

## Nelson Community Power Consultant – Interview Form

Name of Company/Firm: Standard Power and Good Energy

Name of Reviewer: \_\_\_\_\_

Lisa Date: 03/15/22

**Total Score:** \_\_\_\_\_

5	4	3	2	1
Significantly exceeds standards, strong positive evidence of having worked above the level required and no negative evidence	Above the standard required, strong positive evidence and no negative evidence	Up to the standard required, some positive evidence and little negative evidence	Below the standard required, little positive evidence and some negative evidence	Significantly below the standard required, no positive evidence and strong negative evidence
<b>Questions</b> (Note: some of these questions may be answered during the consultant presentation)	<b>Notes</b>			<b>Score (1-5)</b>
1. Please describe your company's experience related to Community Power.	They got involved as soon as NH Community Power law was passed, participating in the rule making work, which is on-going. They are highly involved. And involved with anything related to renewable energy in NH and Maine.			
2. How do you keep up with changes in NH's regulatory process and/or the electricity supply market?				
3. What has been your experience with the PUC and/or Eversource?  What do you think will be the biggest challenge in working with the utility? How do you propose to address that challenge/barrier?	<p>Work collaboratively with Eversource, Unitel and PUC. Standard Power is the largest net-meterer in NH.</p> <p>Biggest challenge is recent re-org, the brand new Dept of Energy, under staffed and all new people without new procedures.</p> <p>PUC has all three commissioners new for this year.</p> <p>Their Strategy: Standard Power is still moving quickly. Making it clear that we all need to stick with the rules that were put in place.</p>			

<p>4. Please describe how you propose to meet the Town's goals, which include:</p> <ul style="list-style-type: none"> <li>A. Increase the percentage of renewable energy sources in the electricity mix,</li> <li>B. Provide greater choice for ratepayers,</li> <li>C. Offer a rate that is competitive with the default/base rate offered by Eversource,</li> <li>D. Provide an option for ratepayers to "opt-up" to purchase 100% renewable energy.</li> <li>E. Support local energy production where feasible</li> </ul>	<p>Lots of choices, see slides</p> <p>Patsy: when you purchase power, do you buy for Nelson or for all the towns? The New England ISO is on one grid. So SP buys the actual electrons. Their goal is reduce the price and add renewables. The electrons are not unique to a town.</p>	
<p>5. Please describe your proposed approach to public outreach and education during the planning phase leading up to the vote at Town Meeting on the Community Power Plan.</p> <p>How has your company helped to build support for this type of program in other communities? What are the most successful strategies you have used?</p>	<p>Survey is a way to build support. SP is happy to meet with any local interest group that wants to meet for them. We rely on our partners in the community to help get the word out and build support.</p> <p>Sandy: do you provide literature? Yes, SP will make posters, etc. for us. SP educates anyone who wants to go out door to door.</p> <p>They had a great result in Wilton, and they had a community email list that really helped. They did Community Power very quickly, in 7 weeks, and they did it.</p> <p>And SP is always open to new ideas, too, if you have a good idea.</p>	
<p>6. During the bid selection process, how will your company evaluate bids and make a recommendation?</p> <p>How will you assist the Town's elected officials to be prepared to make an informed decision on a bid?</p>	<p>Bob Haydn has years of experience as electricity provider in NH, so good at market timing. Better to buy in spring and fall. Utility has to buy in winter and summer.</p> <p>If Selectboard is the signer, have a conversation in advance about what success is, so when we are in the buying process, we can make that happen. If it doesn't look good, we'll wait until the next buying opportunity. SP works hard to make the decision as easy as possible. They often do things in buying groups — like 20 towns and 5 school districts in one day (they do know when it will happen well in advance). If you're not ready, then you</p>	

	<p>don't get into that group. They can empower the administrator (Edie?) to be the signor. SP works to make it a totally logical experience.</p> <p>They are putting Fall contracts into pricing right now. Ukraine is making this volatile. But might have to wait until October for good pricing.</p> <p>Towns can use the % of renewables to help manage price volatility.</p>	
<p>7. How do you define the opt-out period? How do you propose to notify customers of the opt-out period (assuming it is an opt-out)? How will businesses and customers on competitive supply be encouraged to opt-in?</p>	<p>Yes, there are folks in the "I don't want to do anything group" and they will get default service. Others want to stay with the utility on principle, not realizing that they will save money.</p> <p>What if someone is mad because they ended up on default? They can get off within 30-45 days. People can switch products—no fees to switch. And you call Standard Power to switch, not Edie. (People can even arbitrage!)</p> <p>Length of the opt-out period: 30 days (this is in the RSA) from the day it arrives in their mailbox. The mailing includes the rates.</p> <p>Someone on competitive supply might have fees from their current broker in order to switch to Community Power.</p>	
<p>8. Describe how you would educate about, and manage, the enrollment, opt-in, opt-up and opt-out processes for the program.</p>	<p>Communities need to have a committee to help with the outreach. The Committee is responsible for marketing the opt-up to more renewables. SP also encourages the community to do all the energy conservation that the utility supports. And the Reserve Fund can also be spent on that. And the more we do as a community, like solar, wind, will increase citizen involvement in general.</p> <p>Say we are doing an opt-up drive, that would be a mailing. If I personally want to opt-up, I just call Standard Power. The town web page is the center of information for us. We need to get a link to us from the town website.</p>	
<p>9. When an electricity supplier is selected, how does your company provide oversight of the supplier? How will potential issues/deviations from the contract, should they arise, be dealt with?</p> <p>What types of issues have you had with electricity suppliers, in NH or in other states?</p>	<p>Yes, oversight and long-term experience, some of them for 10 years. There have been deviations in the past, and SP no longer works with those suppliers. SP is now expert at interpreting contracts. SP gets the PUC involved as needed if suppliers have short falls. No problems in the past 5 years, but it has been a good 5 years.</p>	

10. How will you report data back to the Town? What data do you typically collect and report?	<p>SP wants you to be able to say we have avoided this much carbon, saved this much energy, saved this much money. SP will keep this data, and can tell you for your town on its own.</p> <p>Note a town can even purchase renewable energy credits from a specific source for a town.</p>	
11. If the Town wants to have a reserve fund, do you have experience managing reserve funds? How do you manage them? How does the Town have input in how the Reserve fund is used?	<p>SP is creating a Reserve Fund for Keene. The money will be for Keene projects only. Not for clawbacks of rates. The contract handles that, the suppliers have all the risk.</p>	
12. How do you support low-income participants, especially with regard to solar energy production, and to make the opt-in beneficial for them?	<p>Low income participants: they will be able to choose either default or higher renewable, but they still benefit from the utility discount.</p> <p>Home Solar energy production: if they over-produce, they should decline to opt-in right now, so they can take the reimbursement from the utility which will probably be higher than Community Power could reimburse. And Rick says he has a friend with the kind of solar where the provider owns the solar, what do we tell them?</p>	
13. What sets your company apart from other companies?	<p>SP/GE have done the things that the competitors hope to do but they haven't done it yet. Our knowledge is specific to NH. Specific to the ISO.</p>	
14. If we decide to end this relationship, what is the process to do that?	<p>Relationship is under a simple 2-page MOU. You can terminate with 30 days notice.</p>	
15. Is there anything else you would like us to know about your company that you did not get a chance to talk about yet today?	<p>SP envisions a renewable energy future in NH and the ISO, with lots of cool stuff. Community power is a driver. We are leading the way for the country. Our boss is Mother Nature.</p> <p>Note that SP already serves the Nelson Elementary School, providing them with renewable energy. Saving 4cents per KWH.</p>	