

# Request for Proposals

Solicitation Overview Webinar

May 6<sup>th</sup>, 2022 | 12pm

*FOR COMMUNITIES, BY COMMUNITIES.*



**COMMUNITY  
POWER COALITION**  
OF NEW HAMPSHIRE



# Presentation Overview

- 1 | Coalition: Governance & Capacity
- 2 | Request for Proposals
- 3 | Market & Cashflow Analysis
- 4 | Design Best Practices
- 5 | Coalition: Vision & Action



# Coalition: Governance & Capacity



**COMMUNITY  
POWER COALITION**  
OF NEW HAMPSHIRE  
*For communities, by communities.*



# Community Power Coalition of New Hampshire

## Our Mission

Our mission is to foster resilient New Hampshire communities by empowering them to realize their energy goals.

The Coalition will create value for our Community Power member municipalities by jointly contracting for services, developing projects and programs together, educating and engaging the public, and advocating for communities and customers at the Legislature and Public Utilities Commission.



## Our Values

**Embody an inspiring vision for NH's energy future.**

Support communities to **reduce energy costs** and pursue economic vitality by harnessing the power of **competitive markets** and **innovation**.

Support communities to implement successful energy and climate policies and to **promote the transition to a carbon neutral energy system**.

**Balance the interests of member communities** who are diverse in demographics, geography and their energy goals.

Use our shared expertise, leadership and skills to **educate, empower and build the capacities** of our members.

Help communities **demystify the power sector** to **make informed decisions**.

Facilitate **collaboration and teamwork** by **championing diversity, equity and inclusion** of people and communities of all kinds.



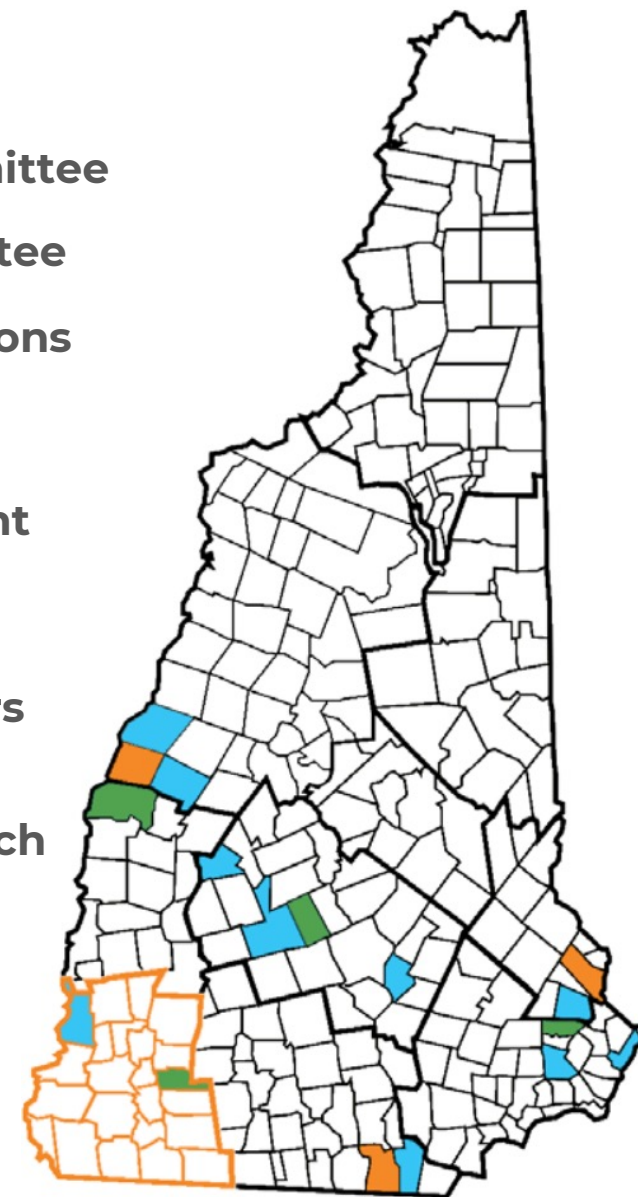
# Governed “By Communities, for Communities”

## Board of Directors

	Director	Alternate
1	<b>City of Lebanon</b> Chair Clifton Below	Greg Ames
2	<b>City of Dover</b> Vice Chair Christopher G. Parker	Jackson Kaspari
3	<b>Town of Enfield</b> Treasurer Kimberley Smith Quirk	Jo-Ellen Courtney
4	<b>City of Nashua</b> Secretary Doria Brown	
9	<b>Town of Hanover</b> Past Chair April Salas	Peter Kulbacki
5	<b>Cheshire County</b> Terry Clark	Chris Coates
6	<b>City of Portsmouth</b> Kevin Charette	Peter Rice
7	<b>Town of Durham</b> Amanda (Mandy) Merrill	Nat Balch
8	<b>Town of Exeter</b> Nick Devonshire	Julie Gilman
10	<b>Town of Harrisville</b> Andrea Hodson	Andrew Maneval
11	<b>Town of Hudson</b> Craig Putnam	Kate Messner
12	<b>Town of New London</b> Jamie Hess	Tim Paradis
13	<b>Town of Newmarket</b> Toni Weinstein	Steve Fournier
14	<b>Town of Pembroke</b> Matthew Miller	Jacqueline Wengenroth
15	<b>Town of Plainfield</b> Evan Oxenham	Steve Ladd
16	<b>Town of Rye</b> Lisa Sweet	Howard Kalet
17	<b>Town of Walpole</b> Paul Looney	Dennis Marcom
18	<b>Town of Warner</b> Clyde Carson	George Packard
19	<b>Town of Webster</b> Martin Bender	David Hemenway

## Committees

1. **Executive Committee**
2. **Finance Committee**
3. **Member Operations & Engagement Committee**
4. **Risk Management Committee**
5. **Regulatory & Legislative Affairs Committee**
6. **CEO & Staff Search Committee**



# Executive Committee

**Chair**

**Clifton Below**

**Lebanon Community Power**



**Secretary**

**Doria Brown**

**Nashua Community Power**



**Treasurer**

**Kim Quirk**

**Enfield Community Power**



**Vice Chair**

**Chris Parker**

**Dover Community Power**



**Founding Chair**

**April Salas**

**Hanover Community Power**





# Committee Chairs

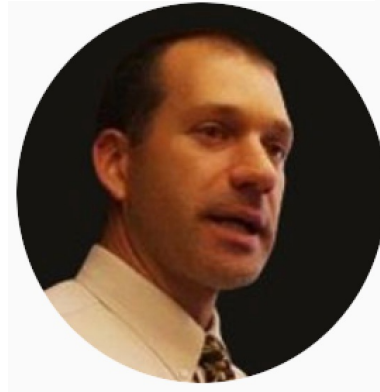
## Regulatory & Legislative Affairs

Director Mandy Merrill



## Risk Management

Director Matt Miller



## Finance

Treasurer Kim Quirk



## Member Operations & Engagement

Director Lisa Sweet



## CEO & Staff Search

Director April Salas



# General Counsel



Michael Postar, Esq.

President & Shareholder

Law firm founded in 1971

Core focus on utility, energy and municipal law

Dedicated to expanding & strengthening community energy agencies

Provides legal services to electric industry clients (nationwide):

- Community Power Joint Power Agencies
- Locally-owned utilities, power providers, cooperatives, and different types of collaborative, community-owned agencies
- Energy trade associations (American Public Power Association, National Rural Electric Cooperative Association & National Association of State Energy Officials)

**Compensation: 100% deferred, at-risk basis**

+ NH Legal Counsel: Eli Emerson of Primmer Piper Eggleston & Cramer



# Design Consultant



Samuel Golding  
President

10+ years operating, designing and advising Community Power agencies

Recognized pioneer of Joint Powers Agency governance models, competitive business models & enabling market reforms for the industry

Professionally dedicated to sharing best practices & creating new markets

Strong executive relationships & situational awareness of vendor landscape across multiple Community Power & competitive retail markets

Project expertise and qualifications:

- Power agency design
- Financial planning
- Regulatory strategies
- Competitive solicitations
- Vendor integrations
- Customer enrollment and operations
- Enterprise risk management
- Organizational development
- Agency & industry maturity models
- Market rule reforms

**Compensation: one-third Net 30 + two-thirds deferred, at-risk basis**

Community Power presentations and project qualifications: <https://www.linkedin.com/in/samuelvgolding/>

# Request for Proposals



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*For communities, by communities.*





# Request for Services & Credit Support

CPCNH has requested proposals for the comprehensive services and credit support necessary for CPCNH to develop, finance, launch, and operate Community Power Aggregation programs for our current and future local government Members.

Respondents may submit up to two proposals:

1. Respondents may submit a proposal to provide some or all requested services
2. Respondents may additionally — or as an alternative — submit a joint proposal with other entities to provide some or all requested services. Note that:
  - Respondents may NOT participate on more than one joint proposal.
  - CPCNH may contract independently with any entity on a joint proposal.

**All correspondence must be submitted to: [RFI-RFP@CPCNH.ORG](mailto:RFI-RFP@CPCNH.ORG)**

# Deferred & At-Risk Compensation

- **By law, the implementation of each CPA must be funded through the revenues received from customers who participate in the program (with very limited exceptions for statutory compliance purposes).**
- **As such, CPCNH and its local government members may not commit taxpayer funds to cover implementation costs or assume any liability for such costs beyond committing to repay Proposer from revenues subsequently received from participating customers.**
- Under the terms of the RFP:
  - Proposers will be required to cover the upfront cost of all services and provide credit support sufficient to initiate supply service for CPA programs on a deferred, at-risk compensation basis.
  - Repayment is contingent upon the successful launch of CPA service, will commence upon the receipt of revenues from participating customers, and will be amortized over the initial term of the Agreement.
  - CPCNH intends to enter into an Agreement with the selected Proposer to provide services and credit support for a term extending 3-years past the date on which CPCNH's first Member CPA programs are launched.

# Proposal Evaluation Committee

Composed of 8 CPCNH Directors / Alternate Directors, plus 2 advisors, with domain expertise in:

- Structuring and **managing a diversified portfolio** of wholesale contracts for CPAs.
- Deploying and **operating distribution utility customer information systems** and electronic data interchange systems in New Hampshire.
- **Operating & growing CPAs** and/or comparable competitive retail aggregators.
- Deploying **pilots with distribution utilities** in New Hampshire **to enable time-varying rates and dispatchable distributed energy resources**.
- Applicable **statutory and regulatory requirements** for CPAs in New Hampshire.
- **Renewable project development** in New Hampshire.
- **Engagement on energy policy and market issues** with the Legislature, NH Department of Energy, Office of the Public Advocate, and Public Utility Commission.
- Engaging with **local energy committees** and community stakeholders.
- **Local government decision-making** processes and requirements



# Solicitation Timeline

**Upcoming deadline: please submit questions by May 11<sup>rd</sup> to [RFI-RFP@CPCNH.ORG](mailto:RFI-RFP@CPCNH.ORG)**

ACTIVITY	DATE
RFP Released	<b>April 25, 2022</b>
Solicitation Overview Webinar	<b>May 6, 2022</b>
Deadline to submit written Questions	<b>May 11, 2022</b>
Anticipated distribution of Questions and Answers	<b>May 23, 2022</b>
Proposal addendums (if any)	<b>Late May, 2022</b>
Proposals Due	<b>June 15, 2022</b>
CPCNH review and requests for clarifications (if any)	<b>Late June, 2022</b>
CPCNH conducts interviews with select Proposers	<b>July, 2022</b>
CPCNH Board selection of Proposer(s) for negotiation	<b>Late July 2022</b>
CPCNH Board approval of Service Agreement(s)	<b>August-September 2022</b>

# Member CPA Launch Targets

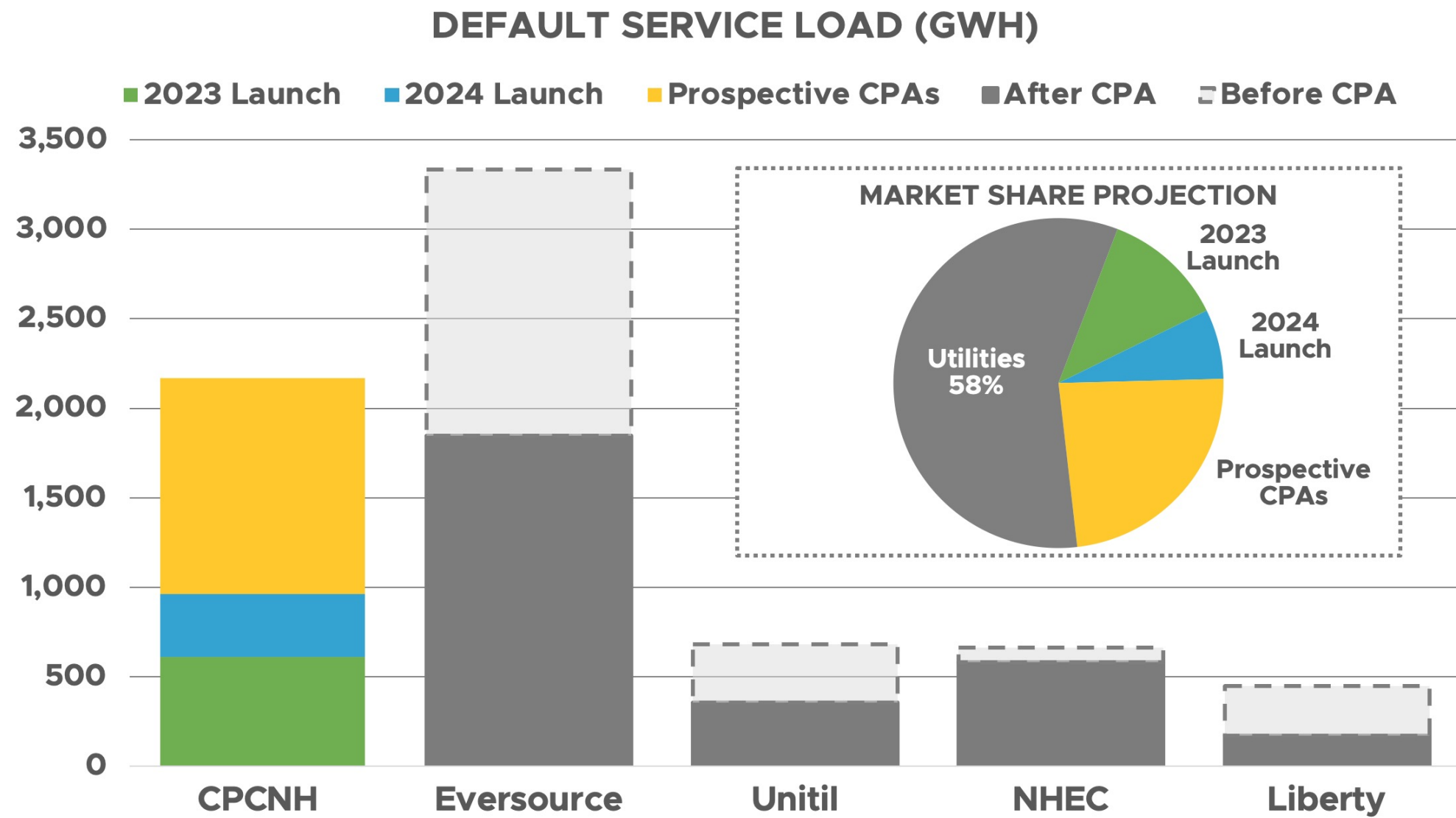
	Member	Type	Population	Joint Powers Agreement Signed	Committee Formed	Utility Data Requested	Utility Data Received	Aggregation Plan Drafted	Public Hearing #1	Public Hearing #2	Local Legislative Body Adoption	Public Utilities Commission Approval	Target CPA Launch Window
1	Lebanon	City	14,282	YES	YES	YES	YES	YES	YES	YES	Council Adopted	Submission pending PUC adoption of CPA Rules (Q2 2022)	April - May 2023
2	Hanover	Town	11,870	YES	YES	YES	YES	YES	YES	YES	Adopted at 2022 Town Meeting		
3	Harrisville	Town	984	YES	YES	YES	YES	YES	YES	YES			
4	Exeter	Town	16,049	YES	YES	YES	YES	YES	YES	YES			
5	Rye	Town	5,543	YES	YES	YES	YES	YES	YES	YES			
6	Walpole	Town	3,633	YES	YES	YES	YES	YES	YES	YES			
7	Plainfield	Town	2,459	YES	YES	YES	YES	YES	YES	YES			
8	Enfield	Town	4,465	YES	YES	YES	YES	YES	YES	YES			
9	Cheshire	County	N/A	YES	YES	N/A: County accounts only		YES	Pending passage of SB 286				
10	Durham	Town	15,490	YES	YES	YES	YES	YES	Council hearings pending PUC adoption of CPA Rules				
11	Nashua	City	91,322	YES	YES	YES	YES	In Process					
12	Newmarket	Town	9,430	YES	YES	YES	YES	In Process					
13	Dover	City	32,741	YES	YES	YES	YES	7/1/22	7/20/22	9/21/22	Q4 2022 - Q1 2023		Q2 2024
14	Warner	Town	2,937	YES	YES	YES	YES	TBD	TBD	TBD			
15	Pembroke	Town	25,394	YES	YES	YES	YES	In Process	TBD	TBD			
16	Hudson	Town	7,207	YES	In Process	YES	YES	In Process	TBD	TBD			
17	Webster	Town	1,954	YES	YES	TBD	TBD	TBD	TBD	TBD			
18	New London	Town	4,400	YES	YES	TBD	TBD	TBD	TBD	TBD			
19	Portsmouth	City	21,956	YES	TBD	TBD	TBD	TBD	TBD	TBD			

# Member CPA Launch Objectives

- Procure a reliable supply of all-requirements electricity, inclusive of Renewable Portfolio Standard requirements, and satisfy all load-serving entity obligations on behalf of participating customers.
- **Launch with default supply rates that “meet or beat” (depending on Member CPA objectives) utility default service rates & maintain competitive default supply rates thereafter.**
- Offer voluntary products that retail customers may opt-up to receive as well as Net Energy Metering supply rates that allow customer-generators to participate in the program.
- Ensure individual customers have excellent customer service experience every time they interact with CPCNH regarding their electric service and all account transactions.
- Guarantee that individual customer data is secure and protected against third party attacks, data breaches and inappropriate use.
- Accrue reserve funds sufficient to ensure Members’ long-term financial stability.



# Market Growth Projection



# Market & Cashflow Analysis



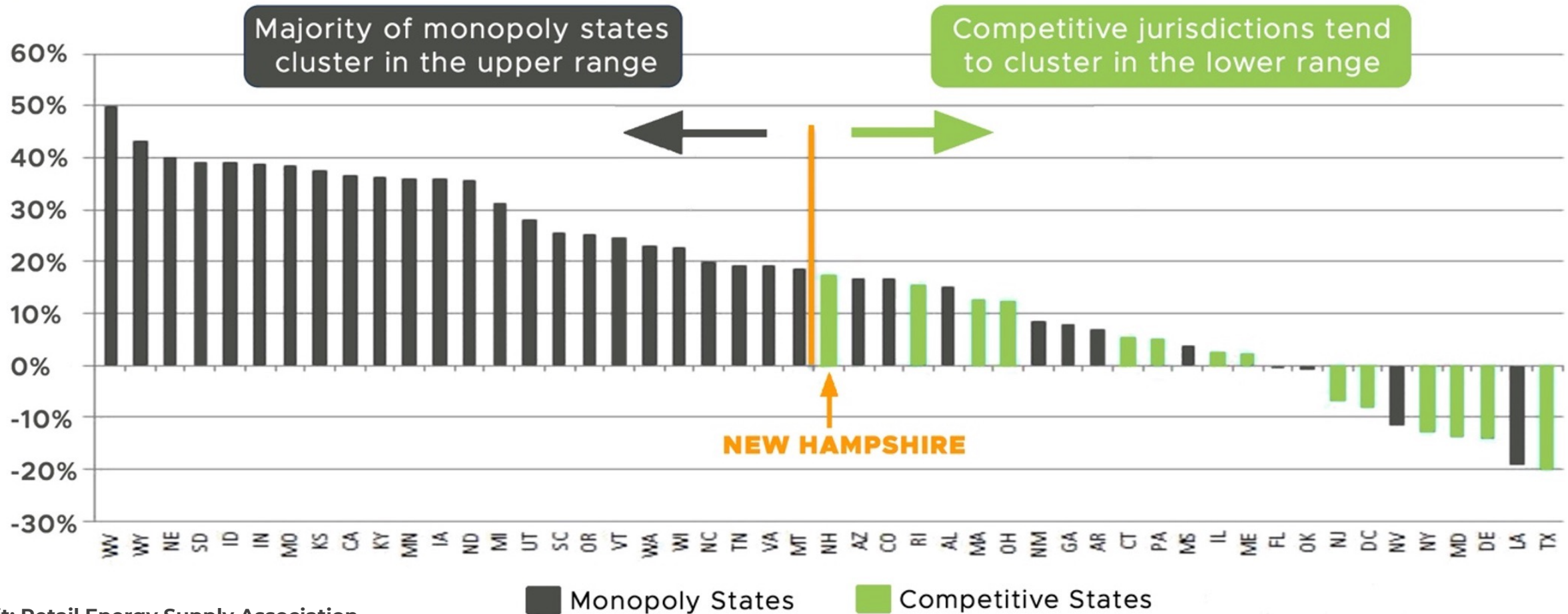
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# Price to Beat

NH market hasn't performed well in terms of price competition (vs other 'restructured' states)

## All Sector Price % Price Change by State, 2008-2019

Source: EIA 861M

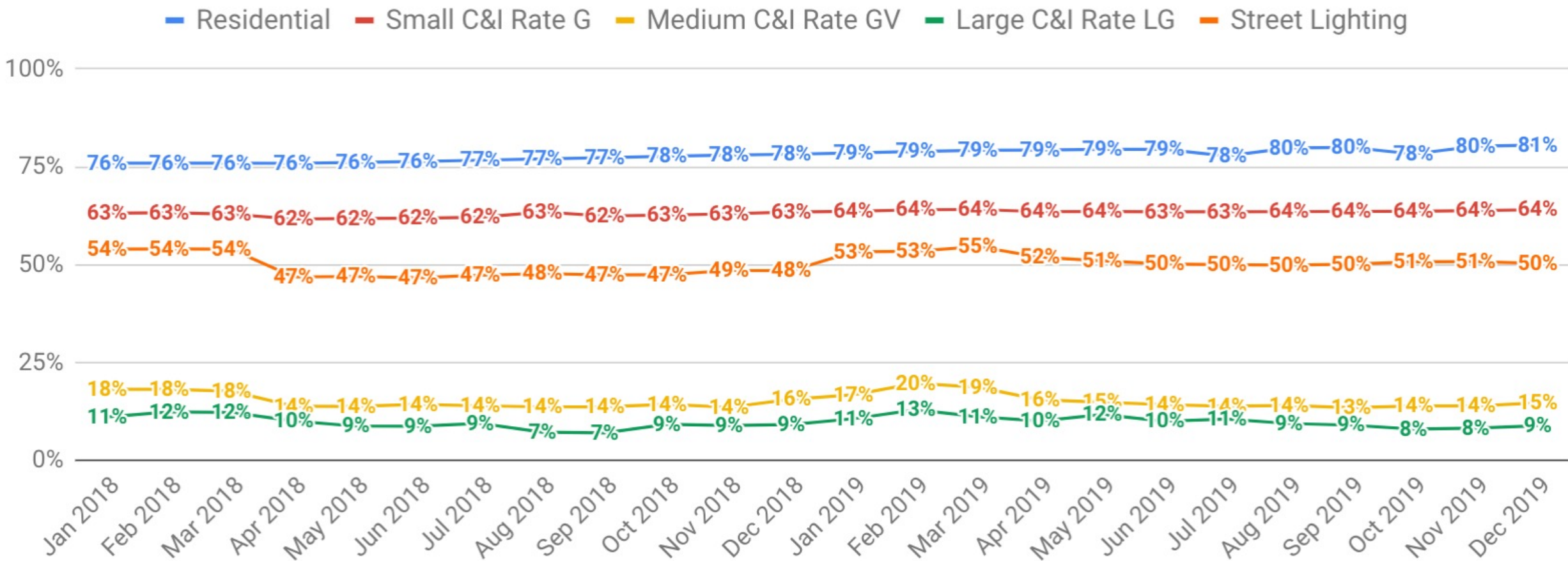


Credit: Retail Energy Supply Association



# Eversource: Default Service Levels (2018/19)

Smaller customers have begun to switch back to Utility Default Service



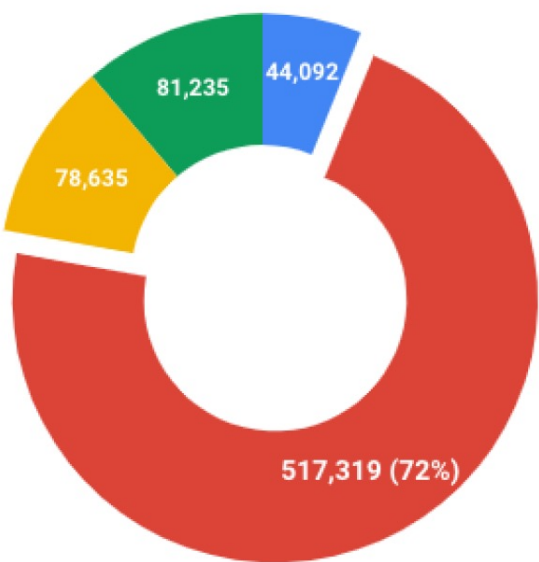
# Competitive Service by Utility & Class

## Suppliers face Barriers to Entry

- 29 suppliers compete in NH
- Only 9 serve residential
- Only 4 of those 9 operate across all four utility territories

Customers by Distribution Utility

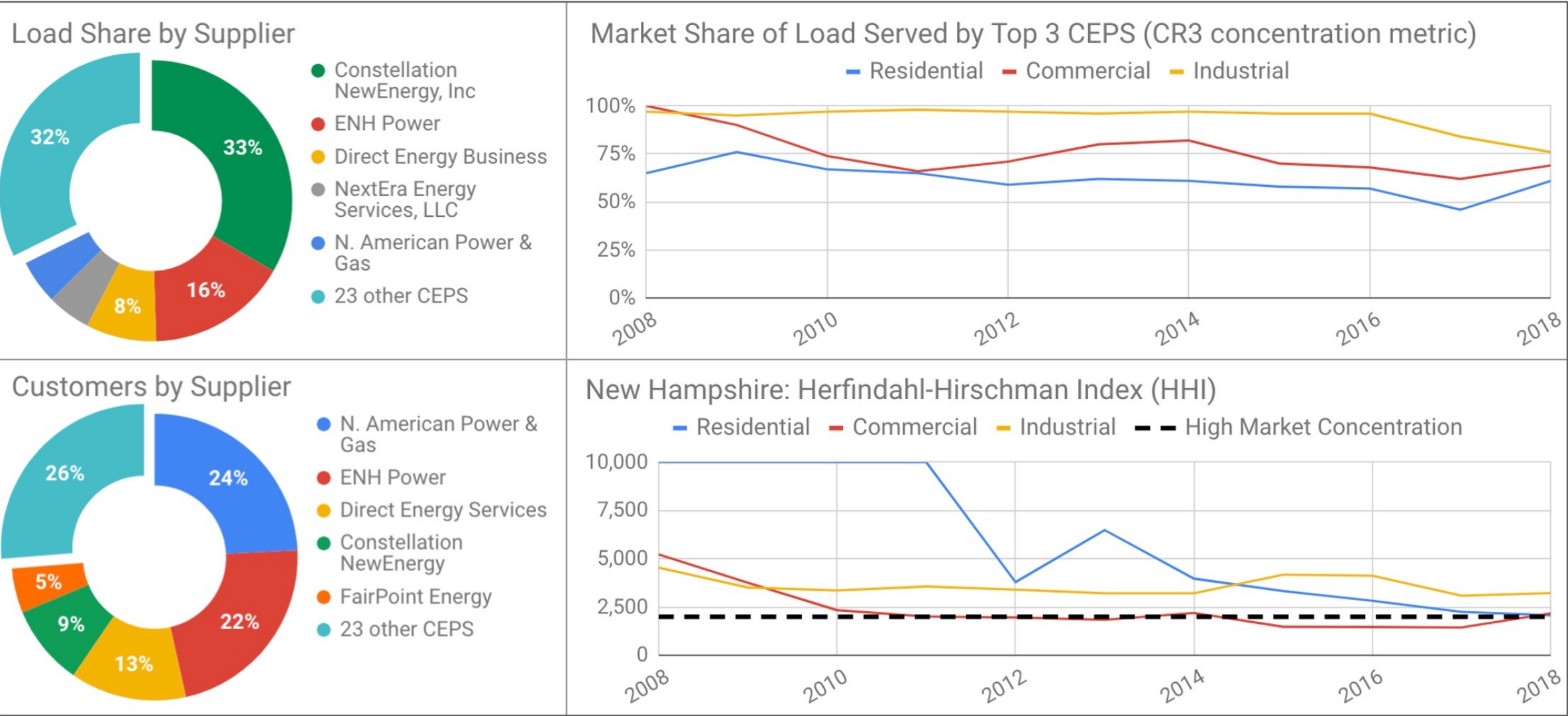
● Liberty ● Eversource ● Unitil ● NHEC



	Residential	Commercial	Commercial & Industrial	Eversource	Unitil	Liberty	NHEC
Think Energy (ENGIE Retail)							
Power New England							
Ambit Northeast							
E.N.H. Power							
North American Power and Gas							
FairPoint Energy, LLC							
Town Square Energy							
Direct Energy Services							
XOOM Energy							
Constellation NewEnergy							
Direct Energy Business							
Direct Energy Business Marketing (Hess)							
ENGIE Resources							
MP2 Energy NE							
South Jersey Energy Company							
First Point Power							
NextEra Energy Services							
REP Energy							
Calpine Energy Solutions							
EDF Energy Services							
Everyday Energy							
Texas Retail Energy							
Viridian Energy							
Champion Energy Services							
CS Berlin Ops							
Sunwave USA Holdings							
Reliant Energy Northeast							
Mega Energy of New Hampshire							
Ethical Electric							
Active CEPS:	9	27	22	28	23	17	14

# Key Metrics: Competitive Suppliers

Metrics = a high degree of market concentration (i.e., the market isn't very competitive)





# Market Analysis Insights

## Utility market power has delayed restructuring & suppressed choice competition

- Utility control over meters, data collection, billing, programs, settlements, etc. are barriers to competitive innovation — particularly for serving residential & small commercial customers
  - Utility Terms and Conditions of service violate fair market guidelines established by the PUC
  - Suppliers face barriers to entry & barriers to innovation
  - Data exchange standards haven't been updated for 23 years
  - Utilities have unfair (financial) advantages in serving Net Energy Metering customers
  - Et cetera
- Bottom line: utility default service levels have held relatively steady since ~2013 across all customer classes & begun to grow in recent years

## Strategic Implications for CPCNH

- Near-term: CPCNH will benefit from a stable customer base & weak competition from suppliers
- Medium-long term: utility control of retail product innovation, distributed energy and in-state renewables must be addressed via legislative and regulatory reforms (underway)
- CPCNH's main competition is utility default service (i.e., the suppliers that win default service solicitations)

# Competitive Analysis

## Analysis of Eversource's Default Service Supplier Margins (2018 through 2021):

- **Bid margins:** at the time of default solicitations, the winning suppliers include a margin of ~8.8% above the cost of all-requirements power
  - Margin covers suppliers' business model costs, risk premia & profit margins
  - External validation: Synapse estimated 5%-10% (average 8%) for New England (AESC 2021)
- **Realized margins:** assuming suppliers engage in basic portfolio management increases margins 140% — to 12.1% above the cost of all-requirements power
  - Suppliers increase profit by engaging in active portfolio management (as CPCNH will do)
  - Note: this modeling approach is a simple approximation of the competitive advantage that suppliers and CPA JPAs create through the active management of energy portfolio

## Modeling of CPCNH in competition against Eversource Default Service Suppliers:

- Constructs an “average year” based on the last 3 years of real-world data inputs
- Repeats the “average year” over 5-years to provide indicative ‘baseline’ results
- Hourly energy & load calculations + monthly cashflow calculations
  - Model structure used by operational CPA JPAs for energy & credit support negotiations

**12.1% ‘realized margin’ must cover CPCNH business model costs & Member reserves**

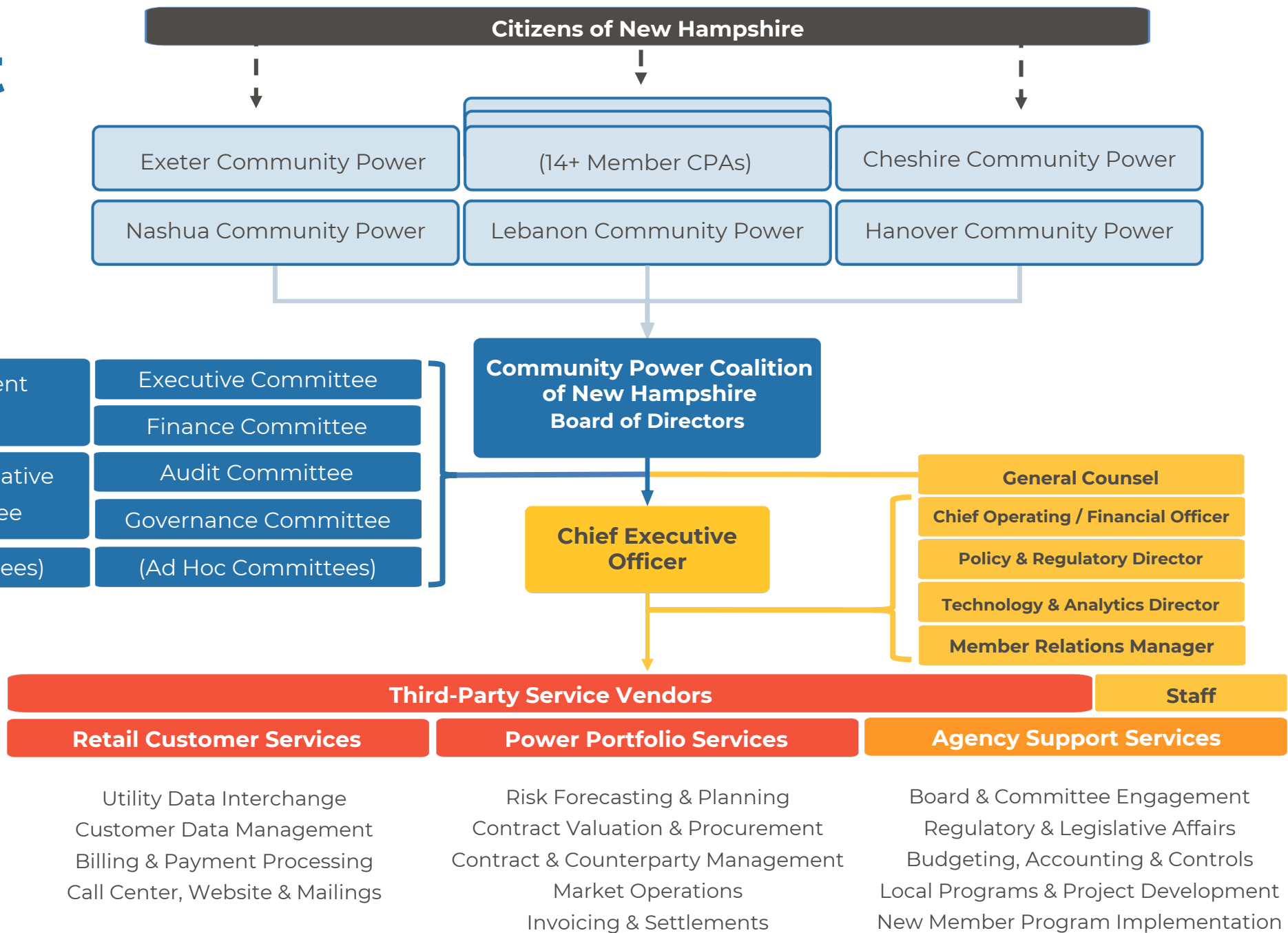
# Org Chart

## Operating Model

FOR COMMUNITIES, BY COMMUNITIES.



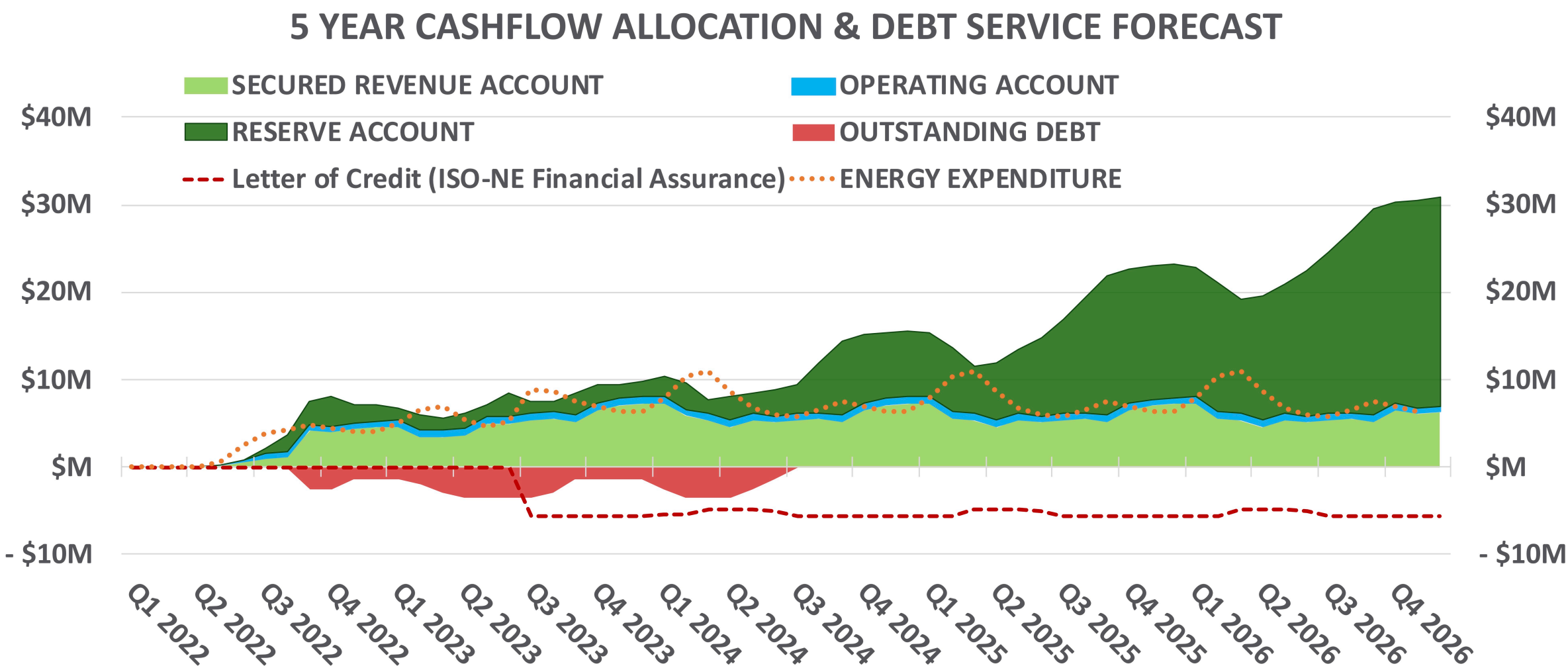
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# CPCNH: 5 Year Indicative Cashflow Analysis

Monthly cashflow reflects accounting structures used by operational CPA JPAs



# 5 Year Cashflow Analysis Results

## CPCNH Budget Table

- \$30MM+ in CPA Member Reserves accrued over the five-year modeling horizon, equivalent to:
  - ~7.5% average rate decrease
  - RPS + 16% Tier 1 REC purchases
- External validation: comparable to NHEC
  - ~7% average rate discount compared to utility default service
- T+6 months post launch : CPCNH executes a \$10MM credit facility
- T+15 months: CPCNH registers as Load Serving Entity (ISO-NE) & Publicly Owned Entity (NEPOOL)
- T+30 months: CPCNH is largely financially self-sufficient
- T+ 4-5 years: CPCNH is eligible for investment-grade credit rating (Baa / A)

	2022	2023	2024	2025	2026
<b>NET OPERATING REVENUE</b>	<b>\$4,085,346</b>	<b>\$6,954,696</b>	<b>\$7,630,092</b>	<b>\$7,767,717</b>	<b>\$7,836,529</b>
REVENUE FROM OPERATIONS	\$44,979,687	\$91,117,084	\$102,574,033	\$102,574,033	\$102,574,033
COST OF OPERATIONS	\$40,894,342	\$84,162,389	\$94,943,941	\$94,806,316	\$94,737,503
<i>Energy Expenses</i>	<i>\$37,984,595</i>	<i>\$79,278,311</i>	<i>\$90,114,311</i>	<i>\$90,114,311</i>	<i>\$90,114,311</i>
<i>Non-Energy Expenses</i>	<i>\$2,909,746</i>	<i>\$4,884,078</i>	<i>\$4,829,630</i>	<i>\$4,692,005</i>	<i>\$4,623,193</i>
<i>Staffing &amp; Overhead</i>	<i>\$1,148,500</i>	<i>\$1,658,958</i>	<i>\$1,588,000</i>	<i>\$1,588,000</i>	<i>\$1,588,000</i>
<i>Outreach &amp; Materials</i>	<i>\$23,811</i>	<i>\$85,109</i>	<i>\$23,712</i>	<i>\$23,712</i>	<i>\$23,712</i>
<i>Operational Services</i>	<i>\$1,348,160</i>	<i>\$2,525,269</i>	<i>\$2,685,781</i>	<i>\$2,548,156</i>	<i>\$2,479,343</i>
<i>Support Services</i>	<i>\$333,333</i>	<i>\$500,000</i>	<i>\$400,000</i>	<i>\$400,000</i>	<i>\$400,000</i>
<i>Utility Fees</i>	<i>\$55,942</i>	<i>\$103,541</i>	<i>\$112,937</i>	<i>\$112,937</i>	<i>\$112,937</i>
<i>NEPOOL Expenses</i>	<i>\$0</i>	<i>\$11,200</i>	<i>\$19,200</i>	<i>\$19,200</i>	<i>\$19,200</i>
<b>FINANCING ACTIVITIES</b>	<b>\$1,453,146</b>	<b>-\$219,596</b>	<b>-\$1,733,854</b>	<b>-\$189,413</b>	<b>-\$189,413</b>
CREDIT FACILITY	\$2,500,000	\$2,000,000	\$2,000,000	\$0	\$0
<i>Cash Draw</i>	<i>\$2,500,000</i>	<i>\$2,000,000</i>	<i>\$2,000,000</i>	<i>\$0</i>	<i>\$0</i>
DEBT SERVICE	-\$1,046,854	-\$2,219,596	-\$3,733,854	-\$189,413	-\$189,413
<i>Principal</i>	<i>-\$1,000,000</i>	<i>-\$2,000,000</i>	<i>-\$3,500,000</i>	<i>\$0</i>	<i>\$0</i>
<i>Cash Repayment</i>	<i>-\$1,000,000</i>	<i>-\$2,000,000</i>	<i>-\$3,500,000</i>	<i>\$0</i>	<i>\$0</i>
<i>Interest</i>	<i>-\$26,667</i>	<i>-\$98,333</i>	<i>-\$56,667</i>	<i>\$0</i>	<i>\$0</i>
<i>Cash Draw</i>	<i>-\$26,667</i>	<i>-\$98,333</i>	<i>-\$56,667</i>	<i>\$0</i>	<i>\$0</i>
<i>Commitment Fees</i>	<i>-\$20,188</i>	<i>-\$121,263</i>	<i>-\$177,188</i>	<i>-\$189,413</i>	<i>-\$189,413</i>
<i>Credit Facility</i>	<i>-\$20,188</i>	<i>-\$72,438</i>	<i>-\$83,125</i>	<i>-\$95,000</i>	<i>-\$95,000</i>
<i>Letter of Credit</i>	<i>\$0</i>	<i>-\$48,825</i>	<i>-\$94,063</i>	<i>-\$94,413</i>	<i>-\$94,413</i>
<b>NET RECEIPTS</b>	<b>\$5,538,491</b>	<b>\$6,735,100</b>	<b>\$5,896,237</b>	<b>\$7,578,304</b>	<b>\$7,647,117</b>
<i>Cumulative Net Receipts</i>	<i>\$5,538,491</i>	<i>\$12,273,591</i>	<i>\$18,169,829</i>	<i>\$25,748,133</i>	<i>\$33,395,250</i>
<b>NET REVENUES</b>	<b>\$4,038,491</b>	<b>\$6,735,100</b>	<b>\$7,396,237</b>	<b>\$7,578,304</b>	<b>\$7,647,117</b>
<i>Cumulative Net Revenues</i>	<i>\$4,038,491</i>	<i>\$10,773,591</i>	<i>\$18,169,829</i>	<i>\$25,748,133</i>	<i>\$33,395,250</i>



# Design Best Practices

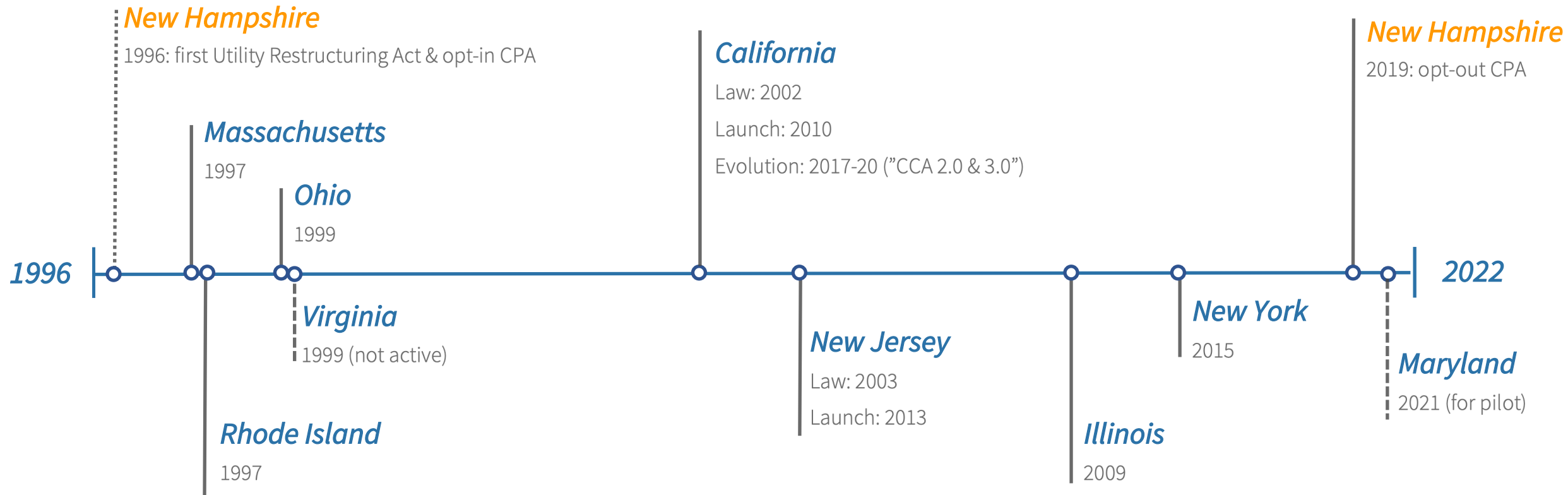


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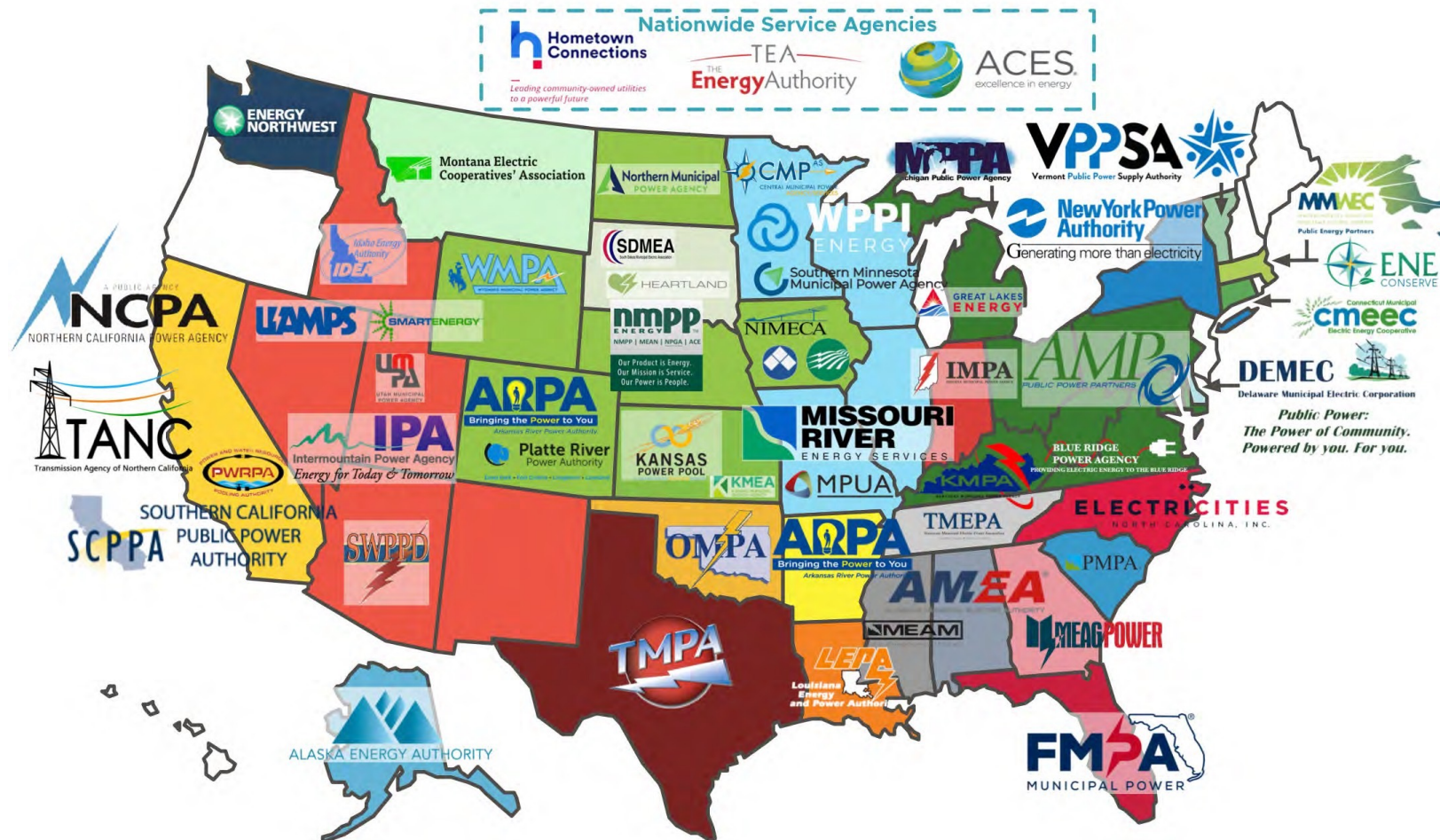
# Community Power Market Evolution



# Public Power Joint Power Agencies

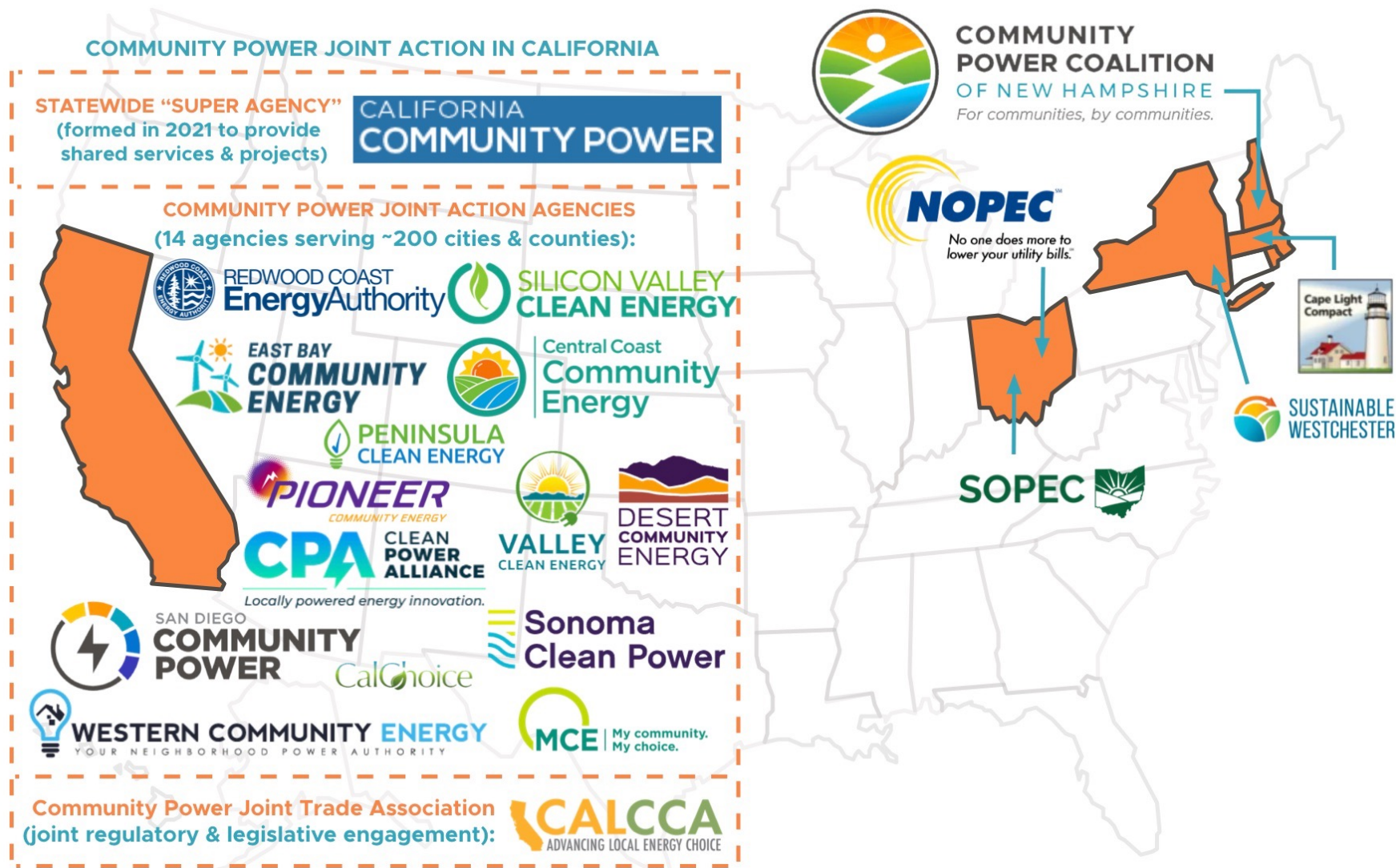
50+ years of joint action across the USA:

- 70+ Joint Power Agencies serve many of the nation's 2,000+ municipal electric utilities
- 63 power supply cooperatives serve many of the 800+ retail electric cooperatives



# Community Power Joint Power Agencies

20+ years of joint action in CPA states: Joint Power Agencies serve 400+ communities





# Community Power: Design Insights

- Creating a Joint Powers Agency provides the **economy of scale & scope** necessary to hire qualified staff and companies that operate competitive retail power enterprises
- Overseeing retail operations, and a diversified portfolio of energy contracts, enables:
  - **Immediate flexibility** — to integrate preferred resources & design local programs and distributed energy deployments that lower price-risk
  - **Foundational insight** — to upskill Directors & communities to make informed decisions & engage effectively at the Legislature & Public Utilities Commission
  - **Financial stability** — to accrue reserves and become a stable counterparty able to sign long-term power purchase agreements (new project developments)
  - **Evolutionary capacity** — to adapt the operating model in response to changing fundamentals & provide innovative services to manage energy price-risk

# Risk Management Best Practices

- Rely on a qualified Portfolio Manager & robust credit support
- Form a Risk Management Committee
- Energy Risk Management, Rates & Financial Reserve Policies
- Exercise oversight and maintain discipline
- Maintain a diverse portfolio, in terms of:
  - Counterparty
  - Duration
  - Technology
  - Geography (etc.)
- Manage portfolio over time to:
  - Cover short-term market fluctuations
  - Hedge & trade for margin preservation
  - Design local programs to target (lower) cost / risk
  - Allow opportunities to develop new projects (technological advancements)
- Engage at Legislature and Public Utilities Commission to mitigate risk and achieve market-enabling reforms



# Moody's CPA JPA Credit Rating Scorecard

- **Cost Recovery Framework (25%)**

Quasi-monopoly position with automatic enrollment of all customers in service area with limited customer opt-out history

Proven unregulated rate setting

Above average customer base and service area economy

Robust / fair cost sharing agreements with Members

- **Competitiveness (15%)**

Competitive current and expected rates in the region or compared with neighboring utilities on a consistent basis (e.g., average rates range from 10% below regional average to 10% above regional average)

Modest likelihood of material prospective cost pressures that could lead to higher rates.

- **Energy Risk Management (10%)**

Well-managed portfolio of supply contracts with moderately strong suppliers + manageable exposure to regulation  
Or alternatively, strong energy resource risk management + 20%-30% from power market purchases

- **Willingness to Recover Costs with Sound Financial Metrics (25%)**

Adequate ratesetting record

Rates likely to result in maintenance of financial metrics

- **Leverage & Coverage (15%)**

70% to 100% adj. debt ratio

1.2x to 1.4x fixed obligation coverage ratio

- **Liquidity (10%)**

Cash and unrestricted credit on hand to cover 120-200 days of operating expenses

- **Select Additional Factors**

Quality of governance, management, business plans, regulatory engagement & financial controls

Seasonality (volatility, demand & working capital impact)



# Coalition: Vision & Action



**COMMUNITY  
POWER COALITION**  
OF NEW HAMPSHIRE  
*For communities, by communities.*





# Evolving Market Context



## Shift to Renewables

5% to 40% in ISO-NE (2018-30)

Intermittent RE = increased volatility



## Increasing Decentralization

Distributed Generation

Distributed Energy Resources

Electric Vehicles

Storage

Information & Communication Tech

Internet-of-Things

(everything will be very different)



## Opportunity: balance vRE w/ DER (and minimize network CapEx)

Retail aggregators, Utilities, and Regulators  
coordinate to animate market-  
and community-based solutions

# Policy & Market Alignments



## Electric Restructuring (Market Formation)

Policy initiatives to enable market access and choice to drive innovation, capital efficiency and incentive alignment



## Regulatory Reform & Investments (Market Infrastructure)

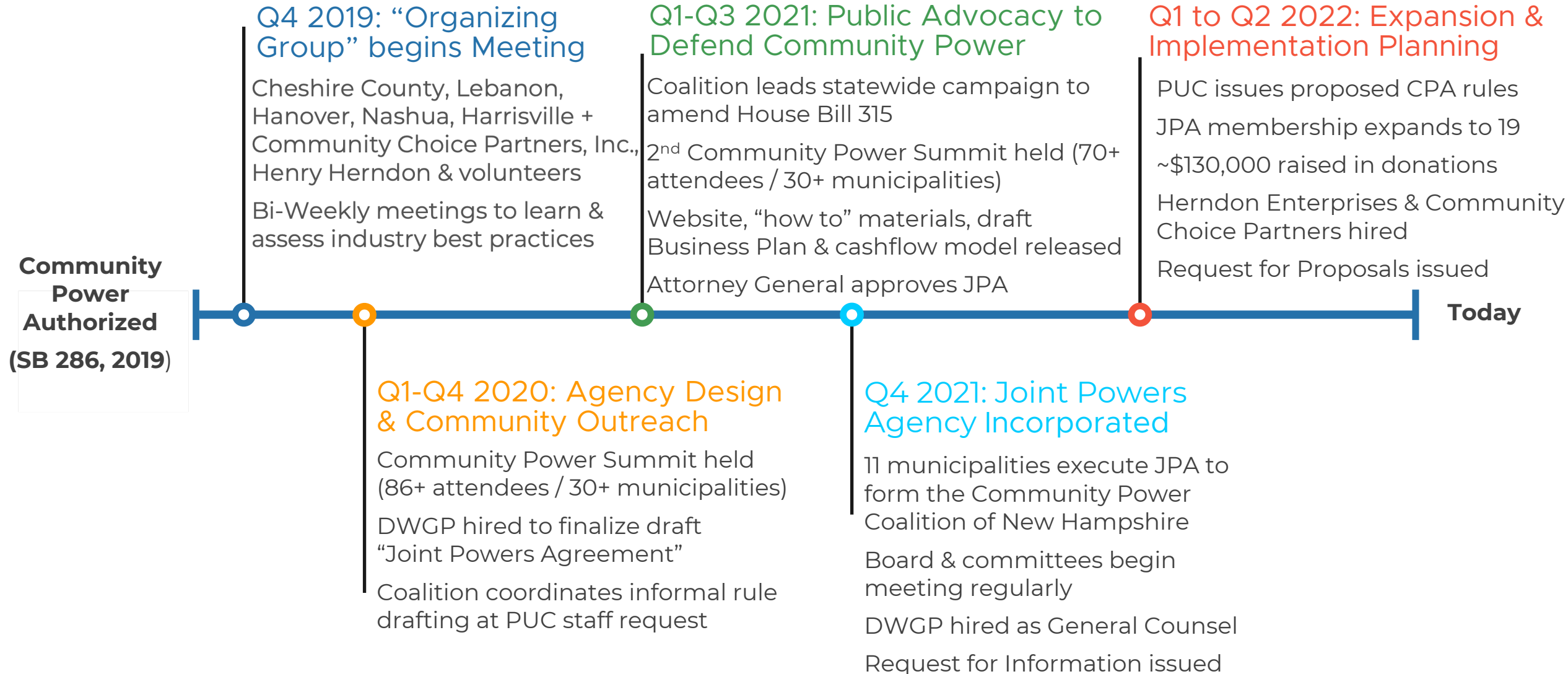
Enhanced monitoring  
Low-latency 'open' data access  
Settlement calculations  
Billing system modifications



## Community Power (Market Animation)

Local Control & Joint Action Governance  
Default Supplier & Opt-Out Enrollment  
Retail Authorities (metering, data access, Purchase of Receivables, etc.)

# Coalition: Capacity Building



# Key Advantages

- **Leadership & Reputation**

Top industry experts, respected public servants, professionals and trusted community volunteers

- **Political Strength & Public Advocacy**

“Legislative Action Alerts” rally hundreds to voice support in successful campaigns:

- House Bill 315: saved CPA from “poison pills” & authorized Purchase of Receivables
- Senate Bill 321: pilot for market-based DER (enabling intrastate wholesale markets)
- Senate Bill 265: clarifying CPA noticing

CPCNH Board Chair has strong relationships with PUC & utilities by championing:

- Transactive Energy Pilot
- EV Charging Rates
- CPA Administrative Rule drafting
- Statewide Data Platform

- **Political Unity & Cost Recovery**

All 19 members’ governing bodies unanimously approved the Joint Powers Agreement

Strong cost recovery framework & flexibility for individual Member CPA requirements

Active governance: 37 appointed member representatives enable 8+ committee / Board meetings each month

- **Structural Price Advantage**

Utility default service: supply procured in 6-month strips (go to market 2x / year)

CPCNH default service: active portfolio management

- **Understanding of Best Practices**

Defined over ~2 years of research, diligence & direct outreach across multiple markets

Significant community outreach & education

- **Membership Growth Potential**

30+ communities interested in joining at present



*FOR COMMUNITIES, BY COMMUNITIES.*



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