

# Francestown Community Power

## Public Hearing #1

Francestown Town Offices | November 29, 2023, 5:30pm

Brian Callnan, Chief Executive Officer



**COMMUNITY  
POWER COALITION**  
OF NEW HAMPSHIRE



# What is Community Power?

New Hampshire cities, towns, and counties can become **default electricity provider** for their residents + businesses and provide related services.



Pooled Purchasing Power  
for **Energy Supply**

*Economies of Scale*

Utility Company  
**Delivers Power**

*Grid Reliability*

Communities Benefit from  
**Value Added Services & Programs**

*Lower Rates &  
Product Choices*

RSA 53-E, Relative to Aggregation of Electric Customers by Municipalities & Counties

Customers may switch back to utility default supply or take service from a Competitive Supplier

Community Power programs must be paid for out of revenues received from participating customers



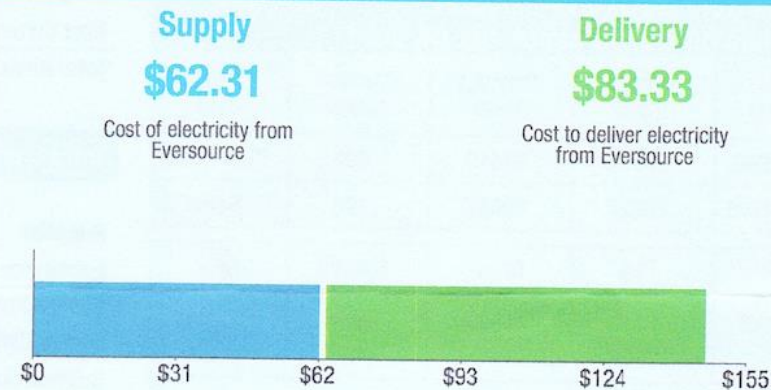
# Electric Bill: Supply & Delivery

Payment will be sent to bank  
for processing on 09/24/21

**\$145.64**

Amount Due On 08/29/21	\$26.47
Last Payment Received On 08/25/21	-\$26.47
Balance Forward	\$0.00
Total Current Charges	\$145.64

## Current Charges for Electricity



Your electric supplier is  
Eversource  
PO Box 330  
Manchester, NH 03105-0330

## Total Charges for Electricity

### Your electric supplier is

PETERBOROUGH COMMUNITY POWER  
PO BOX 840  
CONCORD NH 03302-0840  
INFO@COMMUNITYPOWERNH.GOV  
866-603-7697

706.00kWh X \$0.109 **\$76.95**

### Delivery

(RATE R RESIDENTIAL SVC)

Service Reference: [REDACTED]

Customer Chrg		\$13.81
kWh Distribution Chrg	706.00kWh X \$0.05177	\$36.55
Regulatory Reconciliation Adj	706.00kWh X \$-0.00016	-\$0.11
Transmission Chrg	706.00kWh X \$0.03046	\$21.50
Strnded Cst Recovery Chrg	706.00kWh X \$0.00896	\$6.33
System Benefits Chrg	706.00kWh X \$0.00743	\$5.25
Subtotal Delivery Services		\$83.33

**Total Cost of Electricity** **\$160.28**

**Total Current Charges** **\$160.28**

# Context: Coalition History & Achievements

- ⚡ **2019-2020:** Helped to author Community Power Act (RSA 53-E) using assessment of national best practice
- ⚡ **2021:** Partner w/ legislative leadership to enact critical policy updates
- ⚡ **10/1/2021:** Incorporate CPCNH as Public Power Agency w/ 14 Members
- ⚡ **2022:** Secure \$900,000 start-up funding; build wholesale supplier + retailer
- ⚡ **2022:** Helped to develop the PUC 2200 Admin. Rules
- ⚡ **Apr 24, 2023:** Launch Service for ~75,000 customers in 10 Municipalities
- ⚡ **2023:** ~\$20M in customer bill savings + community reserves in 1<sup>st</sup> year

**Lower Rates | Local Control | Consumer Choice | Clean Energy**



# Power Agency Design Process (2019-2022)

3+ years of adapting national best-practices to design a Joint Powers Agency for NH Communities

## Public Power Industry Experience

- ~ 70+ joint power agencies formed over the past ~60 years
- ~ Provide power & services for many of the more than 2,000 municipal electric utilities across USA



## Coalition Design Goals

- ~ Robust & democratic governance & oversight structure
- ~ Economies of scale for services + procurement
- ~ Risk management of a portfolio of power supply contracts
- ~ Advanced retail customer services (new services & choices)
- ~ Proven model for new project development & local programs
- ~ Team of professional staff & advisors manage power agency
- ~ Joint public advocacy to improve state energy policy



# Community Power Coalition of NH

Public Power Energy Supplier, Created *for Communities by Communities*

## ⚡ 1 County & 44 Municipal Members

- Franconia, Gilford, Hampton Falls, Kensington and Lancaster expected tomorrow

## ⚡ Representing >25% of NH population

### ⚡ Rapid growth:

- Dozens of cities/towns in process of joining

### ⚡ 14 Members launched 2023

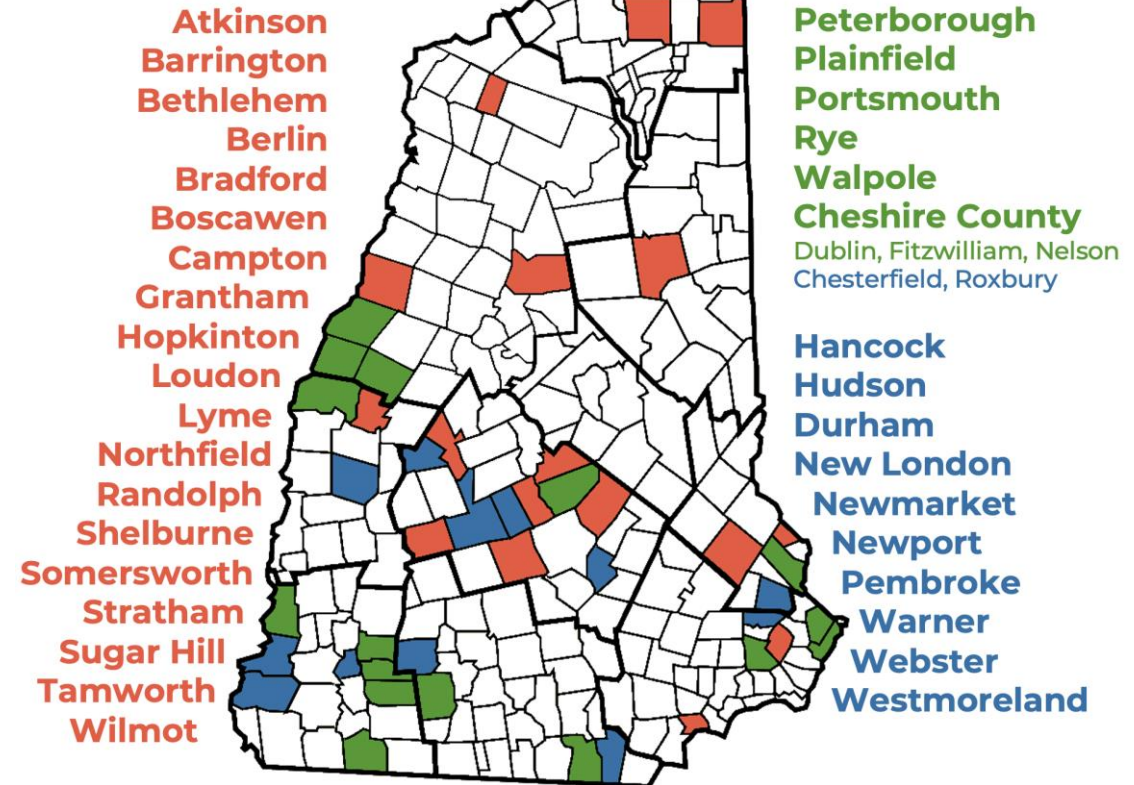
- ~90,000 customers
- ~\$45 million 2023 revenues (controlled by communities)

### ⚡ Remaining & new Members to launch 2024+

- Second largest Energy Supplier in New Hampshire in 2024

## MEMBERSHIP

- Launched!
- Approved
- Planning



All NH cities & towns are invited to join



# Board of Directors

## Community Governance

Technical Expertise | Transparent & Accountable  
Accelerate Energy Transition | Public Advocacy



Local elected officials, former utility executives, energy finance & development professionals, municipal managers, teachers, & much more.

# Staff & Service Providers

## Expert Operations

### Board Committees

- ⚡ Audit
- ⚡ Executive
- ⚡ Finance
- ⚡ Governance

### Staff:

Dir. Of Administration  
Dir. Of Member Services  
Dir. Of Regulatory & Legislative Affairs

- ⚡ Member Outreach & Engagement
- ⚡ Regulatory & Legislative Affairs
- ⚡ Risk Management

CEO

**Hiring!:** Dir. Of Energy Strategy & Projects, Senior Analyst, Communications Coordinator

Energy Portfolio  
Risk Mgmt.



Retail Customer  
Services & Data  
Mgmt.



Legal  
Accounting  
Banking



Community  
Engagement



# Approval & Implementation Processes

**Form Committee** □ **Research & Planning** □ **Town Meeting** □ **Launch!**

## □ 1. Form Committee & Join Coalition “Joint Powers Agency”

- Select Board / City Council establishes Community Power Committee
- Select Board / City Council votes to join CPCNH

## □ 2. Community Power Committee | Research & Planning

- Committee drafts “Electric Aggregation Plan” (EAP)
- 2 Public hearings to collect community input

## □ 3. Town Meeting / City Council Adopts EAP

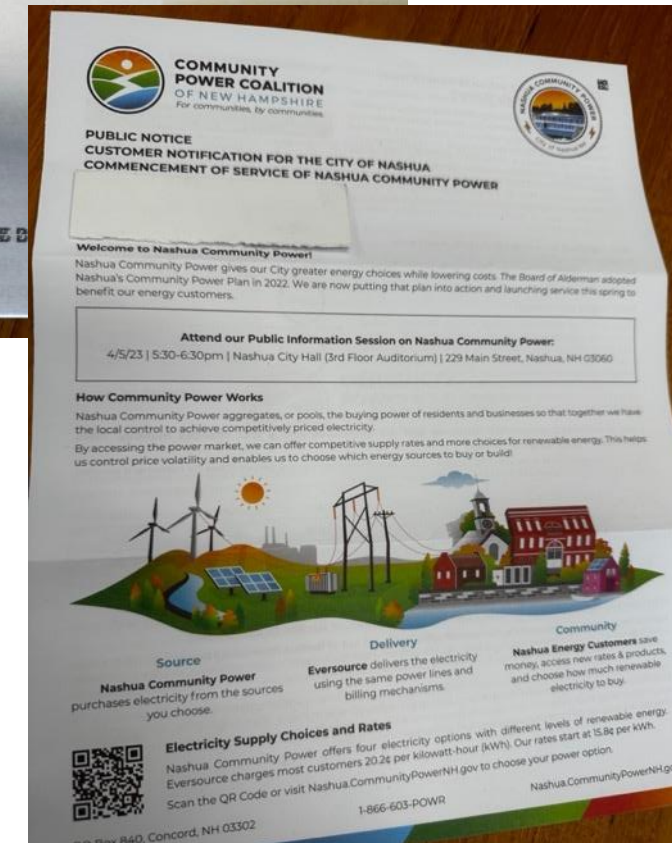
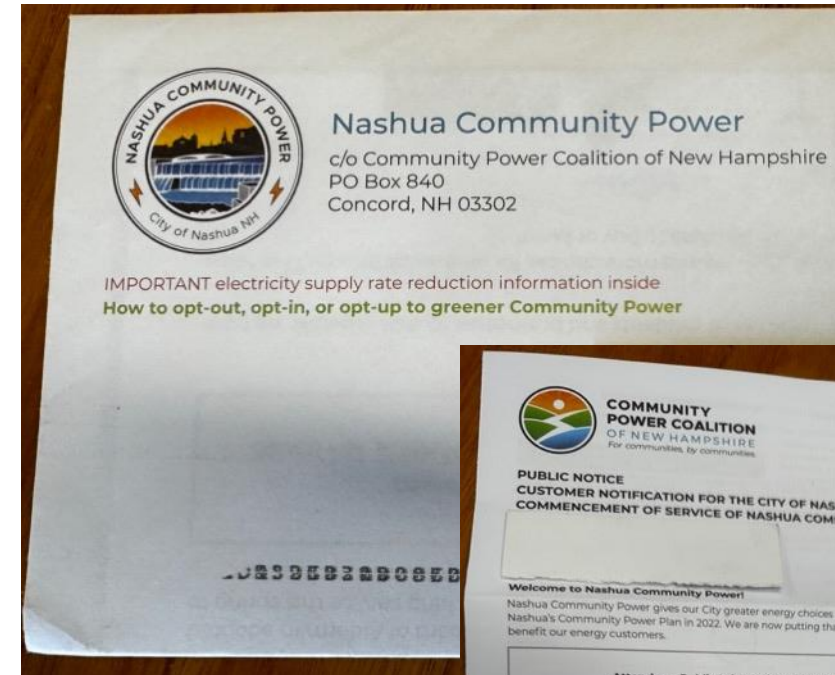
- Adoption of EAP authorizes (but does not require) the Select Board / City Council to contract for services to launch & operate Community Power.

## □ 4. Launch!



# Customer Notification and Enrollment Process

- ⚡ At least **30 days before program launch** all **electric customers will be mailed notifications** including the initial fixed rate for Community Power service compared with the local utility
- ⚡ Customers on **[UTILITY]** default energy service **able to decline participation or “opt-out”** by calling 1-866-603-POWR, contacting [info@CommunityPowerNH.gov](mailto:info@CommunityPowerNH.gov) ; or visiting [www.CommunityPowerNH.gov](http://www.CommunityPowerNH.gov)
- ⚡ If a **customer is already getting their power from a competitive supplier**, nothing will change unless they choose to **“opt-in”** to Community Power.
- ⚡ **[UTILITY] will continue to deliver electricity** using their poles and wires, provide billing services, and ensure reliability.
- ⚡ Rates posted at least 30 days in advance; customers can switch supplier at next meter read upon request with **no penalty or exit fee**.
- ⚡ **Community Power is self-funded** by rates paid by participating customers. **No taxes will be used to cover program expenses.**



# Rates, Savings, & Customer Choice

- ⚡ ~90,000 customers in 1<sup>st</sup> year (2023)
- ⚡ 416 opt-outs (<1% as of 9/11/23)
- ⚡ 975 opt-ups (>1% as of 9/11/23)
- ⚡ Customer Contact Center:

**1-866-603-POWR (7697)**

**[info@CommunityPowerNH.gov](mailto:info@CommunityPowerNH.gov)**

**[www.CommunityPowerNH.gov](http://www.CommunityPowerNH.gov)**



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*For communities, by communities.*

## Residential & Small Commercial Electricity Supply Rates

Effective August 2023 — January 2024

**10.9 ¢ per kWh**


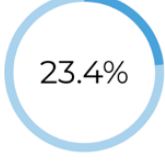
**Community  
Power Rate**

**12.582 ¢ per kWh**

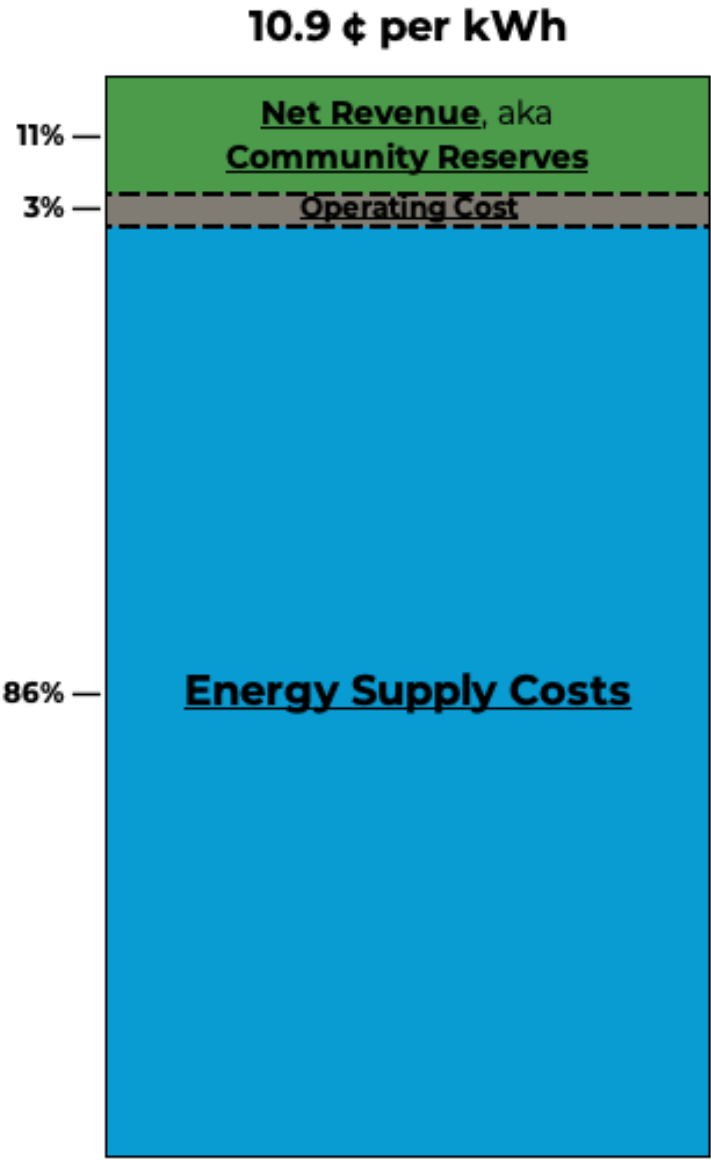
**Eversource  
Supply Rate**

*Rates effective February 2024 through July 2024 will be announced by January 2024.*

# What's in a Rate?

Renewable Content	Power Options	Rate (¢/kWh)	Estimated Cost*	6-Month Savings
	Clean 100	15.2 ¢	± \$91 / month	Clean Premium
	Clean 50	12.3 ¢	± \$74 / month	± \$6
	Granite Plus	11.3 ¢	± \$68 / month	± \$42
	Granite Basic <i>(Default Power)</i>	10.9 ¢	± \$65 / month	± \$60
	Eversource	12.582 ¢	± \$75 / month	N/A

\*Based on usage of 600 kWh per month



**CPCNH**



# Key Points

- ~ **If/when Your Community Power launches, most Utility default electric supply customers will be automatically enrolled** in the same service for a lower price. Community Power will be the **new default electricity supplier** for your Town's customers.
- ~ **Participation in Community Power is voluntary.** Customers can choose to opt-out and to stay with Eversource for electric supply, or shop for another market option.
- ~ **Your Utility will continue to deliver electricity** using their poles and wires, provide billing services, and ensure reliability.
- ~ **Customers shopping with third-party suppliers will remain with their supplier** unless they choose to opt-in to Community Power.
- ~ **Community Power will be self-funded** by rates paid by participating customers. **No taxes will be used to cover program expenses.**

# Joint Powers Agreement & Liability Protections

- ~ JPA is a contract among municipal and county members establishing the Agency
  - CPCNH's financial liabilities & obligations are “firewalled” from municipal general funds
- ~ Includes Articles of Agreement and By-Laws (purpose & structure; voting rights; Director & Officer elections; provisions of cost sharing; oversight committees; financial & operational risk management compliance audits; limitations of liability; insurance; ...)
- ~ Adopting JPA & joining CPCNH provides access to expertise and resources **at no cost**
  - JPA Article XII, Limitation on Liability of Members
  - No “hard” commitment until Cost Sharing Agreement + Energy Risk Management, Rates & Reserves policies are subsequently approved by governing body (which authorizes CPCNH to procure supply)
- ~ **Process:** vote of governing body approves the JPA for execution & designates Member Representatives □ CPCNH Board votes to admit new Member

**JPA available for download at [www.cpcnh.org/about](http://www.cpcnh.org/about) under “Key Documents”**

# Reporting: Cost, Revenue, Reserves, Benefits

CPCNH Member Monthly Report* (DRAFT)																		
Inception to Date, September 2023																		
Community Power Aggregation	Launch Date (M/YY)	Total Revenue (\$000)	Total Costs (\$000)	Joint Reserves (\$000)	Discr. Reserves (\$000)	Customer Savings (\$000)	Comm. Benefit (\$000)	Total Accounts #	Current Accounts #	Comm. Energy MWh	Opt In %	Opt Up %	Opt Down %	Opt Out %	Granite Basic %	Granite Plus %	Clean 50 %	Clean 100 %
Canterbury	5/23	\$256	\$213	\$44	\$0	\$73	\$117	939	852	1,794	3.1%	1.3%	0.0%	2.2%	96.3%	0.1%	0.8%	0.6%
Enfield	4/23	\$653	\$561	\$92	\$0	\$181	\$273	2,482	2,192	4,727	0.8%	2.0%	0.0%	0.4%	97.5%	0.2%	0.9%	1.0%
Exeter	4/23	\$2,753	\$2,211	\$541	\$0	\$1,144	\$1,685	7,469	6,728	18,768	0.8%	1.3%	0.0%	0.6%	98.0%	0.2%	0.5%	0.8%
Hanover	4/23	\$1,124	\$994	\$130	\$0	\$276	\$406	3,139	2,571	8,148	1.1%	4.9%	2.1%	0.6%	2.5%	91.7%	1.9%	3.3%
Harrisville	4/23	\$141	\$115	\$25	\$0	\$27	\$52	723	668	955	2.9%	4.1%	0.0%	2.0%	93.0%	0.4%	1.5%	3.1%
Lebanon	4/23	\$2,933	\$2,749	\$184	\$0	\$925	\$1,109	8,827	6,825	23,303	4.1%	3.5%	0.0%	0.3%	95.9%	0.2%	0.8%	2.8%
Nashua	4/23	\$14,043	\$11,304	\$2,739	\$0	\$2,927	\$5,666	37,145	32,233	96,209	0.6%	0.5%	0.0%	0.4%	99.1%	0.1%	0.1%	0.3%
Peterborough	4/23	\$982	\$801	\$181	\$0	\$170	\$351	3,228	3,014	6,557	1.3%	1.5%	2.5%	1.2%	3.0%	93.9%	0.9%	1.1%
Plainfield	4/23	\$292	\$247	\$46	\$0	\$64	\$110	485	732	2,030	1.9%	1.6%	1.4%	0.8%	2.0%	95.3%	0.4%	1.4%
Portsmouth	5/23	\$3,894	\$3,266	\$629	\$0	\$692	\$1,320	12,727	11,051	27,673	1.0%	0.8%	0.0%	0.6%	98.3%	0.1%	0.3%	0.7%
Rye	4/23	\$1,088	\$881	\$207	\$0	\$214	\$421	2,900	2,610	7,488	2.2%	0.7%	0.0%	0.5%	98.7%	0.0%	0.5%	0.3%
Walpole	4/23	\$673	\$565	\$108	\$0	\$176	\$284	1,809	1,641	4,807	1.9%	0.9%	0.0%	0.5%	98.4%	0.1%	0.5%	0.5%
CPCNH		\$28,832	\$23,907	\$4,926	\$0	\$6,869	\$11,794	81,873	71,117	202,458	1.3%	1.2%	0.2%	0.5%	90.3%	7.9%	0.4%	0.9%



# Public Power for New Hampshire



## Competitive Rates & Expanded Choices

- ⚡ Lower supply rates than utility default supply & administrative/regulatory burden
- ⚡ Customers can choose from a menu of options



## Regional Collaborations

- ⚡ Working with municipalities, utilities, state agencies, and others to coordinate regional energy plans and projects focused on enhancing resiliency



## Fiscal Stability and Financial Reserves

- ⚡ We deposit a portion of revenues into locally controlled reserve funds
- ⚡ Managing risk, financing clean energy projects/programs to shift off volatile fossil fuel



## Customer Focus and Public Advocacy

- ⚡ Expanding innovative options for distributed energy and efficiency programs through public advocacy
- ⚡ Legislative/Regulatory leadership is required.



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## **Questions & Discussion**

[www.CPCNH.org](http://www.CPCNH.org)

[CommunityPowerNH.gov](http://CommunityPowerNH.gov)