



## **Usource Builds Custom Web-based Utility Information Management System for former Griffiss Air Force Base**

June 30, 2003

Hampton, NH - June 30, 2003: Unitil Corporation (AMEX:UTL) announced today that Usource, its wholly owned energy services business, is completing a Web-based utility information management system for Griffiss Utility Services Corp (GUSC). GUSC is a not for profit, economic development utility that manages the energy resources including the distribution of electric, natural gas and steam service to the Griffiss Business and Technology Park, formerly Griffiss Air Force Base, in New York's Mohawk Valley. In addition to providing a customer data and billing solution, with an automated meter reading component provided by Effective Technology Inc. of Poestenkill, New York, the system will simplify data management and reporting and provide Griffiss' electric customers with secure web-based access to metering and billing data and analysis.

The new web-based system builds on the ongoing energy brokerage services which Usource provides to GUSC, by integrating and reconciling customer meter data with real time external energy supply information. The Usource tools allow GUSC to efficiently manage its energy supply purchases while incorporating supply cost data directly into the customer billing process. The system also provides an efficient, real-time communication vehicle between GUSC and its customers.

"We have been able to provide our customers with energy on an extremely competitive basis, and this is a key to our very successful and continuing economic development which has been the engine for growth in the Mohawk Valley," said Dan Maneen, President and CEO of Griffiss Utility Service Corp. "The web-based tools and brokerage services provided by Usource will help us and our stakeholders maintain and enhance our competitive edge."

Todd Black, President of Usource, credits the success of the project to Usource' extensive prior experience in web-based systems development for energy-related applications. "Whether deploying web-based applications for our brokerage business or for other clients, Usource has been able to exploit the efficiencies of sophisticated database management with simple, easy-to-use web-based interface tools that work equally well for utility managers and utility customers. These applications can provide smaller utility, municipal and cooperative systems with the same efficiencies and functionalities as the big custom systems of very large utility operations, at a fraction of the cost."

Griffiss Utility Services Corp. manages the utility resources for the Griffiss Business and Technology Park, (GBTP) formerly Griffiss Air Force Base, located in New York's Mohawk Valley. GBTP offers prospective companies a combination of sophisticated transportation and utility infrastructure and outstanding natural beauty, in a park encompassing 3,600 acres in seven distinct development districts uniquely suited to the needs of specialized businesses. GBTP is a nationally recognized research and development hub, housing both the Air Force Research Laboratory at Rome Research Site, as well as a wide range of businesses and industries.

Usource provides energy brokerage and related service to clients through the Northeast. Created in 1999, Usource has grown to be the leading energy brokerage service for large commercial and industrial energy users in the Northeast. Unitil Corporation ([www.unitil.com](http://www.unitil.com)) is a public utility holding company with subsidiaries providing electric service in New Hampshire, electric and gas service in Massachusetts and energy services throughout the Northeast. Unitil's subsidiaries include Unitil Energy Systems, Inc., Fitchburg Gas and Electric Light Company, Unitil Power Corp., Unitil Realty Corp., Unitil Service Corp. and its unregulated business unit Unitil Resources, Inc. Usource L.L.C. is a subsidiary of Unitil Resources, Inc. The Usource product line of Internet-based energy brokering and related products and services is available at [www.usourceonline.com](http://www.usourceonline.com).

### *Contact*

*Todd Black*

[black@usourceonline.com](mailto:black@usourceonline.com)

*Corporate Office*

*Liberty Lane West*

*Hampton, NH 03842-1720*

*800/999-6501*