



Energy Information Presentation to:



FLOWERS CANADA
GROWERS



Agenda

- Who We Are
- Natural Gas
- Electricity

Introduction

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Who We Are

Natural Gas

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AG ENERGY COOPERATIVE - AEC

WHO ARE WE?

Ag Energy Co-operative (AEC) was founded in 1988 by a group of Ontario greenhouse growers who couldn't find the energy solutions they needed on the market.

These growers decided to join forces to build a co-operative to minimize their costs and de-risk their energy spending.



Why Do We Exist?

Natural gas deregulation, in Ontario, occurred in 1985. This removed government-controlled gas pricing and allowed energy retailers to enter the market with more competitive pricing.

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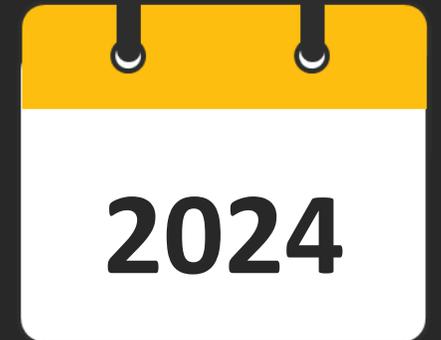
Electricity



AG ENERGY COOPERATIVE - AEC

WHERE WE ARE NOW

Today we have grown with our members branching out into other market segments outside of agriculture and adding another commodity, electricity, to our service offering.



What's Next?

As markets change, we hope to adapt with our members and continue to provide the level of service and offerings we have become known for over the last 36 years.

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NATURAL GAS



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Gas Terms

System Gas – Default gas plan provided by the utility.

Gas Retailer/Marketer – A company that offers commodity contracts outside of the utility.

ABC – Agent, Billing, and Collection is a type of retailer contract aimed at users who don't want to actively manage their gas commodity.

BT – Bundled Transportation is a type of retailer contract aimed at users who want more control over their gas commodity.

QRAM – Quarterly Rate Adjustment Mechanism – Ontario landed pricing

- Approved by the OEB - January, April, July and October schedule



NATURAL GAS



LDC historical prices

- 1 year 18.5 cents per m³
- 3 year 21.8 cents per m³
- 5 year 18.6 cents per m³

AEC Term prices

- 1 year 16.3 cents per m³
- 3 year 19.1 cents per m³
- 5 year 20.2 cents per m³



Monthly Bill Statement

Account Number:
000 000 000 000 0000 0

Meter Number:
0000000

The Federal Carbon Charge on this bill relates to the federal carbon pricing program.

Your Natural Gas Charges

Customer Charge	0.00
Delivery	0.00
Gas Supply Charge	0.00
Federal Carbon Charge	0.00
Your Total Natural Gas Charges	0.00
H.S.T.	0.00
Total Amount	\$0.00

*Cost Adjustment

*Gas Supply Charge

Natural Gas Retail Contract

Monthly Bill Statement

Account Number:
000 000 000 000 0000 0

Meter Number:
0000000

The Federal Carbon Charge on this bill relates to the federal carbon pricing program.

Your Natural Gas Charges

Customer Charge	0.00
Delivery	0.00
Gas Supply Charge	0.00
YOU ARE BUYING YOUR GAS FROM [ENERGY RETAILER NAME] *	
Federal Carbon Charge	0.00
Your Total Natural Gas Charges	0.00
H.S.T.	0.00
Total Amount	\$0.00

* Energy retailer phone #: 1-888-000-0000
Energy retailer website: www.*****.com

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NATURAL GAS SUMMARY

- Fixed, Variable, and Mixed Options
- Fixing = Price Certainty and Risk Management
- Variable = Take Advantage of Market Turns
- Know Your Delivery Point



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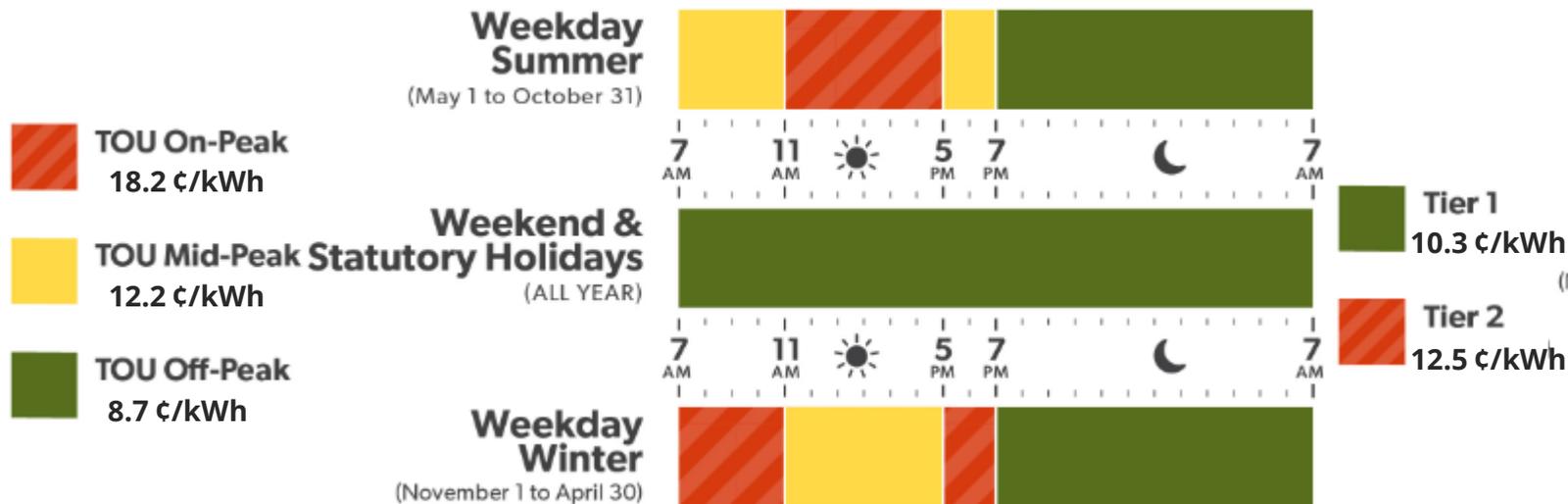
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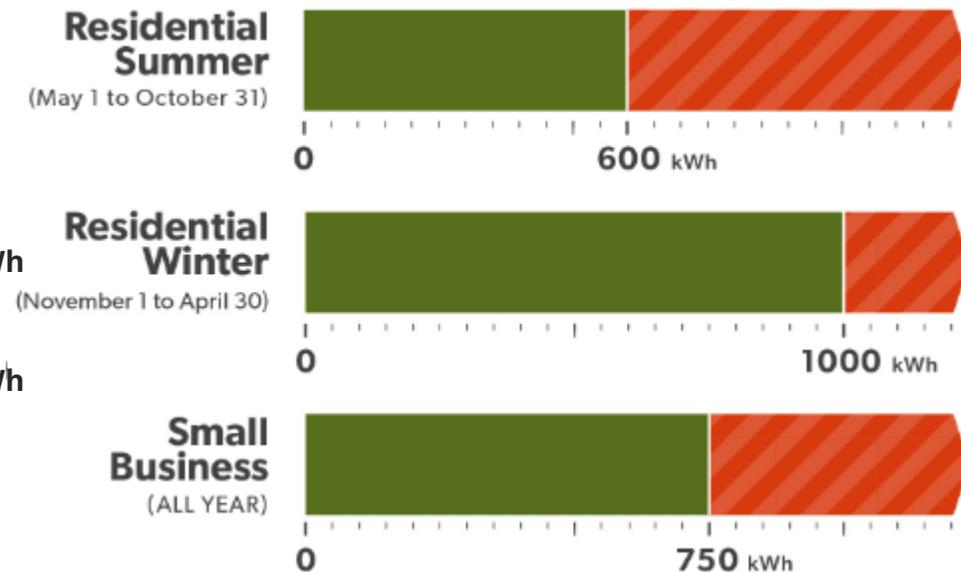
UTILITY PRICING



Time-of-Use Pricing



Tiered Prices





The wholesale price of electricity is determined in the real-time market administered by the IESO. All electricity consumers in Ontario pay the wholesale price, also referred to as the commodity price, except for those who have entered into a retail contract. The IESO calculates the hourly Ontario energy price (HOEP), which is charged to large consumers that participate in the market, as well as local distribution companies (LDCs) who recover it from the subset of customers that pay the market price.

HOURLY ONTARIO ENERGY PRICE (HOEP)



HOURLY ONTARIO ENERGY PRICE (HOEP) CENTS/KWH

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2023	3.40	2.36	2.52	2.11	1.75	3.03	4.04	3.14	3.96	3.14	3.04	
2022	4.43	4.08	3.82	2.90	3.32	3.89	6.06	8.58	6.16	4.54	3.20	5.59
2021	1.74	3.38	1.76	0.89	1.46	2.69	2.76	4.34	3.07	4.00	4.04	3.56
2020	1.48	1.45	1.39	0.61	0.83	1.25	2.05	1.94	1.44	1.13	1.05	1.60

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Global adjustment (GA) is a charge which covers the cost of building new electricity infrastructure, maintaining and refurbishing existing generation resources and covers the cost of delivering conservation programs in order to ensure adequate electricity supply over the long term in the province of Ontario.

GLOBAL ADJUSTMENT (GA)



2023	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1st Estimate (¢/kWh)	3.14	6.29	6.99	8.25	8.25	9.85	9.96	5.38	5.84	7.33	7.04	8.34
2nd Estimate (¢/kWh)	5.15	8.37	6.86	11.62	9.38	8.97	5.11	5.15	7.45	8.43	8.29	6.76
Actual Rate (¢/kWh)	5.38	8.25	8.03	9.85	9.96	8.29	4.95	7.61	5.09	8.50	7.09	

GLOBAL ADJUSTMENT (GA) CENTS/KWH

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Electricity Summary

- HOEP and GA make up electricity pricing
- Utility Uses TOU and RPP
- Variable = Take Advantage of Market Turns
- Fixing = Price Certainty and Risk Management



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A photograph of an industrial facility featuring large, dark-colored pipes with horizontal ridges, supported by a complex metal framework. In the background, a tall green lattice tower with power lines is visible against a cloudy sky. The overall scene is dimly lit, suggesting an overcast day.

Thank you for your time