

Getting More From Selling Your Energy “An Indianapolis Experience”

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Indianapolis is well known as the world's racing capital with the Indy 500, Brickyard 400, and Formula One events. It is also called the Cross-Roads of America, due to being centrally located in the United States. It has an estimated population of 890,000 and the Metropolitan Service Area has a total population of 1,500,000.

Most cities have secrets, but few have one that can have a major impact on it's economic growth when it comes to energy sales. Especially during a time when energy prices are going crazy. Deregulation of the electric markets is a trying and confusing issue. This is due to the problems in California and the current natural gas prices. With the demand for natural gas going higher and higher and the cost going up and up, none of us know what the future holds for our energy costs, but the City of Indianapolis has the answer.

On November 20, 2000, Citizens Gas & Coke Utility took over the operation of the Indianapolis District Heating and Cooling Facility. Citizens Thermal Energy, a Division of Citizens Gas & Coke Utility was formed to manage the regulated steam and unregulated chilled water businesses.

The steam system's main source of steam is from the Perry K steam plant. The secondary supply of steam is from the Indianapolis Resource Recovery Facility (IRRF) owned and operated by Ogden Martin Systems of Indianapolis. Eighty-two (82) employees operate Citizens' system with the Mission "To Provide Safe, Reliable, Efficient and Economical Energy, as required by each Customer". In order to provide this type of service we have to meet these five objectives:

- Provide quality customer service
- Have a variety of fuels
- Meet environmental requirements
- Manage system for today's business world
- Marketing (expand the system).

The role of the District System is to provide economical, reliable, and efficient energy service that provides the customer with a cost-effective energy alternative, and in some cases, benefits he cannot provide due to costs. This means having a variety of fuels (giving us the ability to adjust to the ups and downs of the market), professional employees that are experts in their field (on staff engineers, environmental personnel, and operating /maintenance personnel). We have engineers, technicians, and managers that understand Power Plants, day-to-day operations and efficiency requirements. We also have our own in-house HVAC Engineer, Customer Service that has the ability to help teach the customer energy conservation and use it wisely in their building or facility, and Marketing to provide solid information to local and national Consulting Engineering Firms, Contractors, Building Managers and Governmental