C

Susan Gouveia

From: Lashway, Lisa
Sent: Monday, February 24, 2014 1:55 PM
To: Canning, Sean
Cc: Susan Gouveia
Subject: FW: New Jersey Electricity Aggregation Outlook: Momentum is Building As UBS Sees Higher Risk Premiums In Recent Auctions
Attachments: New Jersey Electricity Aggregation Outlook Part 1.pdf

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From: Joe Mangano [mailto:joe.m@agellc.com]
Sent: Monday, February 24, 2014 9:44 AM
Cc: Joe Mangano; Jeff Haarmann; Ross Calliott AGE; Jordan Haarmann
Subject: New Jersey Electricity Aggregation Outlook: Momentum is Building As UBS Sees Higher Risk Premiums In Recent Auctions

Our View

Affordable Gas & Electric's view as a consulting firm who facilitates the education process through the bidding process and ultimately the implementation of the lowest electricity rates available is the market, is electricity aggregation, if administered properly, is the most effective means a resident has in securing lower electricity rates.

We become the "shopping" mechanism for the average resident who doesn't have time or expertise to seek out lower rates on his/her own and doesn't have the benefit of masses driving rates as low as possible. As Community Officials, you have the ability to facilitate this form of bulk shopping..

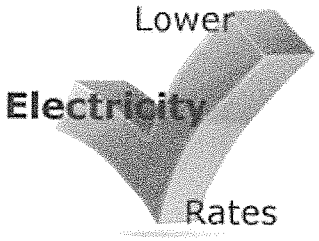
The bidding process we facilitate secures a "guaranteed fixed rate" over a period of typically 24-36 months in length. This provides rate security in the face of rising electricity costs. Suppliers such as ConEd Solutions, Constellation, First Energy Solutions and others are active bidders on aggregation bids, with ConEd Solutions recently winning a number of NJ bids.

Best of all, AGE's consulting services come at no cost to the City or residents of your community. Upon passage of an ordinance and bid process, a lower electricity rate by a qualified supplier is recommended and selected by City officials. AGE is compensated only after successful

New Jersey Electricity Aggregation Outlook: Momentum is Building As UBS Sees Higher Risk Premiums In Recent Auctions

Part 1 of 5 Part Series **February 24, 2014**

New Jersey Communities Begin Moving Towards Aggregation



In a recent Global Research paper (US Electric Utilities and IPP's, Feb. 13, 204) UBS noted that recent NJ Basic Service Generation auctions saw higher results implying higher risk premiums.

What does this mean for residents in JCP&L utility areas? It likely means default rates for those who have not chosen a competitive electricity supplier are going up.

NJ communities are discovering that aggregating the electricity load of their residents and "bidding" it to competitive suppliers is becoming the most effective way to protect residents for unpredictable rising electricity rates.

Electricity aggregation is not meant to be a government program or a BIG government vs. LITTLE government argument. It is meant to be another form of "CHOICE" for residents to secure lower electricity rates….and aggregation has proven to deliver the lowest rates, for the longest term, from the most qualified suppliers who "bid" for the right to win ALL residents in your community.

Today's market is dictating that aggregation will be the "norm" versus "an option" in assisting residents looking for help on their electricity bills.

See our next edition to hear about the New Jersey deregulation law's encouragement of "large scale government".

A Five Part Series

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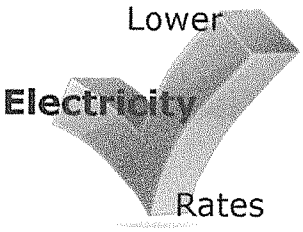
Best of all, AGE's consulting services come at no cost to the City or residents of your community. Upon passage of an ordinance and bid process, a lower electricity rate by a qualified supplier is recommended and selected by City officials. AGE is compensated only after successful implementation of a new lower rate, and compensation comes directly from the winning bidder. We invest our time and effort in educating residents to insure understanding of the process, then rely on our relationships with our suppliers to bring great rates to the residents of your community.

This is one of those rare occasions where city officials have the opportunity to directly impact the pocketbooks of every resident of a community!!.

New Jersey Communities Begin Moving Towards Aggregation



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A Five Part Series Featuring The Following Topics:

- **Momentum is Building**
- **NJ Law Encourages Aggregation**
- **Shop on Your Own vs. Aggregation Rates—Who Wins In Each Scenario?**
- **The Fastest Way To Keep Door To Door Sales Teams OUT of Your Community!!**
- **Why A Broker Makes Electricity Aggregation Successful**

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Click To Join Our Free Webinar
March 4, 7PM
Panelists Include Suppliers Who Desire To Bid

Or email info@agellc.com to request more information