

ENERGY PROCUREMENT 2026

The Decision Maker's Guide to Navigating Volatility

Why the "Wait and See" Strategy is the Most Expensive Risk You Can Take This Year.

Executive Summary: The 2026 "Perfect Storm"

For the last decade, energy procurement was often a simple exercise in checking market lows and renewing contracts. **That era is over.**

As we approach 2026, North American energy markets are entering a period of unprecedented structural tightening. We are facing a convergence of three massive disruptors that will fundamentally alter your operating budget:

1. AI Energy Hunger

Data centers are projected to consume up to 9% of total U.S. electricity generation by 2030, drastically reducing reserve margins.

2. Grid Capacity Spikes

PJM (the largest grid operator in the U.S.) recently saw capacity auction prices jump 900% for the 2025/2026 delivery year.

3. Regulatory Shifts

New clean energy mandates are retiring fossil fuel plants faster than renewables can replace them, creating volatility in base load pricing.

The Bottom Line: Waiting until your current contract expires to look at the market is no longer a strategy—it is a liability.

The Data: The Numbers Do Not Lie

If your business operates in PJM (Mid-Atlantic/Midwest), this is the single most critical chart for your budget.

PJM Capacity Charge

\$28



What does this mean?

This "Capacity Charge" is a pass-through cost on your bill. Even if you have a fixed energy rate, this regulatory component could increase your total electricity spend by 15-25% overnight.

When supply is low and demand is high (driven by AI and Electrification), the "risk premium" in energy contracts skyrockets.

The Playbook: 3 Strategies to Protect Your Budget

1. The "Fiscal Fortress" (Fixed Hedging)

Best for: Schools, Non-profits, Manufacturing with strict budgets.

Lock in a long-term fixed rate now for a start date in 2026. Future years are currently trading lower than spot prices (backwardation).

2. The "Active Manager" (Block & Index)

Best for: Large users (>5 GWh/year).

Fix 50-70% of your load to cover baseline operations. Leave the remaining 30% floating to take advantage of market dips. PowerChoosers monitors the index for you.

3. The "Capacity Shield" (Peak Management)

Best for: Flexible operations (Cold Storage, Industrial).

Slash your capacity ticket for next year by curtailing power usage for just a few hours during the grid's "5 Peak Days" this summer.

The 2025 Action Timeline

Quarter	Phase	Action
Q1 2025	Audit & Benchmark	We perform a bill audit to find historical errors and establish your usage profile.
Q2 2025	Market Watch & RFP	We issue an RFP to 20+ top suppliers to create competition for your business.
Q3 2025	Peak Shaving Season	CRITICAL: We send "Grid Alerts" 24 hours in advance so you can lower 2026 capacity costs.
Q4 2025	Finalize & Execute	Execute contracts for 2026 starts. Verify budgets for the coming fiscal year.

Don't Be a Passenger in the 2026 Market.

The energy market has changed. The days of "set it and forget it" are gone. You need a partner who watches the screen so you can watch your business.

At PowerChoosers.com, we don't just sell you a rate; we build you a strategy.

Get Your Free 2026 Risk Assessment

Email us your most recent utility bill today.

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