

The SAVINGS Spark



Cost Control Associates helps your organization reduce and better manage your energy, waste removal and telecom expenses. This monthly newsletter shares industry-related news, tips and updates.

September 2020



7 Tips for a Well-Negotiated Telecom Contract

Now is the Time to Buy

Telecom contracts are complicated. Unless you are careful and knowledgeable, it's easy to miss critical items when negotiating. While contract terms vary widely, there are several key characteristics you should watch for. [Here are seven tips to get you started....](#)

Energy Procurement Report September 2020

Electricity Pricing

According to [Energy Information Administration \(EIA\)](#) forecasts, the U.S. is on track to consume 2.4% less electricity in 2020 compared to 2019. The EIA also expects retail electricity sales to fall by 6.4% in the commercial sector and by 6% in the industrial sector overall. In 2021 EIA forecasts total U.S. electricity consumption will be similar to the 2020 level of consumption.

Renewable energy should end up as the fastest-growing source of electricity generation in 2020. The U.S. is projected to add a total of 23.3 gigawatts of new wind capacity and 13.7

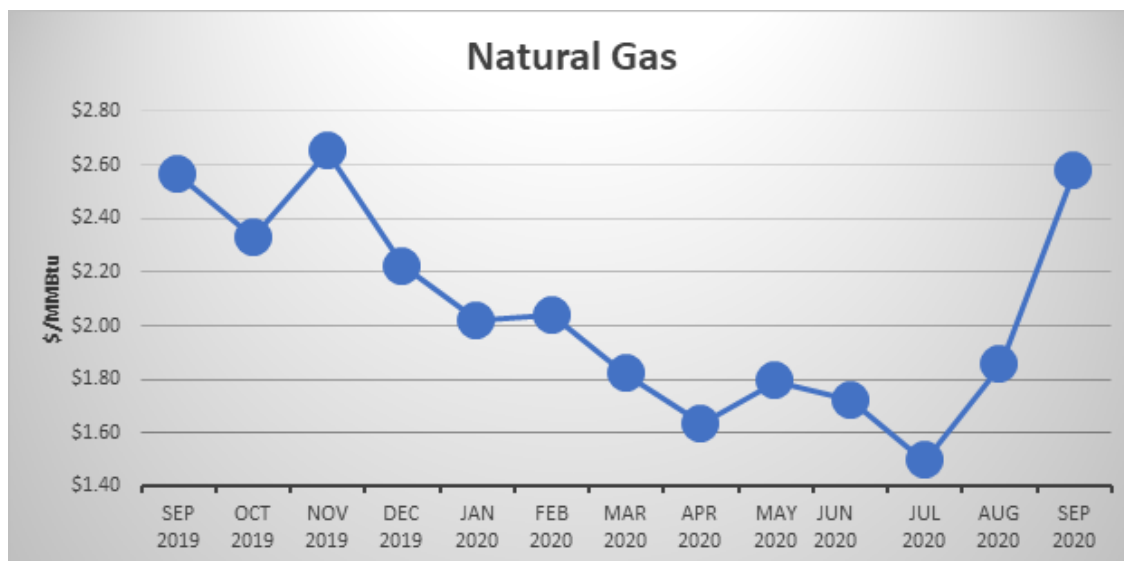
gigawatts solar capacity in 2020.

Natural Gas Pricing

While the Nymex Futures Contract for September 2020 reported an increase from \$1.85 to \$2.579 per MMBtu, prices have experienced a sharp decline in the past two weeks. Currently the October 2020 price is \$1.865 with a settlement date of September 28, 2020. The October 2020 price has seen a \$0.475 drop from the previous week and a \$.699 drop from the prior year.

Looking ahead, the price of the 12-month strip for October 2020 to September 2021 futures contracts declined 8 cents (for the week ending September 16) to \$2.880 per MMBtu.

The following graph shows pricing over the past year.



Natural Gas Production/Storage Levels

According to the EIA, net injections into storage totaled 89 Bcf for the week ending September 11, and working natural gas stocks totaled \$3,614 Bcf. That is 17% more than September 2019 and 13% more than the five-year average for this week. In this refill season, so far the average rate of injections into storage is 7% higher than the five-year average.

Improve Your Bottom Line

Cost Control Associates offers utility cost management solutions that will improve your bottom line without burning up your precious time or manpower.

FREE SERVICES:

- **Quick Analysis** of your utility bills to look for errors and savings opportunities
- **Expert Energy Contract Review** of your existing energy supply contracts
- **20-minute Consultation** to talk about your organization's specific situation

Contact Regional Director [Jason Checkla](#) at 518-798-4437.

[Learn more about our services.](#)



Get the Industry Expertise You Need

Cost Control Associates is an independent consultant that helps businesses and organizations pay less and understand more about their utility expenses including energy, water/sewer, waste removal and telcom. We've been doing it almost 30 years, and our experience shows. Client satisfaction is our top priority!

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