

# Electricity Markets and Community Power

With Standard Power & Good Energy

Allenstown NH

November 15, 2022

# Standard Power & Good Energy

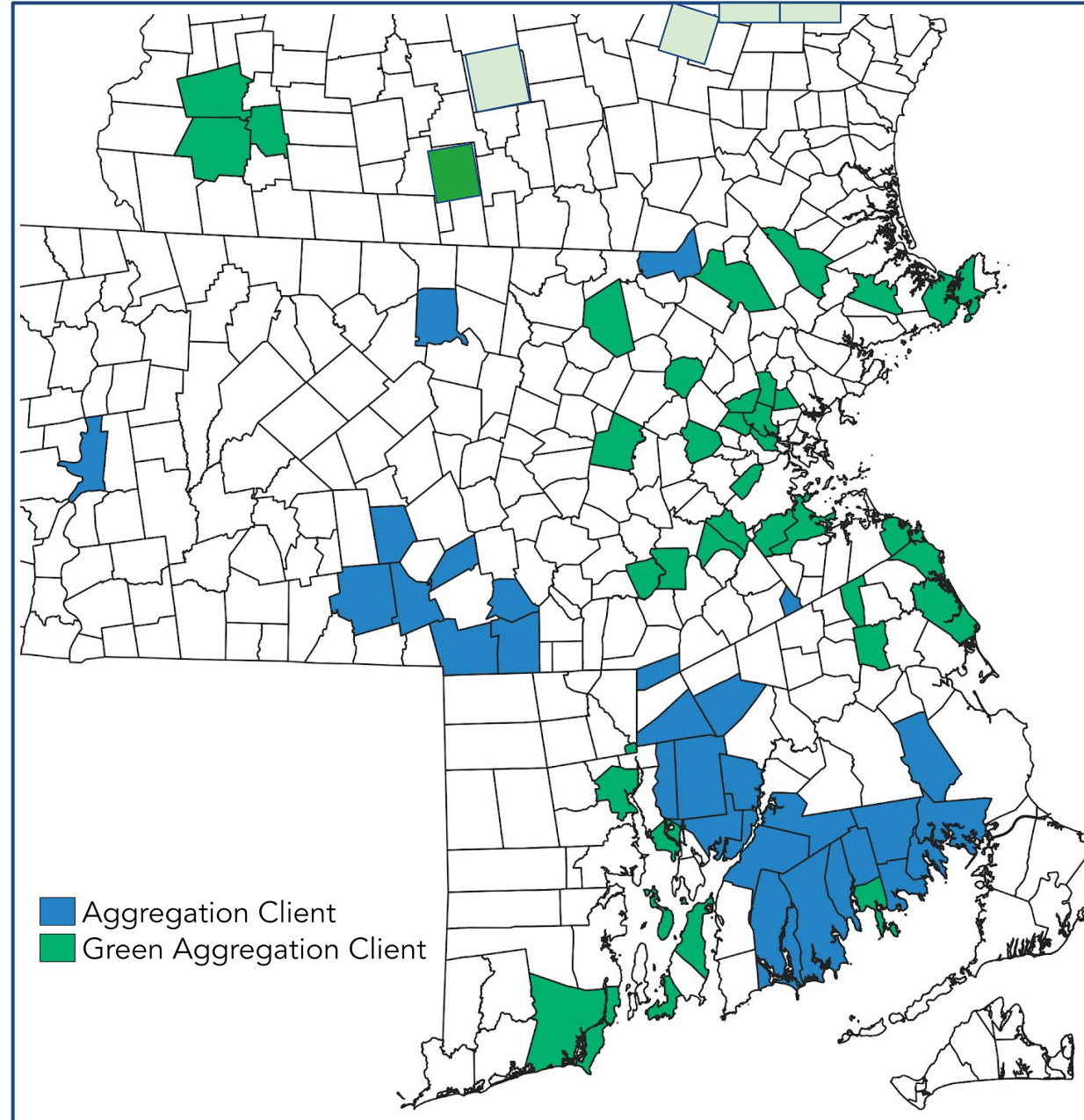
- Combined forces to provide services in NH, beginning with Keene, Swanzey, Marlborough and Wilton
- Five communities working toward Town Meeting 2023
- Building buying groups for 2023 and 2024
- Participate in legislative and PUC rulemaking

## Standard Power

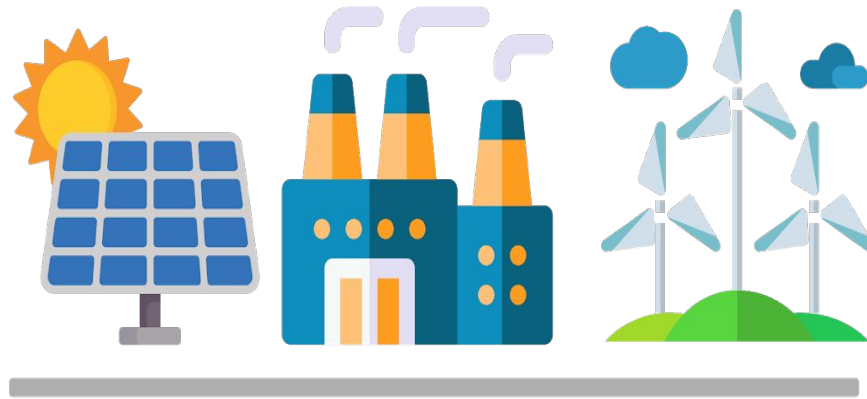
- Brokering electricity for 70 municipalities and school districts in NH including municipal buying groups
- Administrator of largest group net metering program in NH
- Solar/Hydro/REC integration for multiple communities

## Good Energy

- 10+ years Community Power experience
- New England regional team
- 60 municipal aggregations in MA and RI
- \$80 million+ savings achieved across NE clients



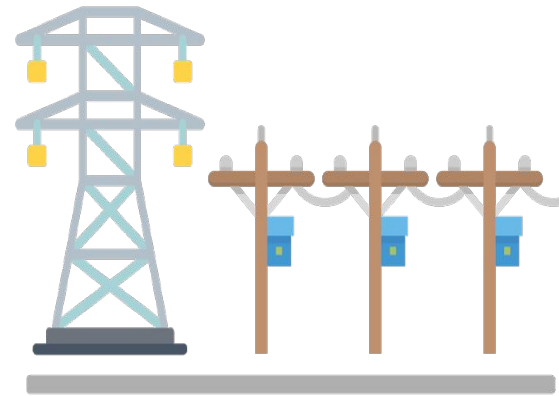
# Electricity Market



## Supply

Sources of electricity

+



## Delivery

Wires and poles

=



## Customer

*ISO-NE balances supply and demand 24/7*

*Eversource*

*One bill*

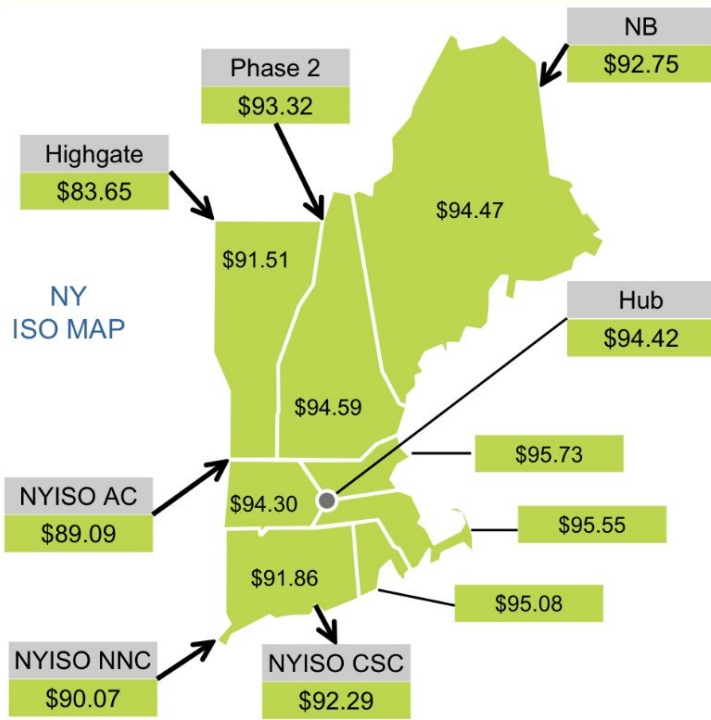
- **Costs of electricity supply vary widely by generation source, fuel, season, weather, and time of day.**
- **Rates depend on all of the above plus contract terms and market timing.**

## SYSTEM MONITOR

### LMP MAP: REAL-TIME

Day-Ahead **Real-Time**

**NE Energy: \$94.14**      **System Demand: 15299 MW**



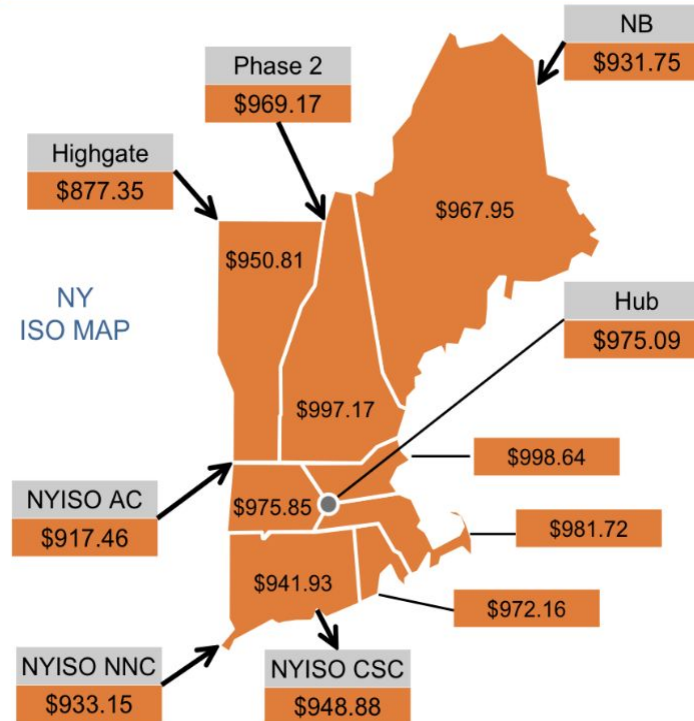
Sampling Period: 02/24/2022 04:25 PM

## SYSTEM MONITOR

### LMP MAP: REAL-TIME

Day-Ahead **Real-Time**

**NE Energy: \$972.90**      **System Demand: 24183 MW**



Sampling Period: 07/20/2022 07:05 PM



Natural gas

2022 Data - 1990

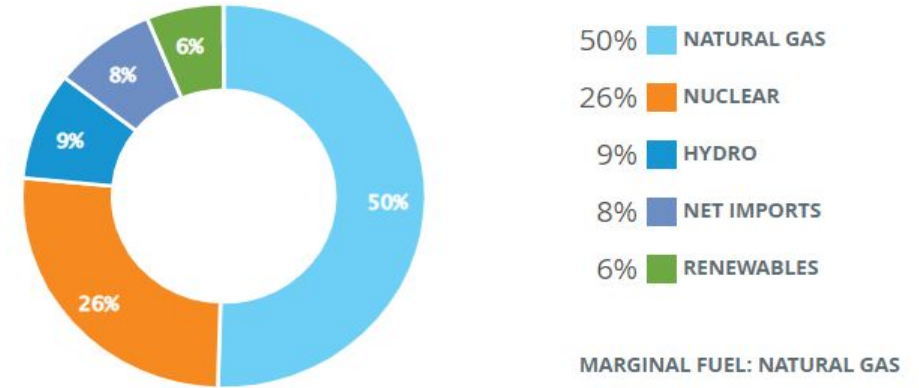
Summary Forecast Stats Alerts Export

# Natural Gas Price

Natural gas (USD/MMBtu) 5.9322 -0.3068 (-5.04%)



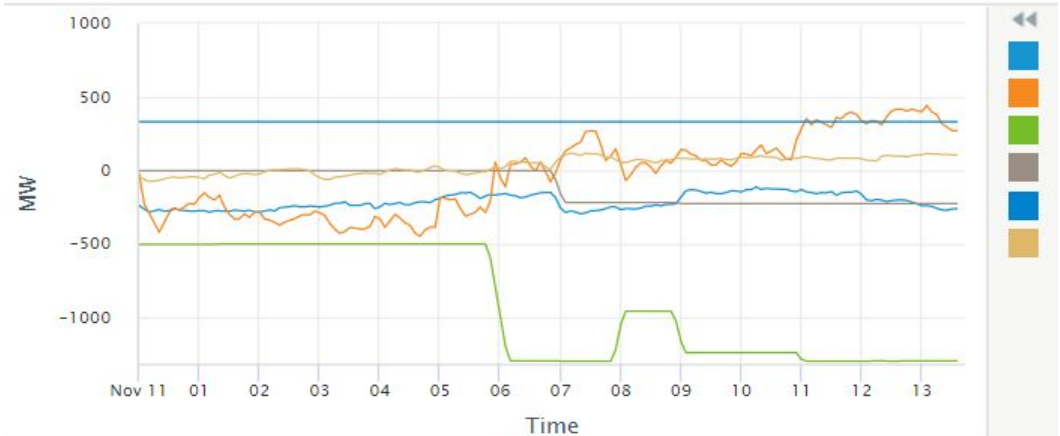
## ISO-NE Resource Mix: Gas



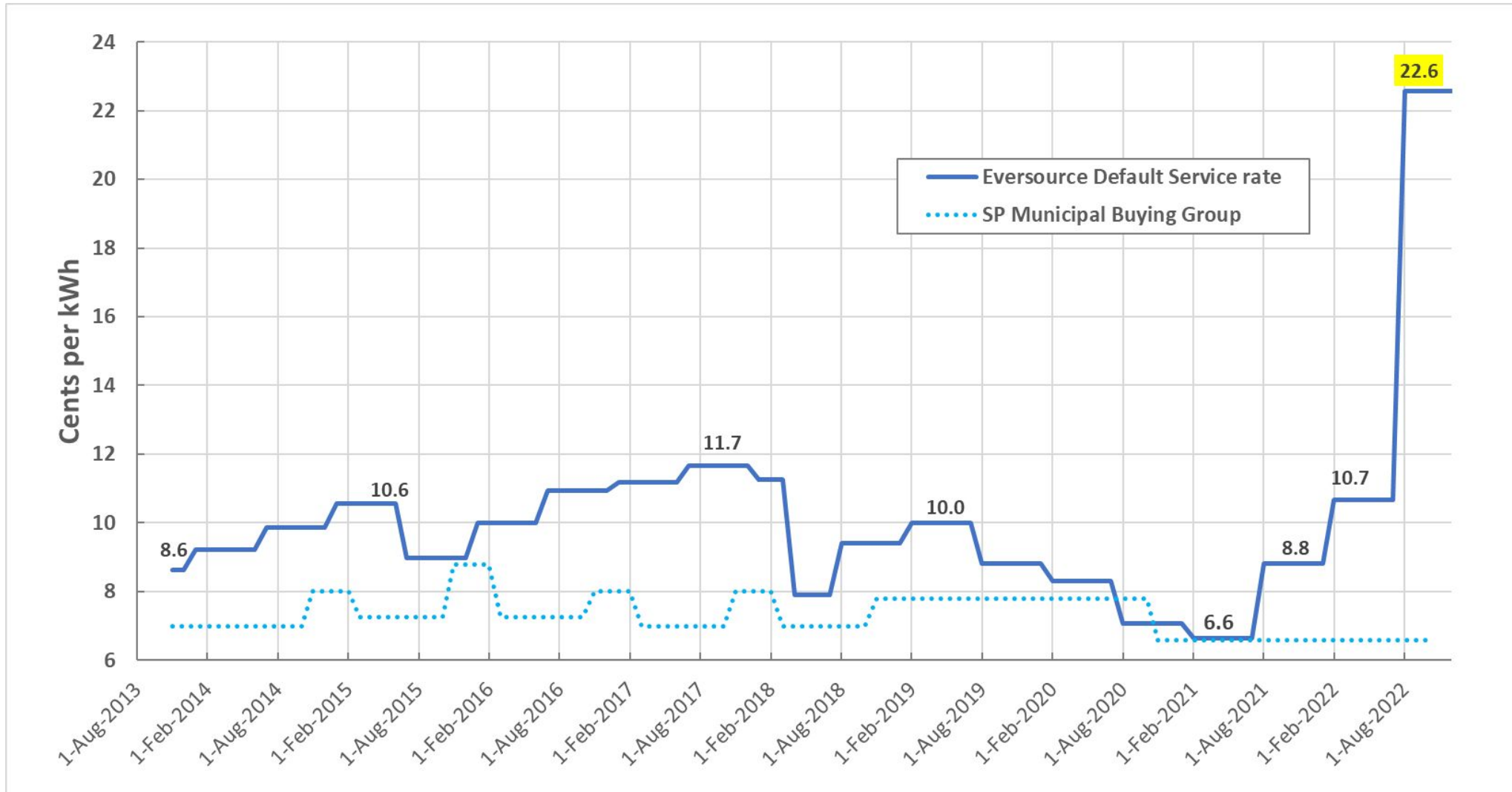
Updated: 11/11/2022 01:44 PM

### EXTERNAL INTERFACES GRAPH

Date: 11/11/2022



# Eversource NH Default Service vs SP Buying Group



# NHSaves<sup>®</sup>

Reducing energy costs. Protecting our environment. Making the communities of New Hampshire more sustainable. Welcome to NHSaves, funded by electric and natural gas ratepayers and delivered by Eversource, Liberty Utilities, New Hampshire Electric Cooperative and Unitil to make our homes, businesses and towns more sustainable and more comfortable places to live and work, both now and in the future.

## Rebates

- > Residential
- > Businesses & Towns

## Services

- > Residential
- > Businesses & Towns
- > Contractors

## Contact Us

### Shop

### Learn

- > About
- > Savings Tips
- > Blogs
- > Events
- > Case Studies
- > K-12 Education
- > FAQ

Powered by:

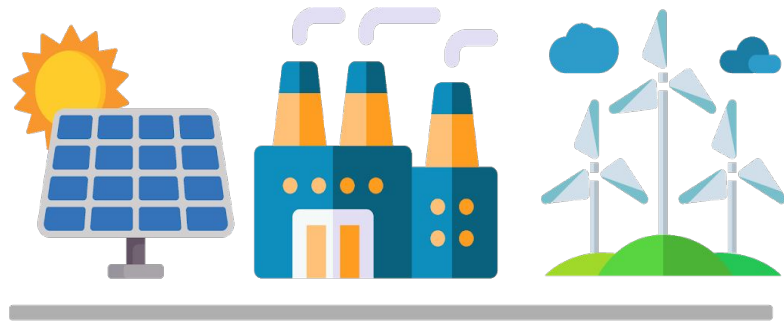
EVERSOURCE



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# Community Power

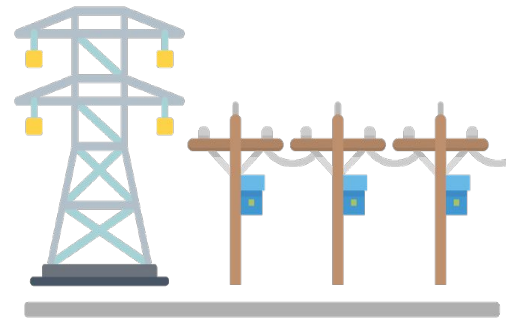


## Supply

Sources of electricity

You can choose

+



## Delivery

Wires and poles

Always the utility

=



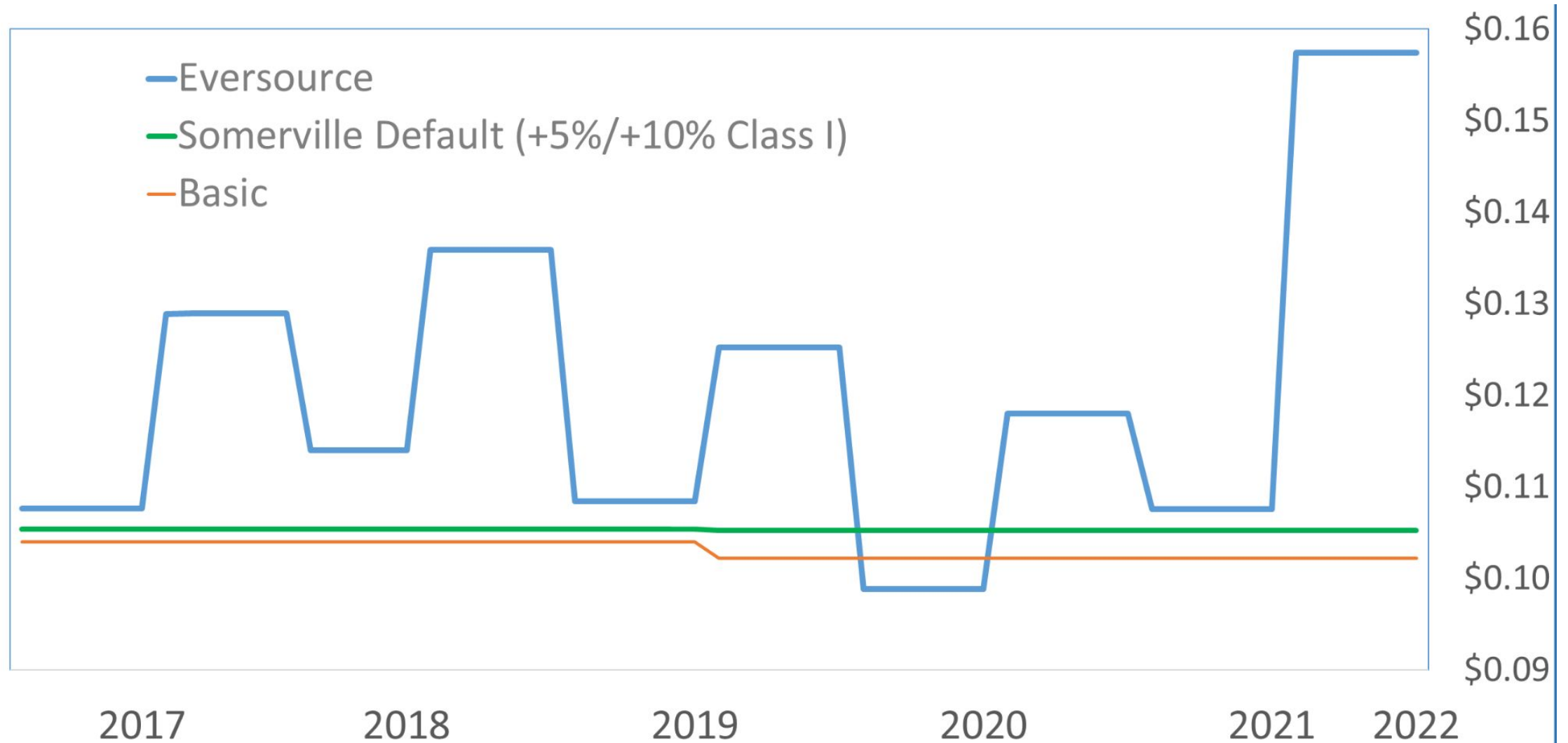
## Customer

Single Bill

**New Hampshire municipalities extend the benefits of competitive markets to residents and small businesses for cost savings and more renewable energy**

**Delivery, emergency services, and billing stay with the utility**

# Example: Somerville

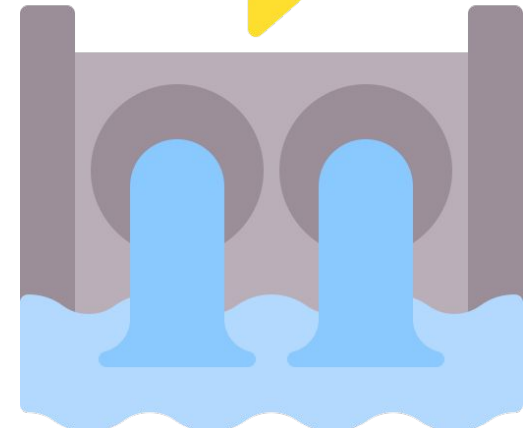
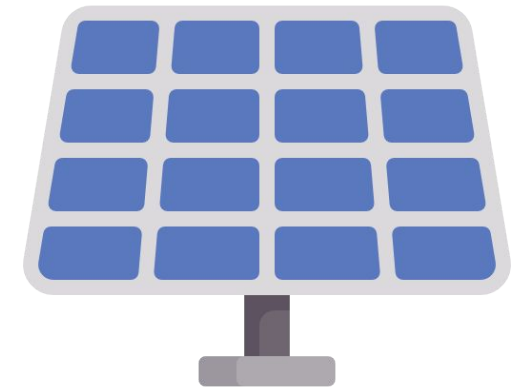


# Use and Support Local Renewable Energy



## Program choices and markets:

- Green Default
- Optional products
- Optional program fund
- Renewable Energy Certificates (RECs)
- Local resources



# More Benefits:

**Local control**



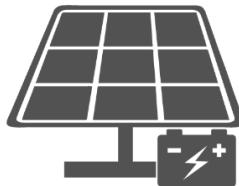
**Consumer protections**



**Energy planning**



**Innovative local  
programs**



**Education and  
awareness**



# Consumer Choices

Utility Default Service

Third Party Offers

## Community Power Program

**New Standard  
Default**

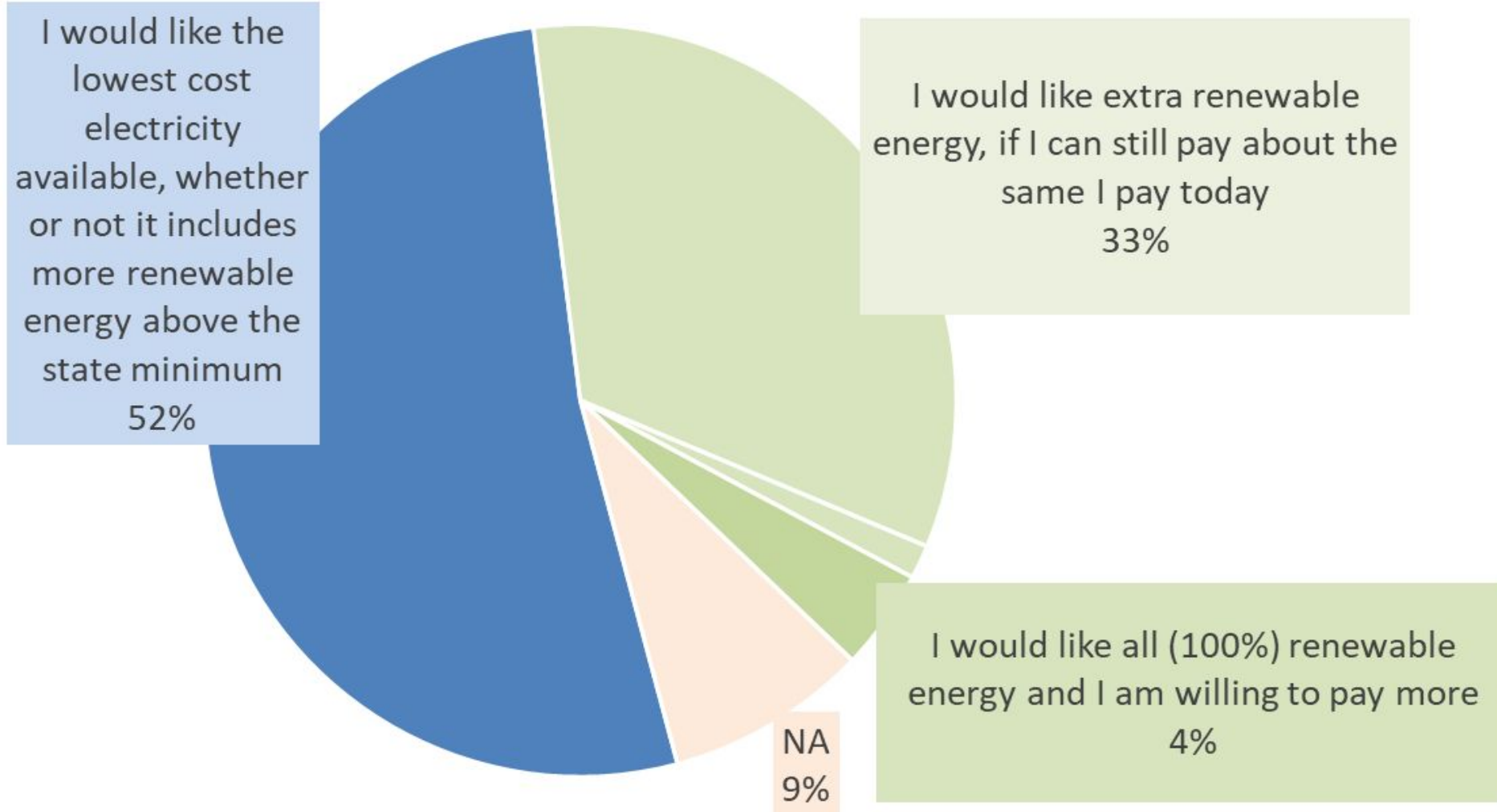
**Optional  
product  
(optional)**

**100%  
renewable  
(optional)**

**Basic product  
(optional)**



## Community Survey



# Sample Product Options

## Standard/Default



Adds 5-10% or more  
Class I RECs

## Basic



Meets State  
standards for  
renewable  
energy\*

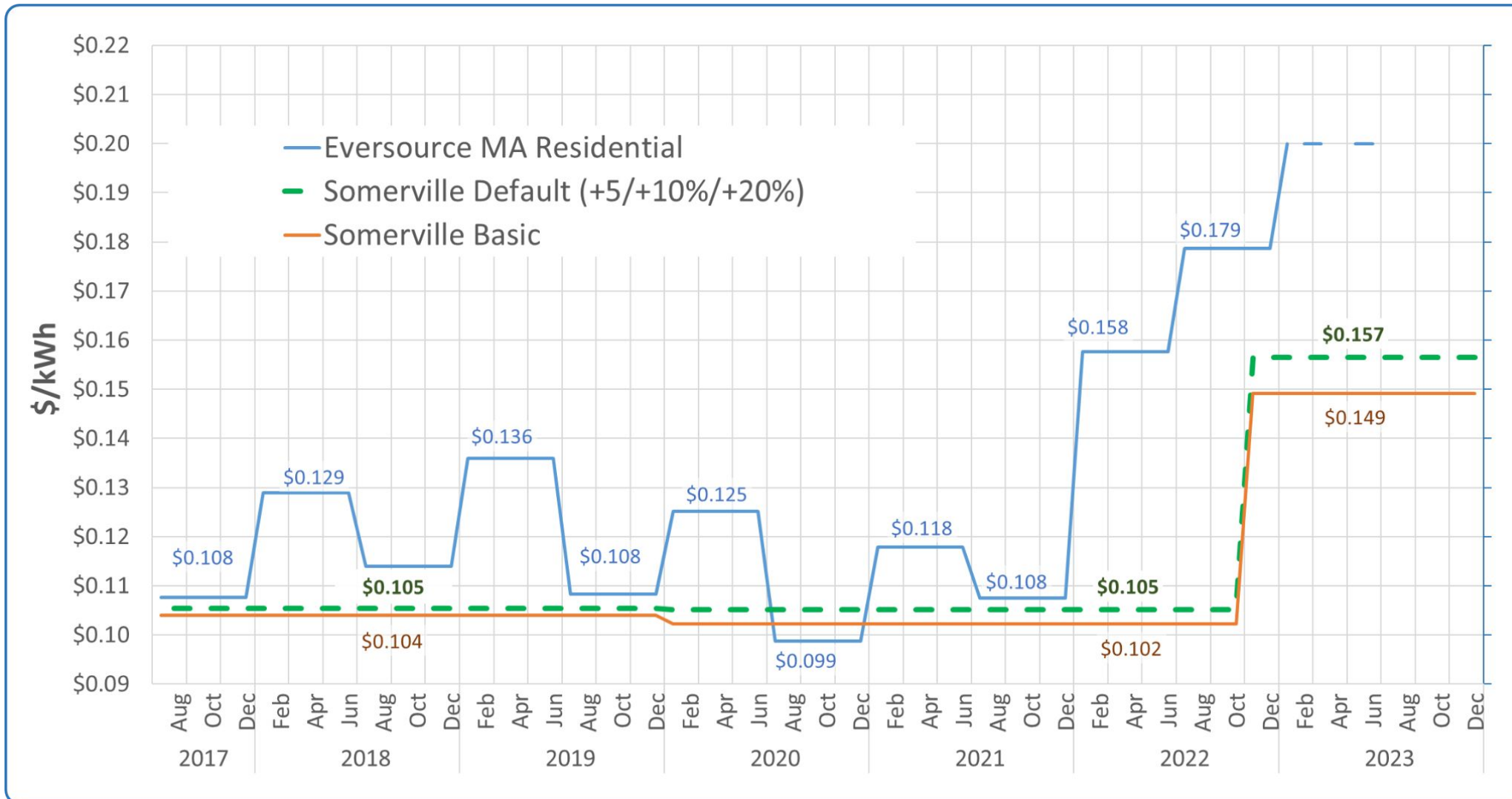
## 50%-100%



Matches 50%  
and/or 100% of  
energy use with  
extra Class I RECs

*\*New Hampshire RPS in 2022 is 22.5% Renewable Energy Certificates (RECs)*

# Example: Somerville Community Choice



Disclaimer: Savings cannot be guaranteed, because utility Basic Service prices change every six months for residential customers

# Competitive Retail Model



## Competitive Retail Model

### Supplier Guaranteed Contract

Proven track record in 700+ programs in IL, OH, MA, NJ, NY & RI

Provides stable, competitive rates with no cost to municipal budget - all costs recovered in supply rate

**Supplier retains all risk** ---> No risk to municipality or customers -- Critical in increasingly volatile energy landscape

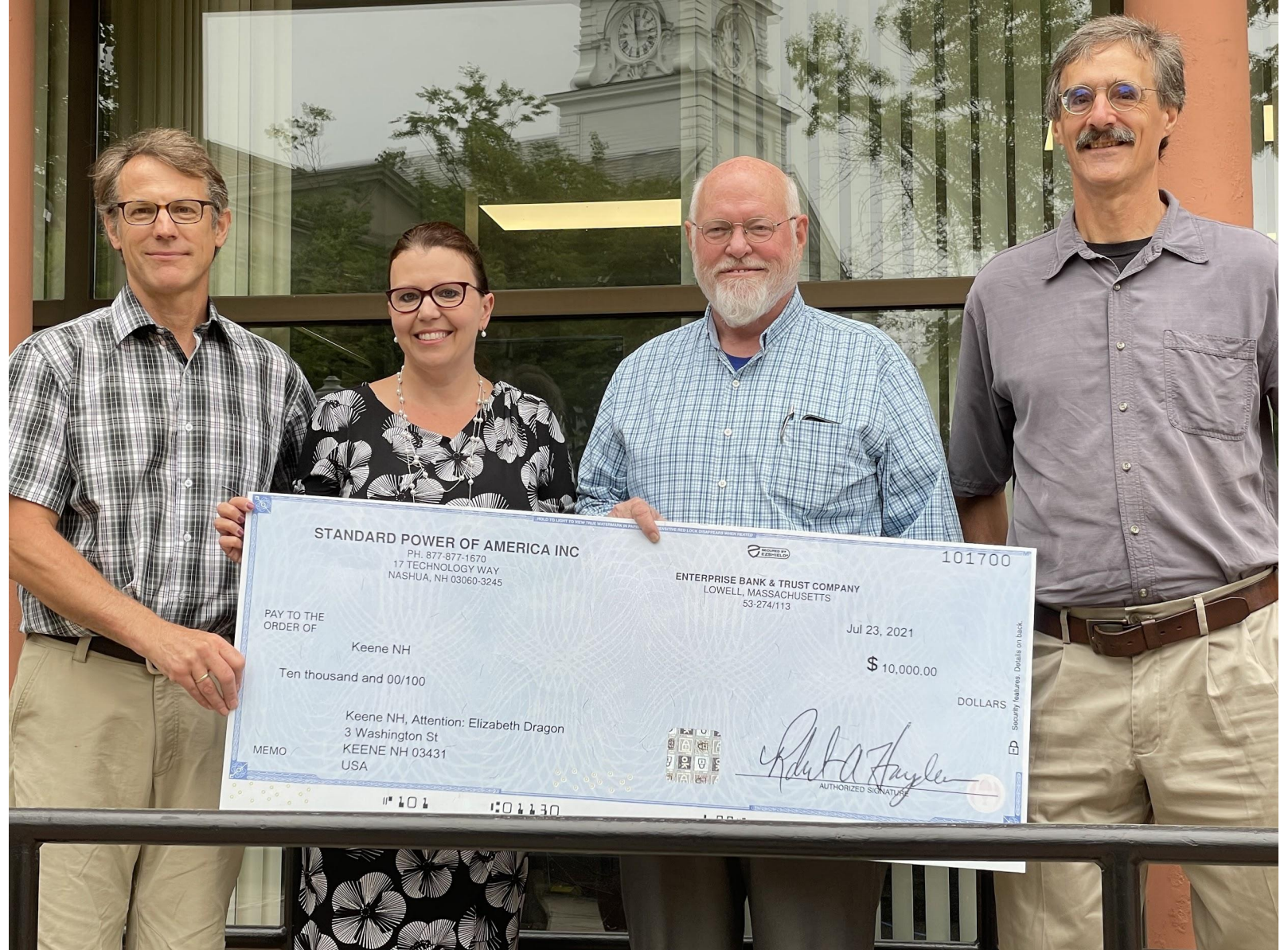
What about  
CCAs in  
California,  
municipal light  
plants or other  
JPAs?

## Community Power is a great municipal program:

- No cost to the municipal budget
- Customers can join, leave or change products without fees or penalties
- Single ESA takes care of all rates and attributes in program
- Rates do not depend on the actions of other towns or customers
- Potential for participation in buying groups
- Choices for renewable energy up to 100%
- Low income customers keep their full benefits
- Net metering customers do as well or better than current tariff
- Opportunity to work together on other local initiatives...



Working  
together



# Timeline:

## Form Your Team

1. **Appoint a Community Power Committee**
2. **Sign MOU to work with GE/SP for no cost or obligation**

## Plan & Approve

3. Customize draft Community Power Plan with public input
4. Secure local approval of plan (Town Meeting or City Council)

## Regulatory

5. Notify Public Utilities Commission and utility

## Outreach + launch

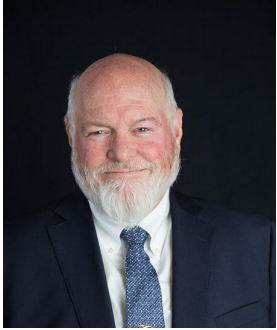
6. Procure electricity supply
7. Implement public education and opt-out campaign
8. **Launch!** Eligible accounts that have not opted out are automatically enrolled

## Manage + Monitor

9. Provide ongoing customer support, outreach, opt up campaigns, data management and analysis, planning, and more



# Questions?



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Community Power Consultant  
Standard Power  
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# Postcard



**THE TOWN OF MILTON IS  
LAUNCHING MILTON CEA**

Milton Community Electricity Aggregation (CEA) is a Town-run program that leverages the buying power of Milton's residents and businesses to provide competitive electricity options, multi-year fixed rates and more renewable electricity (future savings cannot be guaranteed).

Join us on Tuesday, June 29 at 6pm for a virtual meeting to learn about the program (meeting link is on the program website: [MiltonCEA.com](http://MiltonCEA.com)).

An official letter detailing the program will arrive in your mailbox in the end of June. To learn more about the program, visit [MiltonCEA.com](http://MiltonCEA.com) or call 800-307-9926.

*Melinda Collins, Milton Select Board Member*

We added a signature to the postcard to make the invitation to the community meeting more personable. Having someone from the Town show their support for the program also increases the acceptance of it.

# Bookmarks & Flyers

Melrose did a trial run handing out bookmarks at events. We've now printed 800 bookmarks for them and their opt up numbers are consistently climbing.




**City of Melrose**  
Electricity Supply Program



**Sign up for**  
**100%**  
**renewable**  
**energy**


[MCP.CityofMelrose.org](http://MCP.CityofMelrose.org)



**City of Melrose**  
Electricity Supply Program

**Melrose Community Power (MCP)** is our City's electricity supply program providing:

- three different electricity supply products;
- options with different amounts of renewable energy.



Most people in Melrose already participate in the program, but with only **5% additional renewable energy**. To increase your impact, sign up for **100%** on the program website [MCP.CityofMelrose.org](http://MCP.CityofMelrose.org) through the change of product form.

How to tell what product you have? Check your electricity bill and compare it to the product rates on the website.

[MCP.CityofMelrose.org](http://MCP.CityofMelrose.org)



# Video Interviews



We recorded 2 informational videos with Waltham City Councilor Vidal, one in [English](#) and one [En español](#). The interviews are listed on the website and were shown by WCAC-TV. Both are around 10 minutes in length and cover the basics of the program.

# Social Media



We added a nudge reminder for the 100% option into the general social media schedule for the launch period.



# Lawn Signs



Arlington - Our data showed that people who signed up for 100% or 50% products learned about them through word of mouth or signs, so we printed signs for Arlington and asked the 100ers to post them. We got 36 lawn sign requests in 1 week.