



CBSC Energy Program for CBAI Members Just Got Better!

Members Now Have Enhanced Access to Both Electric and Gas Suppliers

Springfield, IL. (January 10, 2019)---The Community Bankers Association of Illinois (CBAI), the state's largest banking trade organization, and The Stone River Group (SRG), the premiere aggregator of energy services in the state, announced a new partnership that gives CBAI member banks even better access to low-cost energy services.

As electric and gas procurement experts, SRG is independent of any energy producers, sellers or transmitters. They do not make or sell power-they make it more affordable for CBAI members. How? SRG solicits qualified proposals from a number of gas and electricity service providers. Additionally, SRG consultants will aggregate members from the same region of the state and use their combined purchasing power to negotiate even lower rates.

"For a community bank like ours, it takes a great deal of time to identify the energy suppliers that serve my markets, assess their rates, and negotiate prices and terms," said Dave Pirsein, president of First National Bank in Pinckneyville and chairman of Community BancService Corporation, Inc. (CBSC), the business services subsidiary of CBAI. "SRG's network of both gas and electric suppliers expands our access to competitive suppliers and saves my bank time and labor." He added, "the potential of saving even more money by aggregating volumes from other banks in the area is a fundamental benefit of CBAI membership ."

"Our relationship with SRG began nearly a decade ago when they presented a discount-electricity proposal from Ameren," said Mike Kelley, president and CEO of CBSC. "Today, more than 100 CBAI members depend on the CBSC Energy Program for discount-electricity." He concluded, "The addition of natural gas makes the potential savings on energy even greater."

"We are proud to be a CBSC Preferred Services Provider," said Don Frontone, president and founder of SRG. "Our relationship with the Association has been incredibly beneficial for all parties. We look forward to continuing to provide new opportunities to help community banks reduce energy costs and save money."

IMPORTANT NOTICE: Banks that purchase natural gas from Ameren have until March 1, 2019, to switch to a new provider. SRG will analyze the market, negotiate with suppliers, and present your bank with the lowest-cost and best-terms for natural gas. To get started, please complete and submit the brief form at <http://thestonerivergroup.com/cbai-sign-up-form/>

If you have any questions or would like more information about the CBSC Energy Program for CBAI member banks, please contact Justin Cheger, SRG VP of Operations, via email at justincheger@thestonerivergroup.com, or via telephone at 217/671-9525.

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