



Constellation®

An Exelon Company

Purchasing Your Power through the IHLA Energy Program

Since the late 1990s, millions of power customers in certain states, such as Illinois have had the freedom to choose their own energy supplier. **IHLA endorses Constellation**, a leading competitive retail power supplier, as its exclusive energy provider to its members.

A **competitive power supplier** is a company that purchases power from the wholesale market and sells it directly to the customer. When you purchase your power through a supplier, your local utility still services all equipment, such as meters and wires. But you can pursue pricing options and strategies with competing suppliers. This is a change from the traditional approach where hotels only purchased its energy supply with the utility.

While there are other options available, we believe that choosing Constellation through the IHLA Energy Program presents a unique chance to meet all of your energy needs while also helping the association and its members.

Understand What You're Buying

When purchasing power, there is a lot to consider. The terms of a contract should be given careful attention, as they may differ greatly among suppliers. It's important to educate yourself so you understand the differences between the price quotes you receive. There are a lot of different components that make up the full price quote, and a competitive energy supplier can help you understand and manage them.

Hotels today have a wide range of options to manage energy as a strategic asset. **By working with a competitive energy supplier like Constellation, you can develop unique solutions for your business in ways that:**

- Mitigate risk in a volatile market.
- Achieve long-term budget certainty.
- Gather the right data to make the best purchasing choices for your business.
- Lessen pressures of making the right purchasing decisions over time.

It is also important to know when the contract begins and ends. Know whether ending the contract early will result in an early termination or cancellation fee, and how that fee would be determined. Don't sign a contract unless you are sure you understand it. If you are unsure about any of the terms, ask for clarification.

Options for Purchasing Power

You can purchase power directly from a competitive power supplier such as Constellation, or retain a third party broker or consultant to act on your behalf. A **broker or consultant** is a person or firm that acts as an agent, usually representing the customer, in the sale and purchase of power. They mediate the deal between the power supplier and the customer.

Brokers usually charge a fee. Be sure to ask what those fees are and how they will be paid. A broker may receive a flat fee or may charge a certain rate per kilowatt hour (kWh). The fee may be billed directly to a customer or be embedded in the purchase price and disbursed to the broker by the power supplier. Endorsed programs, like the IHLA Energy Program with

Constellation, usually involve a minimal fee paid to the association by the power supplier for the benefit of the association and its members.

Make sure you fully understand the processes and your options. Ask suppliers and brokers questions about how long they have been in business, check references and ask around about experiences. Ensure any entity, supplier or broker, you work with is licensed in Illinois by the Public Service Commission. A list of licensed suppliers can be found on the Illinois Department of Public Services website.

Why Choose IHLA Energy Program with Constellation?

As one of the top five operating costs for most hotels energy is an important part of your overall business strategy. Through a strategic approach to energy management, Constellation can help you make a direct impact on your bottom line.

Constellation works with you to educate you on the importance of developing an integrated energy strategy to achieve budget certainty, financial protection and be protected from market risk. By deploying the best combination of products and services, you can develop and strengthen existing buying strategies to meet your economic goals.

You'll see benefits through the IHLA Energy Program such as:

- Access to pre-screened contracts, which may include pre-negotiated terms and conditions.
- Access to education and market information from a leading competitive retail supplier through webinars, newsletters, events, blogs, emails and more.
- Meet environmental objectives with energy-efficient solutions.
- Improve facility operations and advance sustainability goals.
- Each member benefits from a relationship worthy of the size of the entire association.
- Manage energy costs with competitive pricing opportunities.

One of the reasons why IHLA has endorsed Constellation is because of their commitment to exemplary customer service, energy education and attention to customer needs throughout the term of the contract.

For more information on purchasing power and the programs offered by Constellation, contact:

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