

Town of Hudson Community Power

With Standard Power

April 24th, 2023



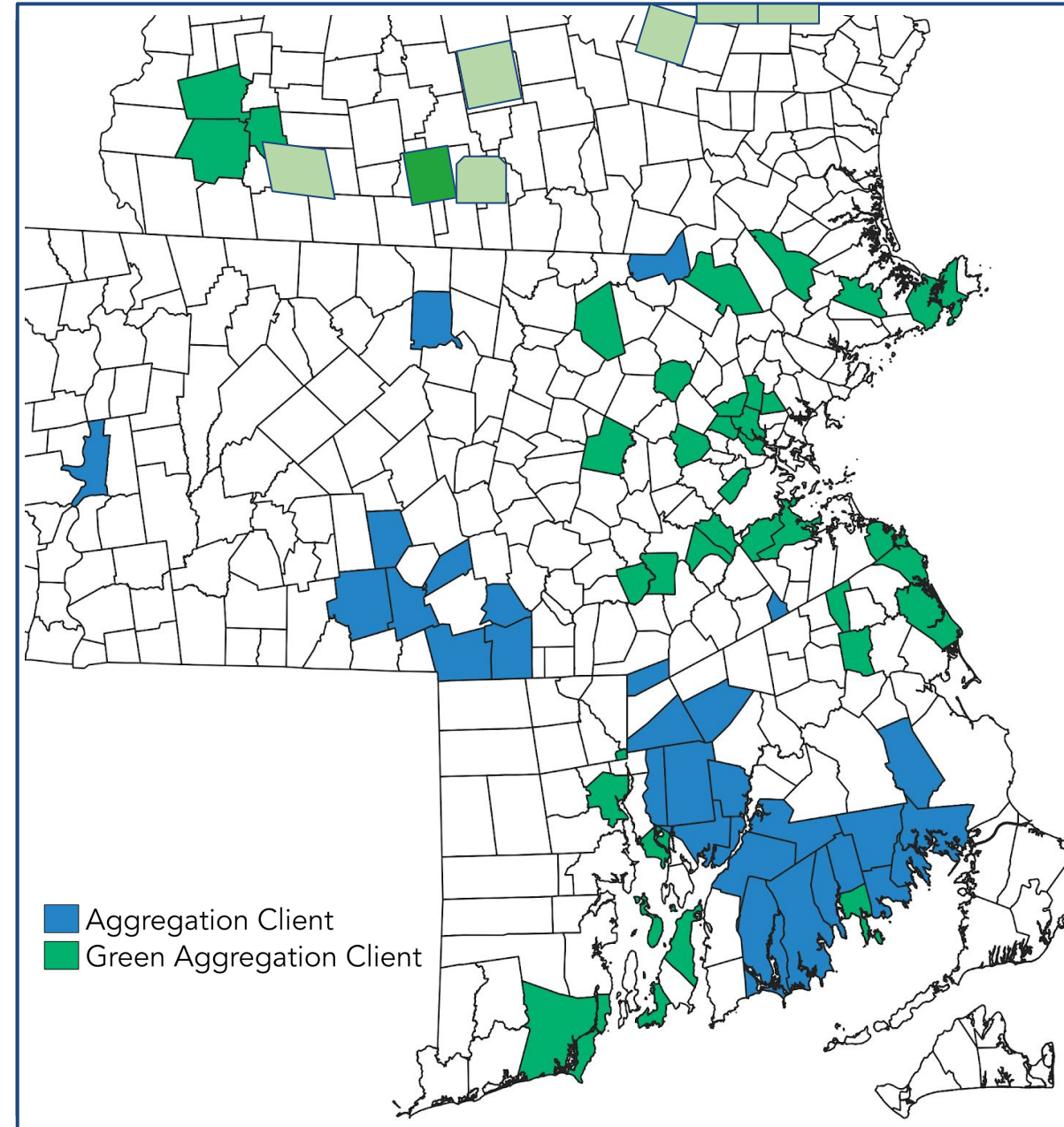
Standard Power Inc.



- Full service brokerage and energy services firm since 2010
- 70 municipal customers (cities, towns and school districts)
- Administrator of the largest group net-metering program in NH
 - **Hydro, Solar**
- Solar/Hydro/REC integration for multiple communities since 2013
- Active participation at the Public Utilities Commission, DOE and NH State House

Our Team

- Teamed up with **Good Energy LLP** in 2020 to provide complete CP services
 - Operating 45 programs in Massachusetts, 400 million kWh/year
 - Launching group including Providence RI, 20% of state load
- Keene and three towns to launch in June with almost 9 cents savings
- 7 Towns through town meeting 2023 approval, now in PUC process, on timeline for October 2023 launch



Presentation outline

Working with Standard Power:

- Overview
- Local control at every step
- How energy market risks are mitigated
- Further reducing risk
- Rate-setting
- Customer enrollment
- Net metering

Initial program rate comparison

Example Somerville MA

Why more renewable energy?

Summary of services

Timeline

Questions

Working with Standard Power - overview

Contracts (optional)

- MOU (11 towns) or services contract (Keene)

Fee

- Fee in supplier contract

Comprehensive Services

- Assess customer needs and goals including rate relief, stable rates and 100% green
- Planning process and documents, local and PUC approval
- Power procurement, outreach, program launch and operation
- Provide complete and timely services through program operation and evolution
- Adjust, adapt and improve program based on changing opportunities

Communications

- Google (eg. Drive and Meet) serves most purposes for client communication and document sharing other than secure data portal

Working with Standard Power - local control at every step

Program is Town branded throughout, including 'supplier name' on customer bills

- **Hudson Community Power**

Hudson Community Power Committee

- Advises/Leads town on consultant selection
- Works with consultant to evolve Plan based on new opportunities
- Leads and assists with local projects, outreach and education (optional)

Select Board

- Signs MOU
- Oversees plan and program
- Creates optional community power fund (for local project investments, this is not a 'reserve fund' to support rates)

Working with Standard Power - local control at every step - cont

Town Manager and staff

- Approves all program materials, correspondence with the PUC and customers, and posts public meeting notices
- Works with Consultant, CPC and SP to define contract parameters
- Participates in pre-bid meeting and bid day
- Reviews and signs supplier services contract once rates and terms are acceptable
- Administers optional community power fund at the direction of the Select Board
- May recommend to add staff based on work of HCP, Town's energy goals and expected savings (for budget support)

Working with Standard Power - how energy market risks are mitigated

Top National Supplier assumes all risk

- No risk to municipality or customers
- No separate risk agreements

Guaranteed supplier contract rates include major risk factors, including:

- Supply risk (eg. weather, pandemic, war), and
- Migration risk (e.g. volume and timing of customers entering and leaving the program)

Only top national suppliers experienced with municipal aggregations

Our suppliers and their rates have been stress tested in recent years and held even during extreme market disruption and default pricing caused by covid and global energy market disruptions

Working with Standard Power - further reducing risk

Working with Our Team:

- Contract renewal process starts months ahead, to maximize smooth transition and chance of favorable pricing
- Planning program changes to occur at contract renewal gives time for evaluation and full consideration of changes

All CP programs:

- Customers can come and go at any time, effective on the next meter read
- Customers that leave the program go back to the utility default rate without losing service
- No intention to end program, but no cost to municipality to do so

Working with Standard Power - rate setting

Secure best available rates upon launch

- Pioneered four rate Plan options with green default in NH (for Keene)
- Program does not launch without savings in the default
- Stable rates for the duration of the contract, typically 18-32 months
- Customer rates stable down to the last customer, for the program duration
- Savings over program duration is goal; savings in every period cannot be guaranteed because future utility default rates are not known
- Rates include services fee and optional CP fund adder (local programs only)
- Customers that leave and rejoin may be subject to market rates

Large customer participation

- large customers can participate at market rates
 - adds load to benefit program
 - insulates other customers from the risks of serving large loads

Working with Standard Power - customer enrollment



Our experienced team has launched over 45 communities in three states over 8 years including four launching in NH in June

- Detailed launch sequence and close coordination with supplier and utility
- Customers eligible for automatic enrollment get a postcard plus an 'opt-out' letter explaining the program and their options including how to opt out
- Customers on competitive supply get an 'opt-in' letter, informing them of the program and their options including how to join
- Public meetings support customer enrollment choices
- Program website for online opting in, opting out and changing products
- Supplier service line can process opt in, out and product changes
- Utility service line can process opt out
- Net Metering help line staffed by our team assists net metering customers and others with special circumstances

Working with Standard Power - Net Metering

- Two-page information sheet explains recommendations for net metering customers
 - NEM 1 customers can participate and keep their full benefits
 - NEM 2 customers do not at this time receive the supply portion of their credit, which may or may not be offset by lower program rates
- Customer help line staffed by our team assists customers with informed choices
- We work with customers to take advantage of current opportunities, and anticipate future opportunities including enhanced net metering benefits

June 2023 Rate comparison table

  GoodEnergy	First Launch	Rate (cents/kWh)	Renewable
	Default	11.47	33.4%
	Green 50%	12.05	50%
	Green 100%	13.9	100%
	Basic	11.10	23.4%

CPCNH

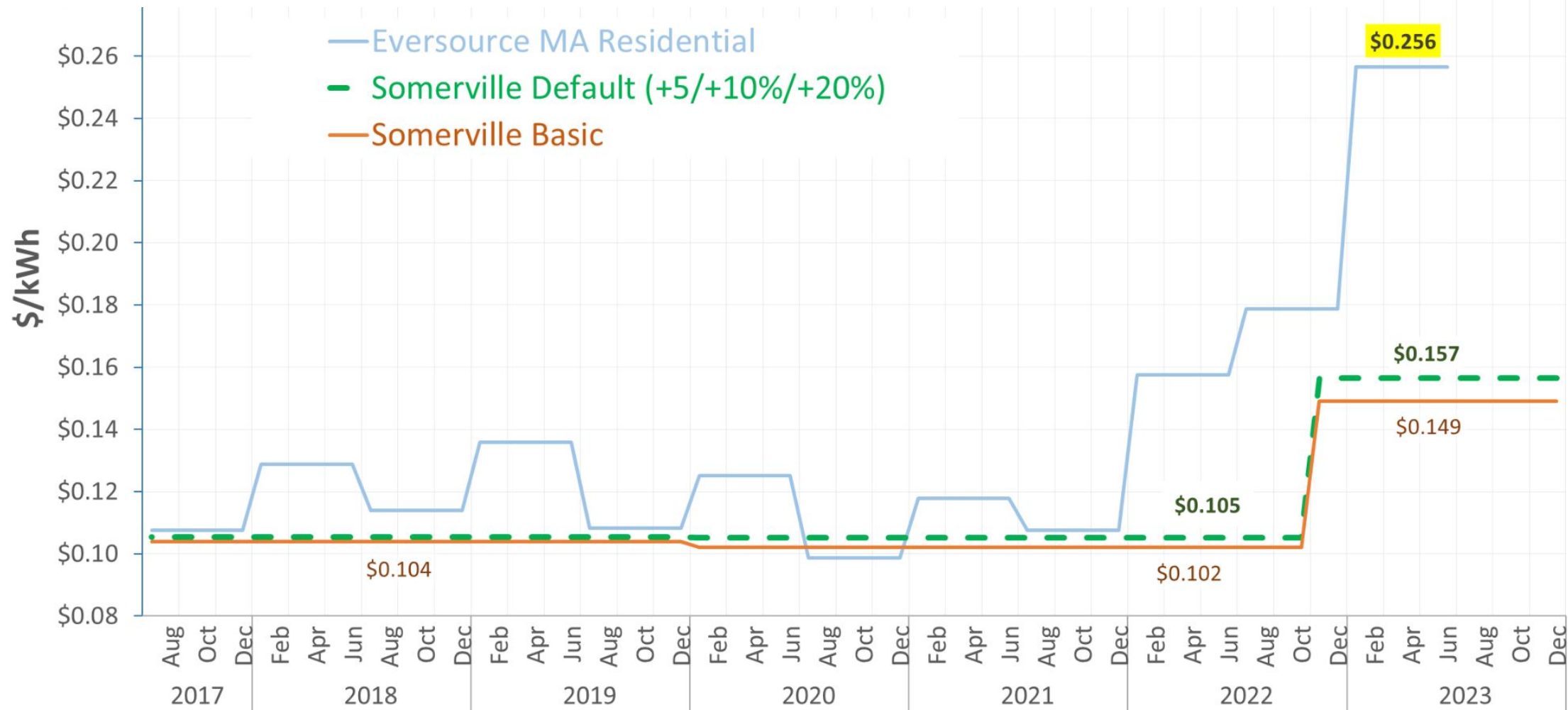
Basic

15.8

23.4%

Utility Rates	Eversource	20.221	23.4%
	NHEC	13.78	23.4%
	Liberty	22.007	23.4%
	Unitil	25.375	23.4%

Example: Somerville Community Choice

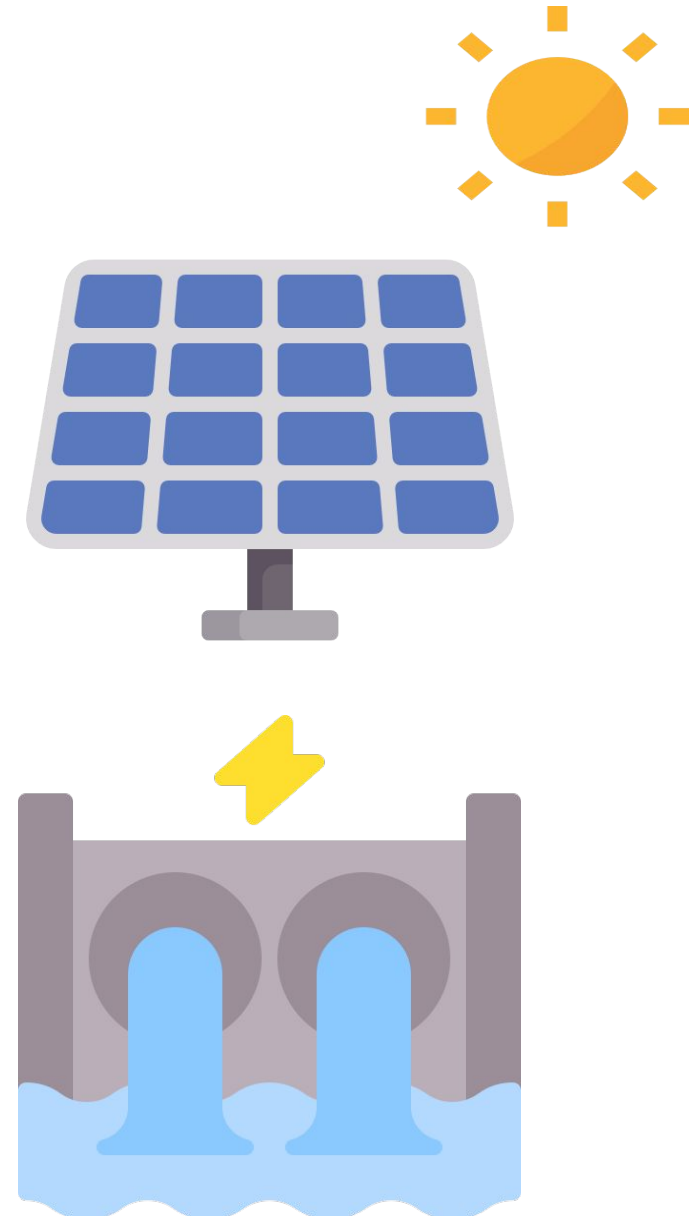


Disclaimer: Savings cannot be guaranteed, because utility Basic Service prices change every six months for residential customers

Local Renewable Energy

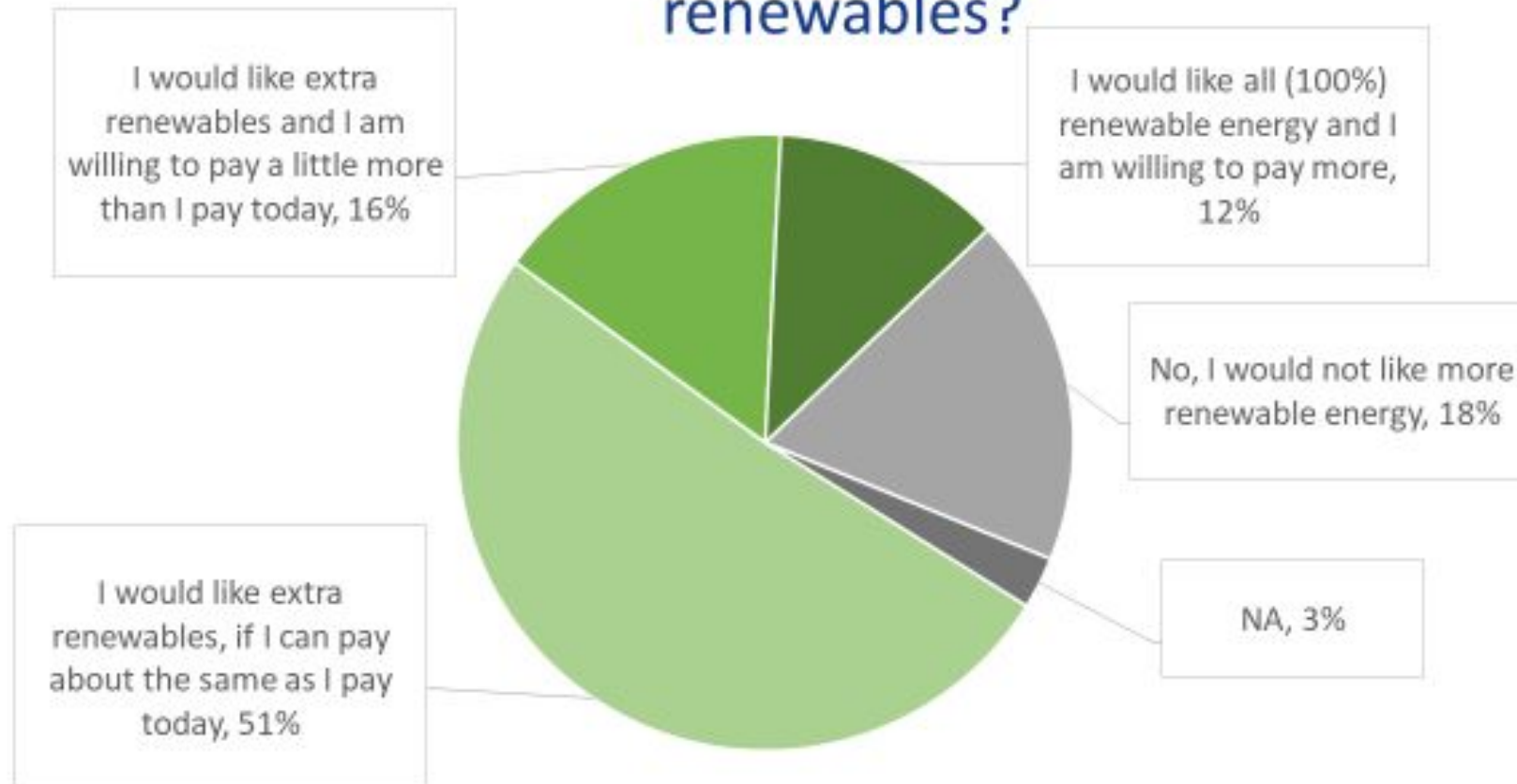
Program choices and markets:

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

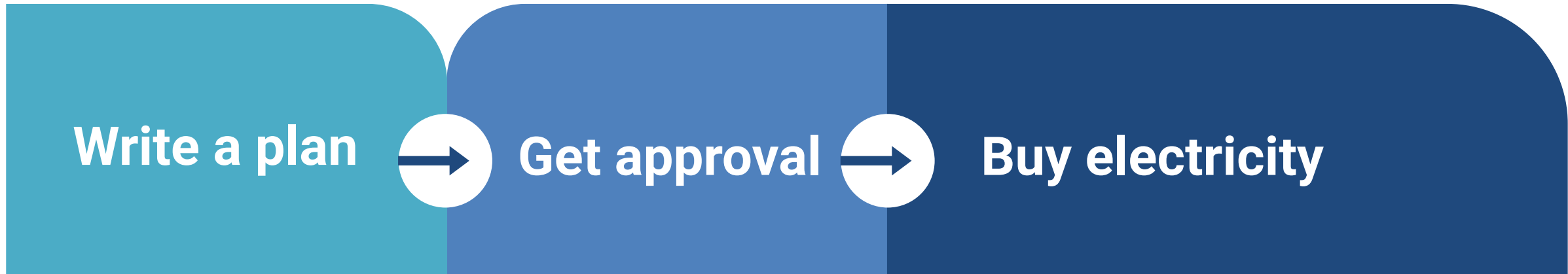


11 Towns Survey

Are you interested in adding additional renewables?



Community keeps decisions and savings local



When you work with our team

<ul style="list-style-type: none"> Form CPC committee Define goals Plan: renewable energy integration Plan: customer treatment Plan: regulatory requirements Community Feedback Public Outreach Public review process 	<ul style="list-style-type: none"> Local approval Community outreach Public meetings Public hearings Regulatory submission Regulatory Q&A Regulatory approval 	<ul style="list-style-type: none"> Engage suppliers to a new market Supplier data Supplier vetting Market timing Bidding Contract negotiation Choosing a supplier 	<ul style="list-style-type: none"> Public outreach Direct mail materials Public meetings Opt-out process Customer Service Ongoing program management
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Timeline

Form Your Team

1. Appoint a Community Power Committee
2. Choose experienced SP/GE to help plan and launch your program

Plan & Approve

3. Draft Community Power Plan with public input
4. Secure local approval of plan (Select Board and Town Meeting)

Regulatory

5. **Submit Plan to Public Utilities Commission for approval** (This approval step can be initiated prior to approval at Town meeting)

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

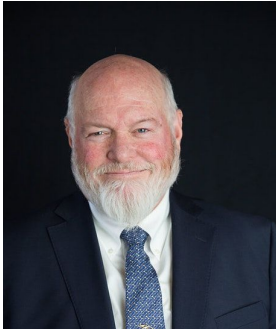
9. Provide ongoing customer support, outreach, opt up campaigns, data management and analysis, planning, and more

Questions?



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