



Energy Supply Q&A (page 1):

What is the difference between getting my natural gas and electricity from GEE vs. the utility company?

Energy deregulation has separated the task of supplying the commodity (natural gas or electricity) from the delivery & transmission service. Your utility bill distinguishes these two categories. Your business now has the choice of purchasing its energy from GEE rather than from the utility itself. The utility remains responsible for the transmission and delivery but GEE supplies the commodity. GEE works with the utility daily to make sure the supply to your facility is properly accounted for and 'scheduled' for delivery to you.

What is the advantage of obtaining supply from Great Eastern Energy vs. the utility?

One important advantage of purchasing your energy from GEE is the ability to secure a locked-in fixed price over a chosen term. The utility does not provide this option. The utility rate is 'floating' or 'variable' which means it is subject to monthly change. Locking in a fixed price is like an insurance policy for your energy cost. It assures you of protection from upside price movement and allows for proper budgeting. The vast majority of customers choose GEE over the utility for this reason. Should you prefer a variable pricing arrangement, we are happy to provide that as well.

Another advantage is the level of service. Your business will have unfettered access to GEE personnel and full time access to your personal sales representative.

Am I guaranteed a savings vs. the utility charge?

No. The greatest advantage of being supplied by GEE is the ability to lock in a fixed price cost for your energy. It is a process by which the business owner can 'hedge' their energy price risk and establish a budget. The utility price, in comparison, is a variable aka 'floating' rate from month to month. To compare rates means comparing a future fixed price rate (offered by GEE) to a past floating price charged by the utility. We do not know what the utility's future price (next month or next year) will be; thereby making the comparison and a guarantee of savings impossible. In hindsight, your fixed price contract with GEE may have been better or worse than the utility, but either way, you were protected from potential utility price spikes.

Can my business purchase renewable energy from Great Eastern Energy?

Yes. We regularly provide the option of purchasing energy derived from renewable resources. Just ask.

How does the utility and Great Eastern Energy interact?

GEE and the utility company interact daily to assure that the proper amount/supply of gas and electricity is getting to the user. Great Eastern Energy delivers their customer's aggregated supply to the utility company at the utility's 'city-gate' and the utility then delivers it to you through their network of pipes and wires.



Energy Supply Q&A (page 2):

Is pricing and supply reliable?

Pricing: All prices and terms are stated and assured in our agreement with you. Agreements are typically 'all-inclusive' unless otherwise noted. This means you will not experience any unexpected costs, add-on charges, or escalators.

Supply: Great Eastern Energy works very closely with the local utility every day to assure the proper supply into the system and to your building. We are obligated to do so. In an absolute worst case scenario, the utility maintains the obligation of supplier of last resort.

Must I sign an agreement with GEE and what happens at the end of the agreement term?

All supply agreements with GEE are formalized through a supply contract. This is because GEE must purchase the supply that is provided to you and may, at times, hedge our risk. Prior to contract termination, you will be notified several times and be offered the opportunity to re-new your agreement with us. Should no response be received, upon termination of the agreement, you will continue to be supplied by GEE on a monthly variable price schedule that is based on GEE's cost of product. You may renew an agreement at any time thereafter.

What about the infrastructure (pipelines and wires)?

Whether you are supplied gas or electricity from GEE or from the utility company, your utility company remains responsible for the infrastructure of pipes and wires, including their repair and upkeep. Any issues regarding this infrastructure is reported to and managed by the utility.

About Great Eastern Energy:

Great Eastern Energy is a leading supplier of natural gas, electricity and renewable energy in the Northeast. Founded in 1996, we remain one of the longest standing alternative energy companies in the region. Our full service energy solutions help businesses and property owners thrive by managing their energy costs and increasing their bottom-line.

- Website: www.greasternenergy.com
- Federal ID#: 11-3530428
- DUNS#: 965863715
- Established 1996
- A+ rated with the BBB
- Privately held
- Contact Jeff Rosenzweig, 718-648-0900 x393, jeffr@greasternenergy.com