

Just the Facts

All Greenhouse growers are eligible for this program administered by the Maumee Valley Growers (a program of University of Toledo Urban Affairs Center) with support from Palmer Energy, a 25 year old company headquartered in Toledo

MVG began **saving money on utilities** for more than 25 growers in Northwest Ohio in late summer 2006. We began offering the program statewide in Ohio beginning in the fall of 2007 and now have over 70 members enrolled.

Not a co-op, Growers Energy Solutions is a 100% voluntary program designed to allow individual greenhouse natural gas users to join together, creating a larger entity with greater purchasing advantages.

MVG understands the agricultural business with its challenges and special concerns.

MVG charges a small per unit fee, added into the basis portion of your gas bill. Historically, with this charge, you still pay **extremely competitive basis charges** and have an energy consultant working for you. Fees are used for program administration.

Palmer Energy has been selected to facilitate the procurement of natural gas and implement various basis and hedge strategies. Palmer Energy is a fully independent energy consulting firm with no interest in suppliers or utilities, ensuring unbiased representation on your behalf.

Regional and statewide boards are seamlessly integrated to represent the members collectively on issues related to and responsible for the natural gas purchase including RFP's, basis procurement, and hedging strategy.

Agreements to procure your natural gas will be signed with MVG. After one year, quarterly or longer term hedges may be implemented by the program.

You benefit as your energy costs go down. Historically, growers have saved 8%-15% NET annually off their gas costs. (after unit fees)

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*Would you like to
reduce your
natural gas
costs?*



***Managed by growers, for
growers***

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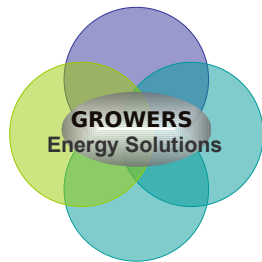


Managed by growers, for growers to...

- Lower Basis Costs
- Combine Greenhouse Loads
- Employ Hedging Strategies to Maximize Savings

Advised by Regional Boards made up of Grower Representatives and Energy Experts

Coordinated by Statewide Board with Delegation from Regional Board Members



Northwest Ohio greenhouse growers have come together to form the Maumee Valley Growers (MVG), an industry-based association committed to sustaining and growing our greenhouse industry. All growers benefit by working together through a collaborative process, and sharing resources and knowledge to identify solutions to commonly shared problems.

Maumee Valley Growers Assoc. are committed to the following principles:

- Marketing only the highest quality plants possible under the Maumee Valley Growers logo
- Increasing demand through awareness and preference of quality, locally grown products from our regional growers
- Improving grower efficiency and profits through joint problem solving and networking to share best practices and resources
- Growing our local economy by supporting area businesses that supply our northwest Ohio green-house/nursery network.



Expert in Energy:

You can depend on real-time market opportunities, customized one-on-one service, and maximum cost saving results.

Palmer Energy is:

- An independent energy expert
- An objective third party client partner
- Not a marketer, broker, or utility, but an integral member of a client's fuel management team

Our Expert Energy Services Include:

- Energy consulting
- Energy procurement, including buying, selling, and transporting
- Energy investment
- Customized gas management services

Energy Contract Negotiation for:

- Natural gas supply
- Interstate pipeline capacity
- Local utility delivery
- Electric purchase and sales
- Gas utility pipeline bypasses

Developing Natural Gas & Electrical Procurement Strategies for:

- Existing industrial and commercial operations
- Cogeneration and power plant projects
- Government aggregation
- Price analysis and management
- Utility/Supplier negotiation