucher, C.E.M. of Massachusetts Electric, a National Grid Company, has put together a timely topic which will cover the energy related job market. This meeting will walk through what companies are looking for in energy professionals, what certifications you should have, what human resource people need now to fill positions yesterday. You never know what opportunities may be waiting around the corner for you and your company. So bring your note pad, business cards and résumé in hand. Again, this will be a full house; call to reserve your spot as soon as you can or you may miss another great meeting.

Some Chapter sponsors have inquired into highlighting their company at a meeting above and beyond our November Chapter Sponsor night meeting. For any meeting throughout the year, your company can underwrite the networking hour prior to dinner, or the dinner itself. The Chapter will announce our thanks in our newsletter, on our web page as well as setting a table during the networking hour through dinner, to place and show your company's services and information. Call Arthur Orenberg or myself anytime for more information.

In closing, I would ask each of you to check out our website aenewengland.org and the hotline. We do try to get information and the newsletters out as quickly as possible, but this can help when things do not go as planned.

See you at the meeting,
John A. Bycina Jr.

Our Condolences

The New England Chapter of the Association of Energy Engineers offers our sincere condolences to the families of the Massachusetts Electric employees killed and injured in the tragic recent accident. Our thoughts and prayers are with them.

NOTICE:

The Northeast Green Building Awards

<http://www.nesea.org/buildings/design.htm>

The Massachusetts Renewable Energy Fund is sponsoring a design competition for "Green Building" projects. The Northeast Sustainable Energy Association (NESEA) is organizing this competition. Projects may be of five categories of buildings: commercial and institutional buildings, residences, schools and other government buildings, solar electric buildings, and student projects. There are cash prizes and publicity for winning projects. Visit the NESEA website given above for details, or contact Jonathan Tauer at (413) 774-6051, ext 20.

Industry Highlights

This month's highlights include an overwhelming number of articles concerning energy costs. A majority of local newspapers have carried daily articles concerning the rising costs of electricity and natural gas for the New England area and many articles have also appeared concerning electricity costs in California. Some of those are:

Dec 7. Boston Globe Energy Costs Surge Higher, Electric firms ask of 10-15% rate hike.

Dec 12. Boston Globe Agency approves electricity rate hike, DTE approves bids by Nstar, Fitchburg; rejects Mass. Electric.

Dec 29. Boston Globe Electricity prices in Massachusetts are going up, but instead of attracting more competitors to the market, the higher rates seem to be having the opposite effect. Utility.com, one of only two companies currently offering a price break on residential electricity here, has quietly stopped accepting new customers while it decides whether to continue selling electricity in Massachusetts. Utility.com's pullback could not have come at a worse time for consumers, with electric rates skyrocketing and customers looking for alternative suppliers. For customers of Nstar, which covers the former Boston Edison and Cambridge Electric territories, power rates jumped from 4.5 cents per kilowatt hour in November to 6.28 cents Dec. 1 and will rise to 7.03 cents on Monday (Dec 31 2000). That's a 56 percent increase in two months.

Jan 9. Boston Globe Prices up sharply for natural gas, Bay State to hold hearings on rate increases.

Federal regulators say natural gas prices are up sharply and estimated that those who use gas to heat their homes will pay about 70 percent more than they did last year.

Other news of note:

Dec 22. PRNewswire The New Power Company Certified as a Competitive Supplier in Massachusetts.

TNPC, Inc., parent of The New Power Company, announced that the Commonwealth of Massachusetts, Department of Telecommunications & Energy has granted the company a license to be a Competitive Supplier. The New Power Company was formed by Enron, the largest trader and marketer of electricity and natural gas in North America. It is the first national provider of electricity and natural gas to residential and small commercial customers in the United States.

Jan 7. Boston Globe Report links mass power plant shutdowns, high rates.

Power plants supplying New England with electricity were shut down at suspiciously high rates in the year after the region's power grid moved to a competitive wholesale market, which may have added millions of dollars to electric rates paid by area consumers and businesses. That finding comes from a report being issued today by the Union of Concerned Scientists. The report stops short of alleging that power companies

conspired to gouge consumers, but says that is a clearly unusual pattern that should be investigated by grid managers and federal antitrust prosecutors.

Jan 9. Kennebec Journal Energy East leader steps down, may run for governor. Energy East President David Flanagan stepped down December 31 and says he is considering running for governor of Maine. Flanagan, described as a “no-nonsense executive”, headed Central Maine Power Co. when it merged with Energy East last year. He said it was his choice to resign and that several people from both political parties had encouraged him to run for governor.

Jan 14. Worcester Telegram Even as Pacific Gas and Electric C. struggles to met power demands while teetering on the edge of bankruptcy, a sister company, US Gen New England Inc., is busy producing electricity for thousands of customers in Massachusetts and Rode Island. US Gen New England is digging deep into its own pockets, spending nearly \$1.1 billion to build large gas-fired power plants in Charlton, Mass., and Killingly, Conn., and to modernize a coal-burning plant in Salem, Mass.

Job Openings

Energy Engineer

National Grid, a Westborough, Massachusetts based utility, seeks an energy professional to join the company's technical services group to work directly with customers, company's account managers, architectural and engineering firms and other vendors involved in the design, renovation and retrofit of commercial and industrial facilities. Qualified candidates will have an engineering background, proficiency in mechanical and electrical systems and a minimum of 3-5 years experience in energy efficient building design and retrofit projects. Demonstrated ability in promoting energy efficient design practices in addition to strong communication skills required. Great opportunity to join a nationally recognized team in implementing energy conservation programs. Interested individuals may submit resumes to:

Michael McAteer
National Grid
Manager Business Efficiency Services
55 Bearfoot Road
Northborough, Ma. 01532
michael.mcateer@us.ngrid.com

Energy Control Specialist Engineer

SIEMENS Building Technologies, Inc., Canton, Massachusetts
Preliminary Job Outline

1. Solid understand how Mechanical and Electrical Systems function
2. Electrical, Mechanical and Building Control experience
3. Good Building Systems knowledge
4. HVAC building optimization experience
5. DDC control experience
6. NT experience a plus
7. Ability to provide solutions and pricing to building owners
8. Ability to write performance specifications
9. Ability to write software routines
10. Ability to identify areas to save energy without capital expenditures
11. Ability to make analysis and recommendations for energy reductions initiatives
12. Ability to perform quality performance inspections and collect and analyze data
13. Lighting control and design experience
14. Complete understanding of the procurement of energy
15. P&L experience
16. Project Management experience a plus
17. Good planning and scheduling ability
18. Good computer skills
19. Critical path thinker
20. Root cause problem solving ability
21. Good with customers
22. Subcontracting procurement experience
23. Team player

Michael J. McDonald
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