



A PROGRAM OF THE GEORGIA MUNICIPAL ASSOCIATION

## **What is it?**

Negotiating the best price for natural gas in today's deregulated environment is a time-consuming and complex task. GMA's natural gas purchasing service is designed to save local governments and other public entities money as well as unburdening them from having to figure out which of the price components, rates, and plans best fit their needs.

As a member of the program, our service provider will:

- Prepare a "request for bid" with the appropriate bid specifications and disseminate it to relevant suppliers
- Negotiate with suppliers as necessary to reduce each member's natural gas expense to the lowest possible cost
- Review billing records to ensure that the natural gas supplier is indeed invoicing as agreed
- Coordinate the original account set-up as well as any subsequent account changes or set-ups
- Resolve any problem you may have with your marketer

## **GMA's Partner - Brent Phelts and Associates**

Brent Phelts has worked with Atlanta Gas Light in senior level positions for 25 years. He currently serves as the consultant for the State of Georgia's natural gas purchasing program, administering over 2,300 accounts which has resulted in over \$2,000,000 in savings for the state. In addition to his relationship with the state, he also serves as a consultant for numerous private companies.

## **Getting Started**

It is simple to begin using the service. Once the contract between GMA and the public entity is signed and current natural gas account information is provided to GMA's consultant, pricing is negotiated or bid based on the entity's usage of natural gas. If the current supplier modifies their contract, Phelts and Associates will work with that supplier to ensure that the lower pricing model is implemented. If a new marketer is chosen, Phelts and Associates will ensure that all accounts are moved to the new marketer and then follow up to confirm that the contract pricing is honored on all accounts.

## **Frequently asked questions:**

### **Who can use this service?**

Any public entity, that is served by the Atlanta Gas Light Company system, including cities, counties, school boards and authorities.

### **What benefits can I expect to achieve through this service?**

Based on our analysis, most public entities are overpaying between three to twelve cents per therm of natural gas, including overpayments for pipeline and transportation costs. Additionally, you will have the assurance that your government's natural gas costs have been competitively bid or negotiated by an industry professional who provides on-going monitoring of your accounts.

### **How much does the service cost?**

There is no direct fee. A one-cent per therm service charge is included in your bill to cover the cost of the service.

### **Where can I find more information?**

Visit the GMA website at  
<http://www.gmanet.com/NaturalGas.aspx>

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