

Powerful Energy Solutions for Council of Industry Members



More Power from Your Membership

As an industrial enterprise, managing all of your operating expenses is no easy task. In today's energy marketplace, your electricity and natural gas consumption is likely one of your most costly—and unpredictable—operating expenses. When the basic costs of doing business suddenly spike, it can limit profits and challenge your plans for business growth.

The Council of Industry (CI) is committed to helping its members succeed by offering programs and services that help grow and benefit member businesses. As such, CI has selected Direct Energy Business, one of North America's largest retail energy suppliers, as the preferred energy supplier for its members.

What Can Our Energy Buying Program do for You?

Direct Energy Business can help your business gain control of its energy costs through an electricity or natural gas purchasing program that supports the unique needs of medium and large industrials. By procuring energy from the wholesale markets, Direct Energy Business offers products that ensure competitive and transparent pricing, along with product options that fit your business' unique energy consumption patterns, risk tolerance and budget objectives. In addition, with a suite of complementary energy-related services and energy management offerings, we can also help you re-evaluate your overall energy program and identify additional cost-saving strategies beyond your commodity price and product offering.

Why Direct Energy Business?

Experience

With more than 25 years of industry experience in the commercial and industrial sector, Direct Energy Business is dedicated to sharing our expertise and sound advice to help Council of Industry members optimize their energy procurement strategies and gain greater control of their energy budgets.

Service

We continue growing our relationship by providing excellent post-sale service throughout the term of your agreement.

Advocacy & Knowledge

Direct Energy Business delivers more than electricity and natural gas supply solutions. With a dedicated team of Government & Regulatory Affairs experts, we also work as an advocate for policies that support energy choice in your region. And, we actively monitor the market in order to provide advance-notice of regulatory changes that could impact your purchasing decisions.

Power in Numbers

For more than 25 years, Direct Energy Business has helped commercial businesses, educational institutions, school districts, associations, and other small to mid-sized organizations achieve electricity cost control through aggregations.

In an aggregation, Direct Energy Business helps companies bring their energy loads together into a single larger load, to help achieve stronger buying power in the wholesale market. This means that smaller businesses can gain access to the customized products and procurement strategies that Direct Energy Business offers, with the buying power and benefits typically available to only high-volume energy consumers.

As the preferred energy supplier for CI members, Direct Energy Business serves the CI Power Consortium, which has been in place since 2003, in addition to offering CI members the opportunity to participate in a natural gas aggregation program.

Flexible, Customized Product Offerings

Direct Energy Business is an experienced retail energy provider for industrial enterprises—and we understand the impact of energy on your business. With a range of product offerings, along with objective, straightforward guidance, Direct Energy Business is dedicated to working with you to determine the most appropriate solution for your business.

- Fixed Price:** Gain greater budget control and certainty and avoid price volatility in the market with a fixed rate for your electricity and/or natural gas supply.
- Index Priced:** Mitigate the risks of locking in your entire supply at relative highs. Index priced (market-based) electricity and natural gas products offer flexibility to ride the market in pursuit of strategic buying opportunities.
- PowerPortfolio®:** Create a custom energy strategy that allows you to layer your fixed price purchases with some market-based purchases for just the right amount of risk exposure. With PowerPortfolio, you'll also have access to customized reporting and a Portfolio Strategist, who actively monitors the markets for buying opportunities that can benefit your strategy and provides dedicated guidance for your energy management team.
- Make Me Green™:** Complement your energy purchases with renewable energy certificates (RECs), an increasingly-popular and cost-effective choice for establishing or meeting corporate sustainability programs and targets. Each Make Me Green REC purchase signifies your support of the advancement of renewable energy technologies—and your commitment to the environment.

Get started today! Call 203.230.5600 for more information.



Strength from an Industry Leader

Direct Energy Business, a Direct Energy company, serves energy customers in 14 states, the District of Columbia and five Canadian provinces. Direct Energy, the largest competitive retailer of energy and related services in North America, is wholly owned by Centrica, plc (LSE: CNA), a Fortune Global 500®* company, with an investment-grade credit rating. With more than 192,000 customers, Direct Energy Business is committed to providing companies with sound advice and cost-effective solutions for their electricity and natural gas requirements. For more information, visit www.directenergy.com/business.



About the Council of Industry

The Council of Industry has been the manufacturer's association of the Hudson Valley since 1910. Our membership includes manufacturers and businesses related to the manufacturing industry throughout Southeastern New York. We are a privately-funded not-for-profit organization, whose mission is to promote the success of our member firms and their employees and, through them, contribute to the success of the Hudson Valley Community. We provide access to training, networking opportunities, advocacy, and discounts on products and services for our members. For more information, visit www.councilofindustry.org.

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