



“ Usource had both the technical expertise and the ability to communicate effectively to help me understand the true risk/benefit trade-off of multiple electricity purchasing options. That allowed me to make a more informed decision on what product was going to be best for Mount Sunapee. ”

Vice President & General Manager
Mount Sunapee

Creative Energy Options Help Ski Resort Control Costs

Leveraging industry expertise, Usource developed customized energy procurement strategies and secured a favorable fixed-rate contract for Mount Sunapee.

Mount Sunapee, a New Hampshire ski resort, was looking to control their resort's energy costs and mitigate energy market risk. Usource analyzed Sunapee's energy use and risk tolerance to develop multiple options for electricity procurement.

Challenge

Mount Sunapee's general manager was a knowledgeable energy buyer. He had been tracking the energy markets, and knew the utility would soon announce a very competitive fixed rate for the upcoming winter. As part of his process, he talked to a number of suppliers and consultants to understand all options. He decided to work with Usource because of their deep industry experience in working with 20 ski resorts, and their strategic approach to developing an energy strategy. Analyzing Sunapee's energy utilization, understanding their risk tolerance and resources available to actively time-manage snow-making, Usource was able to formulate a number of options.

Solution

Usource advisors developed two procurement strategies to present to Sunapee. Usource utilized its robust grouping of ski resort-experienced electric suppliers to generate significant competition for all-in fixed electric prices for multiple terms, and also solicited from the most sophisticated suppliers a comprehensive block and index price. To further reduce energy costs, Usource then looked at the potential value of implementing a winter demand response (DR) program for Sunapee and solicited proposals from demand response suppliers in the market.



Result

Usource delivered several competitive fixed-price offers well below the anticipated utility price. The block and index hedging approach resulted in attractive pricing, but in this case, the cost to actively manage hourly snowmaking to avoid price spikes offset the potential benefits. Sunapee chose a fixed contract for a set term with an ongoing opportunity to lock in future purchases when market conditions warrant. Usource then negotiated a DR agreement that balanced the resort's revenue objective with its ability to curtail snow-making if called. In this agreement, Sunapee would not be penalized if not able to respond.



About Us

Usource is an unbiased, independent energy consulting firm for large businesses and organizations in the U.S. With a focus on market intelligence and comprehensive energy solutions that support a smart, forward-looking energy management strategy, Usource provides a comprehensive suite of energy consulting services to its clients.

Usource, a member of the NextEra Energy family of companies, serves as a trusted advisory group. With a firm commitment to objectivity, Usource leverages the vast resources and expertise of NextEra Energy, the world's largest producer of wind and solar energy, to offer customized energy consulting services to large commercial, industrial, institutional and governmental organizations. Clients can trust Usource to deliver tailored solutions and unparalleled support in their energy-related goals.

