

# MCEnergy is at nexus of power trade

By MICHAEL MILLIUS

Of all the businesses inventing themselves in the new millennium, one group that is fortunately here to stay are the energy information and procurement companies. Given the complex and volatile world of energy consumption, industrial and municipal energy users must make wise choices in deciding what fuel or combination thereof they'll use to run their operations.

The hamlet of Katonah is the home of a world-class player in this new industry. MCEnergy, located at 125 Katonah Ave., is the new kid on the block, and so far their business has done nothing but grow.

Founded 10 years ago and helmed by visionary Margaret M. Carey, the company's impressive client list, from small energy users to Fortune 500 companies, includes Pfizer, Metropolitan Life, Cushman & Wakefield, Credit Suisse, Bank of Tokyo-Mitsubishi and the cities of Stamford, Ansonia and Meriden, Connecticut.

Monitoring historical and current trends in energy markets, Ms. Carey and her team have developed in-house, proprietary software probing the DNA of these dynamics to such great effect they are quietly evolving into industry standards.

"MCEnergy has demonstrated extensive knowledge of the present and future energy marketplace, allowing for appropriate planning to minimize negative impacts and take advantage of market opportunities," states Ronald J. Slember, Pfizer's senior director/global operations.

"With our deep knowledge base and long-standing relationships in the energy market, combined with taking the time to understand our clients' objectives and risk tolerances, we're better able to help achieve their goals in securing energy at competitive prices, tracking energy usage, calculating carbon footprints and creating green initiatives," said Ms. Carey.

And if there is one consensus at MCEnergy, it's that its success is the result of the complementing synergy of the company's lean force of team players that includes Selena F. Wong, vice president and 25-year veteran in strategic planning in energy market analysis, who keeps a keen eye on overall market trends; Barbara M. Farr, counsel, a veteran in the alternative energy industry for over 25 years, having represented both



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**Margaret M. Carey, president of MCEnergy, in her Katonah office, next to a photo collage reflecting how her companies work, created by Katonah resident John Shearer.**

buyers and sellers; and Thomas H. Morrison, senior energy analyst, who plays an integral role in MCE's Power Shopping service, negotiating contracts with electricity, natural gas and fuel oil suppliers. Mr. Morrison also oversees the company's green energy initiatives program; Jack M. Freudenheim, lead software developer, with more than 20 years' experience in software development, oversees and develops the company's IT initiatives and infrastructure. Mr. Freudenheim is also the creator of Sounder, a music software application that Rolling Stone magazine cited as "a true original in the music-creation space; and Jack M. Quackenbush, lead software developer in charge of developing and maintaining MCE's infrastructure and database technologies. Rounding out the MCE team is Lisa Ramirez, special assistant to Ms. Carey and de facto office manager.

Besides providing their customers with services like "sub-metering," which ensures a client's electricity is being accurately measured to better manage costs and revenue, MCE brokers a full range of Green Power options. And again, MCE's deep research

and analysis in this arena provides clients with an understanding of the best opportunities, laws and applications to reduce and offset their carbon footprint in reaching their sustainability goals. In brokering to provide green energy for their clients, the company provides the acquisition of power from wind, municipal waste gas, hydroelectric, solar and biomass sources.

In its efforts to work with clients to reduce their carbon footprint, MCE tracks and calculates a client's emissions from direct and indirect sources on a monthly, quarterly and annual basis. With this information clients can establish emission baselines leading to pollution reductions.

Given the benefits commercial industries derive from the work of a company like MCEnergy, one hopes that this service will eventually be available to private homes. In any event, if and when that happens it would not be the least surprising for it to have originated in a very busy office over Sgaglio's Market in Katonah. For more information on the fascinating company and their work, visit [www.mcenergyinc.com](http://www.mcenergyinc.com) or call at 767-3100.