

AMERICAN ENERGY BROKERS

For All Your Commercial Energy Needs!

American Energy Brokers is a full-service commercial energy consultancy, with a nation-wide reach among deregulated states. If you seek to optimize its energy spend, for best practices and best value in portfolio management, we are here to serve.

Company Background

Located in the energy capital of the world state (native Houstonians, 6th and 7th generation), we are a family business whose founder, Jim (JD/MBA/MDiv/BBA), has been in the industry, to varying degrees, since 2009. He works hand-in-hand with his fellow Baylor grad son, Hunter (BBA).

We access and have great relationships with all major suppliers with established stability records, and utilize America's large buying conglomerates for bulk purchasing pricing leveraging, and have a team of back-end experts for technical support issues.



Services We Provide

- Energy **portfolio management** (large firms), as a tool to enhance energy managers' results.
- Conduct apples-to-apples **comparisons of all offers**.
- Regularly **monitor the market** for dips, spikes, trends and price impactors.
- We can audit your bills and contracts, to ensure you're accurately charged (i.e., **no surprises**, like gotcha terms or hidden fees).
- Offer **energy conservation** tips, and practitioner expert referrals.
- Advise if *green energy* is desired.

Products We Offer

For smaller users, we can usually secure a rate comparison between on the same day (if we start early).

If you have business owner friends who you'd be willing to enter one contract with, an aggregation (group bulk rate buy) is usually the lowest, and may be an option.

For large energy users (3K annual MWh, and higher), we offer a **tiered hedge strategy**, which routinely puts your spend in the **lowest half** of pricing, and **often the lower 15% range** (specialty/custom pricing).

Industry Overview

- In Texas, **60%** of business owners utilize brokerage houses.
- Most of the cost of electricity is a matter of **when you buy**—not who you buy from.
- Rates are usually lowest between September to March (excepting high hurricane season, natural gas disruptions, severe weather events, or global energy supply-disrupting events).
- You can lock in rates when the market dips, even **as far out as 2 years** from contract expiry.
- Never start a new contract before the old one expires, and if you never choose one, you'll usually pay significantly higher than market rate, forced to a month-by-month contract.

Best Rate Guarantee

All brokers earn a (nominal) fee from whichever supplier you decide to choose. Energy companies pay their sales people (who can only offer their products), and offer individual businesses *higher* rates than they offer brokers.

You are free to shop rates on your own, but prices usually expire at 5pm on the day quoted. **Always let us have the 'last look,'** as we will either find a supplier to match or beat what you find, or we will encourage you to accept the offer you've been given, and wish you well.

Action Step

Please call or email us, and if interested, attach a copy of one of your latest bills for every meter needed. Here to serve you. Thanks!,

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AmericanAnswers.org

Electricity Procurement Best Practices



Energy
Procurement.pdf

Factors That Affect Electricity Prices

<https://www.eia.gov/energyexplained/electricity/prices-and-factors-affecting-prices.php>

