

## CBAI Electric Supply Renewal 04/05/2023

Hi, this is Don Frontone with the Stone River Group. We've come to the time when we need to do renewals for the CBAI. In the past years we've had prices that were good prices in our estimation in the four cent range and those prices are gone Ameren currently is over 14 cents so what do we do we used to go out and bid for you in terms of trying to get the lowest price and now we're trying to get you the lowest price but trying to eliminate volatility.

So what does that mean to us for you on your behalf what we're trying to do is take our supplier and use them to help us get the best price possible but our supplier is also a very strong company and that's important to us with the volatility we're seeing some companies have gone bankrupt there could be issues with that we're trying to mitigate those issues as well so when you look at us doing the pricing on your behalf we're looking at a lot of different factors someone who calls you from Florida is trying to get you lowest price with their lowest carrier that's not always best for you that could be a problem so we mitigate those issues we know you're getting a lot of calls right now just because it is a volatile market and they're trying to take advantage of that fear and say hey you need to do something

Well in reality what you need to do right now is wait on us. At the first part of May the new rates come out we know what capacity rates are and we may see maybe a slight decrease we may be able to get better rates for you going forward in the future so we want to wait for that time and we've been reaching out to a lot of you you've probably received some phone calls to verify your information last time we did a renewal some people signed a letter just to allow us to sign the renewal on their behalf if you would do that it would simplify things greatly if you're not comfortable with that we understand so we're going to put some information out on our website [www.TheStoneRiverGroup.com](http://www.TheStoneRiverGroup.com)

You can you'll get some emails from us of course you get this video from us that'll have some information but we want to make sure that you're ready for this renewal coming up the week of May 8th on the 9th is when we'll start sending out letters and or sending out contracts they'll need to be signed within 24 hours. You may ask yourself well do we sign the contract or don't we and and what do you want to do we need everyone to participate we're using the group as leverage

Right now we're even talking to the supplier to see if we can do some things to gain a little more leverage and we'll announce those as we go forward but what we want you to do right now is know that we're sending out this video letting you know the week of the eighth is an important week where we'll need your response on a contract starting on March 9th through that week so if you get an email from the Stone River group you want to open it you want to make sure it's addressed if you're going on vacation then let us know have someone alternatively sign on your behalf but we'll need to put that in the contract so that new signee can sign on your behalf so we need your cooperation we need your attention and we'd love to know that you received the this video and you respond to it hey thank you for the video.

I do want to make sure that you have all the information you that you're ready for this renewal and we do it you know every few years and this year it's a little different with all the volatility we're waiting for the market to calm down a little bit we've had a warm winter which is in our favor gas prices are down so we're hoping there may be somewhat of a cost reduction but we don't know that yet we're crossing our fingers but we will get you a good rate it'll be competitive in the marketplace it will probably be much better than Ameren and it'll save you some money in the future so we want to give you that heads up if any of you are saying man these rates are crazy how can we mitigate it if you want to do a solar project you can let us know we can price you a solar project if that's something else that you'd want to incorporate so we're here to help you. Please call us I'm Don Frontone (217-737-5811) you have Justin (217-671-9525)

you can give us a call we'll put the information in the video and you can chat with us on any concerns that you might have we're looking at 100 percent participation we're looking at you contacting us if there's any concerns at all because when we get to May 8th that week we we don't want to deal with those questions we want to be able to get contracts to you they'll be ready they'll need to be signed and we want to make it as smoothly as possible so any questions you have done prior to May 8th again thank you for being part of the group we've successfully saved you money in the past like I said your last rate was four six eight and the current rate is 14 cents you are saving money up until most of the contracts and in July. So you're saving money currently on your contract we're proud of that fact and we want to continue that great service on behalf of the CBAI and The Stone River Group. Thank you very much and we look forward to hearing from you.