

Choosing the Right Energy Supplier for Your Business

You have a lot of choices when it comes to who supplies electricity and natural gas to your business when you operate in a deregulated state. You can choose your utility or an independent energy supplier. But have you ever thought of your energy supplier as an advocate for your company? A trusted energy partner will help you sort through your options, eliminating the complexity and helping you select the right plan(s) for your needs.

The ups and downs of energy pricing.

Just as the price of gasoline changes daily, so too does the price of energy. Since utilities are not legally allowed to profit on the supply of energy, they can only offer you a variable rate that changes regularly. Energy suppliers, on the other hand, offer a greater selection of plans that are customized to your specific usage and priorities. For example, in place of your utility company's variable rates, these could include fixed products, green electricity rates, and short- and long-term plans.

Suppliers provide the energy. The utility delivers it.

When you enroll with an energy supplier, your energy is delivered directly to the utility, who will continue to provide you with expert distribution, metering, and billing services same as before. So why make the change?



Your Choice is Creating **Positive Change**

Ever get stuck choosing a cable company because that's your only option? Channels you don't want and bundles you hate paying for? The energy industry used to be the same way—no choice. But today you have more flexibility—and more choices, all benefiting you.

Now, by using your power to choose who supplies your energy, you're supporting a highly competitive marketplace that encourages a wide variety of innovative energy suppliers, rates, and plans. Not only are you bringing about a much needed change in the energy industry, but when you've chosen the right partner, you can relax knowing that you're getting the best rates and products for your business.



The Right Supplier for a **Personalized Experience**

As important as it is, pricing is not the biggest factor to consider. Hidden fees, awkward contracts, and endless phone mazes come at a cost. To ensure you're getting the best value, whether you're currently with another supplier or the utility, it is important to know:

- That you have a knowledgeable and dedicated representative who is committed to serving your organization
- That you will be contacted when market opportunities arise and about your next contract term
- That your pricing is customized to meet your individual needs and your facility's usage
- That the contract is accurate and transparent, with no hidden fees

What to Know Before You Sign the Dotted Line

Transparency is key when it comes to an energy contract. To be completely confident when you sign, insist that the utility or supplier review the document with you in detail.

And don't forget to ask about the following:

- Are there ever situations where you include supplemental or unforeseen charges?
- Do you charge for variable specifications?
(If the contract indicates that you're responsible for 'material deviations', you might be stuck paying for supplier charges that help them recoup costs for changes to their operations, equipment, or your energy use)
- Does the contract reference "swing tolerance"?
(If not, you might be charged for small changes to your monthly usage, creating a fluctuating rate)



Welcome to the Energy of the Future

This new era of choosing a supplier means you have control. This can be a daunting when it comes to “just another thing to distract you from your business”.

Make your decisions confidently by taking a few moments to:

- Review your current contract
- Understand what the power that choosing a supplier can mean
- Embrace the idea of having a partner in your energy supply

Good luck, and thank you for helping change the energy industry!

Time, Talent and Dollars

Operation Warm

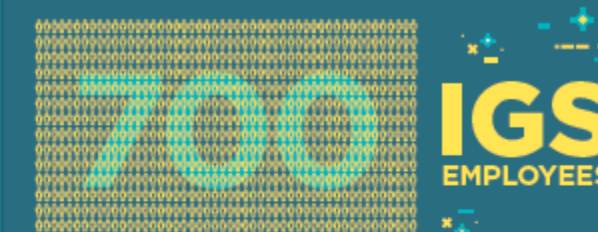


2017 Annual Giving Total:

\$1,264,646



2017 Day of Service THURSDAY, MARCH 9, 2017



62

Children at St. Vincent
Family Center received
Christmas gifts



30

Senior Citizens received
Christmas gifts



1,351

Trees planted for
Arbor Day



48,000

Students got hands-on science
experience with energy
through COSI on
Wheels



1,190

Students learned valuable
business concepts through
Junior Achievement



\$94,987

Donated to Pelotonia for
Cancer Research