



Community Power Coalition of New Hampshire Update

FOR COMMUNITIES, BY COMMUNITIES.



Portsmouth Energy Advisory Committee Meeting
March 6, 2024

**COMMUNITY
POWER COALITION
OF NEW HAMPSHIRE**



Agenda

- Mission, Values & Benefits - Refresher
- Membership Growth
- The Team and Key Partners
- Rate Benefits Year 1
- Financials
- Monthly Community Benefit Report
- Product Elections Report
- Public Policy Leadership & Advocacy

Mission & Values

Mission: Foster resilient New Hampshire communities by empowering them to realize their energy goals.

Values

- ⚡ Embody an **inspiring vision** for **New Hampshire'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

Coalition Community Power Benefits

Lower Rates

- ⚡ CPCNH is a nonprofit power supplier, actively managing a diverse portfolio of wholesale energy supply contracts.
- ⚡ By participating freely in competitive power markets, we have an advantage over brokers and utilities who lock in a single hedge for a fixed period.

Consumer Choice

- ⚡ Community Power is voluntary.
- ⚡ Customers may opt-in/out/up at any time without charge.
- ⚡ Community Power provides a menu of clean energy options, often more affordably than utility supply rates.

Local Control

- ⚡ CPCNH was created by NH cities, towns, and counties. Our meetings, records, and finances are open to the public.
- ⚡ Our purpose is public good. Our Board is composed of community representatives.
- ⚡ Net revenues from power sales accrue in reserve funds for community benefit.
- ⚡ Reserves ensure long-term rate stability, and enable development of local energy programs and projects

Clean Energy

- ⚡ CPCNH enables cities and towns to develop local clean energy and battery storage projects to create local economic benefit.
- ⚡ We empower Members to speak with one voice at the State House and PUC to lead public advocacy reforms that enable clean energy market innovation.

Membership Growth

⚡ 56 cities, towns and counties serving 59 communities

- Currently serving 16 communities | ~90,000 customers
- ~25 launching in 2024 | >100,000 customers

Canterbury | Dover | Enfield | Exeter | Hanover
 Harrisville | Lebanon | Nashua | Peterborough
 Plainfield | Portsmouth | Rye | Walpole
 Cheshire County (Dublin, Fitzwilliam, Nelson)

Durham | Hudson | New London | Newmarket
 Pembroke | Stratham | Warner | Webster | Westmoreland
 Cheshire County (Chesterfield, Roxbury, Winchester, Gilsum)
 Atkinson | Barrington | Bethlehem | Boscawen | Campton | Epping
 Franconia | Gilford | Hampton Falls | Hopkinton | Lancaster | Loudon
 Lyme | Newport | Tamworth | Somersworth | Wilmot

Berlin | Bradford | Bristol | Charlestown | Dalton
 Grantham | Kensington | Merrimack County | Northfield
 Randolph | Shelburne | Springfield | Sugar Hill | Temple

OPERATING SINCE

Spring 2023 ■

Fall 2023 ■

TARGET LAUNCH

March 2024 ■

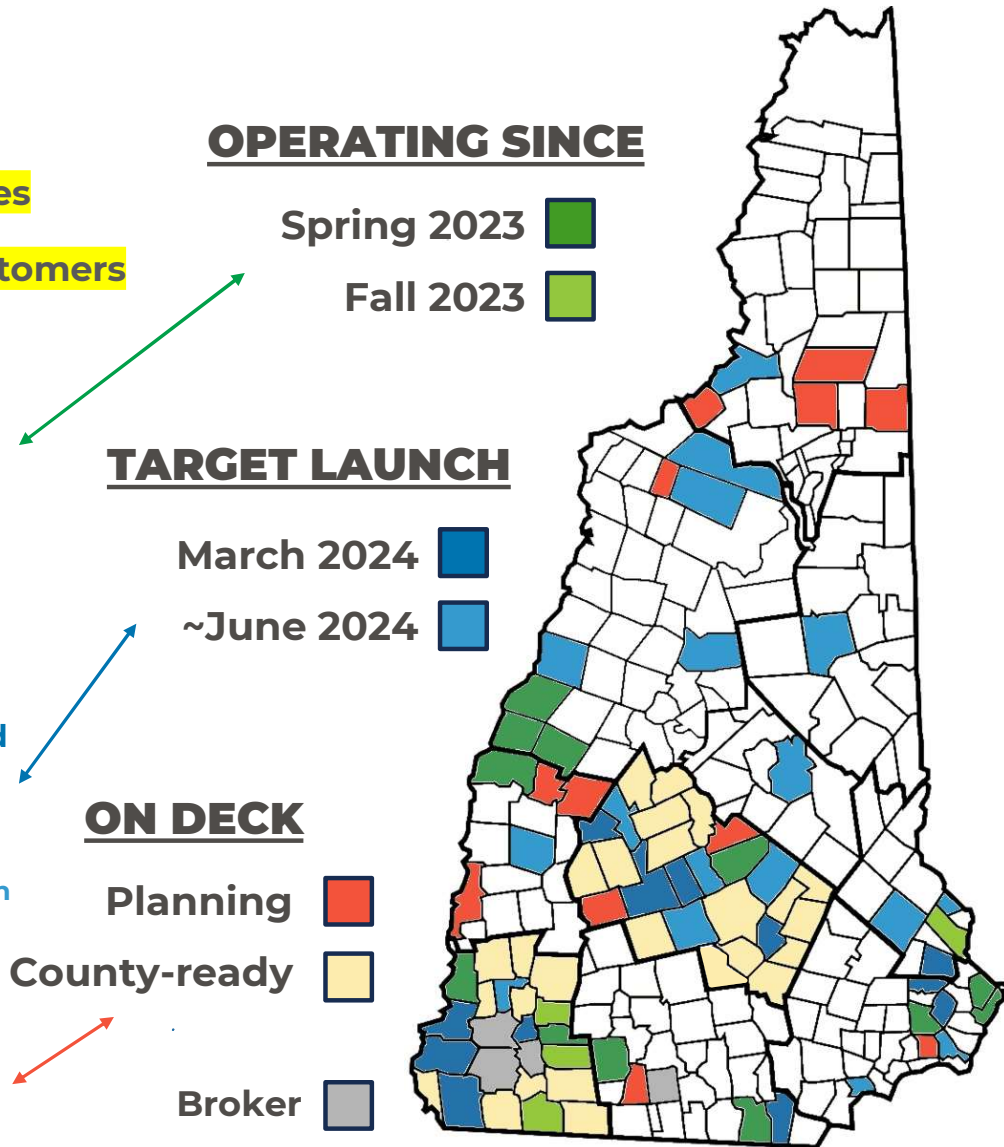
~June 2024 ■

ON DECK

Planning ■

County-ready ■

Broker ■



The CPCNH Team

Internal Staff

Brian Callnan -- Chief Executive Officer

Bobbi-Jo Michael -- Director of Administration

Deana Dennis -- Director of Regulatory & Legislative Affairs

Henry Herndon -- Director of Member Services

Hiring in Process -- Director of Energy Programs and Projects



Hiring in Process -- Energy Analyst

Partner Staff (RBG and b-fresh)

Andrew Hatch -- Outreach Coordinator (Electric Aggregation Plans, Public Engagement Materials, Key Accounts)

Madelyn Bradley -- Communications Coordinator (Websites, Logos, General Inquiries)

Andrew Provencher -- Press Secretary (media issues)

Key Service Partners

Energy Portfolio Risk
Mgmt.



Ascend
Analytics

Retail Customer Services
& Data Mgmt.



CALPINE
ENERGY SOLUTIONS

Legal
Accounting
Banking
Auditing



DWGP
DUNCAN WEINBERG GENZER PEMBROKE



**Berry
Dunn**



ecoCFO



River City Bank

Community
Engagement &
Communications



RESILIENT BUILDINGS GROUP
RBG



fresh
smart. thinking. forward.

Electricity Supply Rates for Residential, General Service, and Outdoor Lighting Customers

<u>Power Options</u>		<u>Renewable Content</u>	<u>Rate (¢/kWh)</u>	<u>Estimated Cost per Month*</u>
Utility Default Energy Service	Unitil[†]	24.3%	10.718 ¢	~ \$70
	NH Electric Co-op[†]		10.161 ¢	~ \$66
	Liberty Utilities[†]		9.758 ¢	~ \$63
	Eversource[†]		8.285 ¢	~ \$54
Community Power Coalition of New Hampshire	Clean 100	100%	12.4 ¢	~ \$81
	Clean 50	50%	9.4 ¢	~ \$61
	Granite Plus	33%	8.4 ¢	~ \$55
	Granite Basic[‡]	24.3%	8.1 ¢	~ \$53

* Estimated cost per month based on average residential usage of 650 kilowatt-hours (kWh) per month.

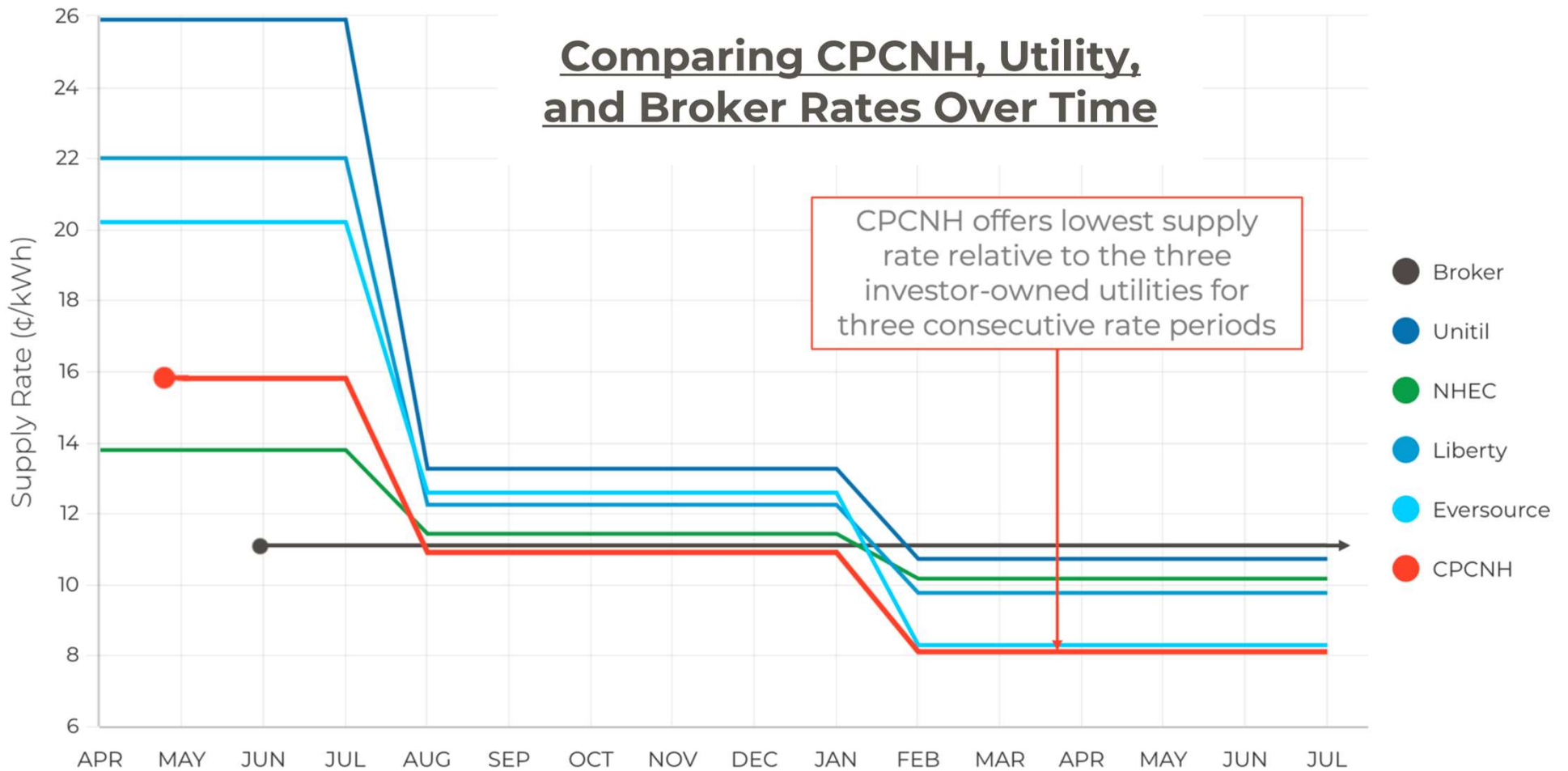
[†] CPCNH's Granite Basic is a savings of **24% off Unitil's** residential/small commercial rate, **20% off NH Electric Co-op's**, **17% off Liberty's**, and **2% off Eversource's**. The small discount compared to Eversource's rate is because Eversource Default Energy Service customers benefit from a 1.5 ¢ per kWh credit due to an over collection of rates last year (a prior year reconciliation). The Coalition is able to beat this artificially low rate for all NH residential & small commercial ratepayers while covering all of our costs and accumulating financial reserves on behalf of our operating Member CPAs.

[‡] Community Power Aggregations (CPAs) may offer either Granite Basic or Granite Plus as their default power option. Check your community's page at www.CommunityPowerNH.gov for details specific to your program.

Supply Rates
Feb 1 – July 31
2024

Supply Rate Comparison

Comparing CPCNH, Utility, and Broker Rates Over Time



CPCNH began service in late April 2023.

2023 - 2024

The broker example is fixed through December 2025.

2023 Budget Actuals – Year 1 Launch

CPCNH Pro Forma Income Statement														Fall Rate
(\$Million(MM))	(Actuals through December 2023)													Period
	2023	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	AUG '23- JAN '24
Revenue	\$43.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.5	\$5.5	\$8.7	\$8.7	\$5.5	\$4.2	\$4.2	\$6.1	\$36.1
Cost of Goods Sold	<u>\$34.3</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$1.7</u>	<u>\$3.4</u>	<u>\$4.7</u>	<u>\$5.6</u>	<u>\$4.8</u>	<u>\$4.3</u>	<u>\$4.3</u>	<u>\$5.4</u>	<u>\$30.4</u>
Gross Margin	\$9.2	\$0.0	\$0.0	\$0.0	(\$0.0)	(\$1.2)	\$2.1	\$4.0	\$3.1	\$0.7	\$0.0	(\$0.2)	\$0.7	\$5.7
Operating Expense	\$3.3	\$0.1	\$0.1	\$0.1	\$0.2	\$0.2	\$0.4	\$0.4	\$0.4	\$0.3	\$0.3	\$0.4	\$0.4	\$2.1
General and Administrative	<u>\$0.4</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.0</u>	<u>\$0.1</u>	<u>\$0.1</u>	<u>\$0.1</u>	<u>\$0.1</u>	<u>\$0.5</u>
Net Margin	<u>\$5.5</u>	<u>(\$0.1)</u>	<u>(\$0.1)</u>	<u>(\$0.1)</u>	<u>(\$0.2)</u>	<u>(\$1.4)</u>	<u>\$1.7</u>	<u>\$3.5</u>	<u>\$2.7</u>	<u>\$0.4</u>	<u>(\$0.4)</u>	<u>(\$0.6)</u>	<u>\$0.3</u>	<u>\$3.1</u>
Joint Reserves (End of Month)	\$6.3	\$0.2	\$0.2	\$0.2	\$0.2	(\$1.1)	\$0.5	\$4.0	\$6.7	\$7.1	\$6.7	\$6.1	\$6.3	\$7.1
Retail Sales (GWh)	335.7	0.0	0.0	0.0	0.0	3.4	35.6	55.8	56.2	51.4	39.8	38.9	54.6	311.5
CPA Accounts Served (000)	91.6	0.0	0.0	0.0	0.0	8.6	60.6	74.6	72.9	71.1	70.7	68.8	91.6	91.6
Reserve Operating Days	29	0	0	0	0	(9)	3	20	39	46	42	31	29	42

2024 Budget

-- Board Approved November 2023 before rates were set in late December for Feb – July 2024 period

-- Revenues / Costs / Customer #s - reflect Wave 2 launch in March (13 communities) but not additional expected 2024 community launches



CPCNH Operating Budget (Draft)

(January 1, 2024 - December 31, 2024)

(\$000)	2024	2023 (est.)	Y/Y %	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Revenue	\$101,700	\$44,911	126%	\$7,414	\$6,809	\$7,034	\$7,465	\$7,131	\$7,637	\$8,908	\$10,928	\$10,534	\$8,912	\$8,920	\$10,008
Energy, Capacity and Ancillary Costs	\$77,378	\$33,068	134%	\$6,077	\$4,309	\$5,891	\$5,009	\$5,465	\$5,477	\$6,953	\$8,933	\$7,118	\$6,683	\$7,111	\$8,353
RPS Obligations and Voluntary RECs	\$6,909	\$2,077	233%	\$487	\$435	\$598	\$498	\$549	\$572	\$736	\$723	\$564	\$525	\$565	\$657
Cost of Goods Sold	\$84,287	\$35,145	140%	\$6,564	\$4,744	\$6,489	\$5,507	\$6,014	\$6,049	\$7,689	\$9,655	\$7,682	\$7,207	\$7,676	\$9,011
Gross Margin ^(c)	\$17,413	\$9,766	78%	\$850	\$2,065	\$545	\$1,958	\$1,118	\$1,588	\$1,219	\$1,273	\$2,852	\$1,704	\$1,244	\$997
Load Serving Entity Services	\$477	\$277	72%	\$34	\$31	\$41	\$35	\$38	\$40	\$49	\$49	\$39	\$37	\$39	\$45
Other Contractor Services	\$3,195	\$2,460	^(b) 30%	\$263	\$232	\$264	\$270	\$309	\$277	\$271	\$271	\$271	\$260	\$253	\$253
Member Services	\$269	\$210	28%	\$62	\$14	\$12	\$29	\$62	\$12	\$23	\$9	\$10	\$25	\$6	\$6
Salaries, Benefits and Emp. Taxes	\$1,717	\$419	^(d) 310%	\$107	\$129	\$129	\$136	\$136	\$137	\$245	\$138	\$138	\$144	\$139	\$139
Other (Purchase of Receivables, etc.)	\$718	\$314	128%	\$53	\$49	\$50	\$53	\$51	\$54	\$62	\$76	\$74	\$62	\$62	\$70
Operating Expense	\$6,377	\$3,680	73%	\$520	\$455	\$497	\$524	\$596	\$521	\$651	\$542	\$531	\$528	\$500	\$513
Office, Insurance and Other	\$90	\$43	111%	\$10	\$18	\$10	\$5	\$9	\$5	\$5	\$5	\$5	\$5	\$5	\$5
General and Administrative	\$90	\$43	^(e) 111%	\$10	\$18	\$10	\$5	\$9	\$5	\$5	\$5	\$5	\$5	\$5	\$5
Net Margin ^(f)	\$10,946	\$6,044	81%	\$320	\$1,592	\$38	\$1,429	\$513	\$1,062	\$563	\$725	\$2,315	\$1,171	\$739	\$479
Joint Reserves (End of Month) ^(g)	\$17,610	\$6,720	162%	\$7,036	\$8,623	\$8,657	\$10,081	\$10,588	\$11,646	\$12,204	\$12,924	\$15,235	\$16,401	\$17,135	\$17,610
Retail Sales (GWh) ^(h)	1,001	340	194%	71	63	87	72	80	83	107	105	82	76	82	95
CPA Accounts Served (000)	122	90	36%	90	90	^(a) 122	122	122	122	122	122	122	122	122	122
Reserve Operating Days (min target 60) ⁽ⁱ⁾	73	63	17%	66	68	62	63	61	62	63	64	71	73	74	73

Community Benefit Report – Through December 2023

CPCNH Community Benefit Report* (DRAFT)								
Launch to Date, Through December 31, 2023								
Member	Launch Date	Total Revenue (\$000)	Total Costs (\$000)	Joint Reserves (\$000)	Discr. Reserves (\$000)	Customer Savings (\$000)	Community Benefit (\$000)	Community Energy (MWh)
Canterbury	5/23	\$429	\$377	\$52	\$0	\$105	\$157	3,348
Cheshire	9/23	\$57	\$63	(\$6)	\$0	\$8	\$2	518
Dover	10/23	\$747	\$855	(\$108)	\$0	\$114	\$6	6,804
Enfield	4/23	\$1,020	\$907	\$113	\$0	\$236	\$349	8,042
Exeter	4/23	\$4,045	\$3,413	\$632	\$0	\$1,412	\$2,044	30,361
Hanover	4/23	\$1,798	\$1,625	\$173	\$0	\$343	\$516	14,030
Harrisville	4/23	\$221	\$190	\$30	\$0	\$37	\$67	1,662
Lebanon	4/23	\$4,599	\$4,371	\$228	\$0	\$1,155	\$1,383	38,831
Nashua	4/23	\$19,619	\$16,467	\$3,152	\$0	\$3,772	\$6,924	146,807
Peterborough	4/23	\$1,495	\$1,274	\$221	\$0	\$225	\$446	11,006
Plainfield	4/23	\$455	\$399	\$56	\$0	\$82	\$138	3,460
Portsmouth	5/23	\$6,323	\$5,656	\$667	\$0	\$1,065	\$1,732	50,389
Rye	4/23	\$1,616	\$1,371	\$244	\$0	\$293	\$537	12,230
Walpole	4/23	\$1,035	\$921	\$114	\$0	\$234	\$348	8,226
CPCNH		\$43,459	\$37,889	\$5,568	\$0	\$9,081	\$14,649	335,715

Note: Joint reserves figure reflects subsequent adjustments not reflected on page 10 income statement

Opt Action and Product Election – Through December 2023

CPCNH Opt Action and Product Election Report (Draft)

Launch to Date, Through December 31, 2023

Member	Launch Date	Total Accounts	Current Accounts	Opt Actions (%)				Product Elections (%)			
				In	Up	Down	Out	Granite Basic	Granite Plus	Clean 50	Clean 100
Canterbury	5/23	937	954	3.7%	1.2%	0.0%	2.9%	95.6%	0.1%	0.8%	0.5%
Cheshire	9/23	2,450	775	1.8%	0.4%	0.0%	1.3%	97.7%	0.2%	0.3%	0.5%
Dover	10/23	13,352	13,206	2.3%	0.4%	0.0%	0.9%	98.5%	0.1%	0.2%	0.2%
Enfield	4/23	2,488	2,359	1.1%	2.0%	0.0%	0.5%	97.3%	0.2%	0.9%	1.0%
Exeter	4/23	7,505	7,606	1.4%	1.4%	0.0%	0.6%	97.8%	0.3%	0.5%	0.8%
Hanover	4/23	3,188	2,935	2.7%	4.9%	2.1%	0.7%	3.9%	90.2%	1.9%	3.4%
Harrisville	4/23	724	699	3.0%	4.1%	0.0%	2.0%	93.0%	0.4%	1.5%	3.1%
Lebanon	4/23	8,534	7,703	0.9%	3.7%	0.0%	0.4%	95.6%	0.2%	0.9%	3.0%
Nashua	4/23	37,187	34,962	0.8%	0.4%	0.0%	0.4%	99.2%	0.1%	0.1%	0.2%
Peterborough	4/23	3,237	3,165	1.8%	1.6%	2.5%	1.4%	3.4%	93.2%	0.9%	1.1%
Plainfield	4/23	798	770	2.5%	1.5%	1.4%	1.2%	2.2%	94.6%	0.6%	1.4%
Portsmouth	5/23	12,752	11,961	1.4%	0.9%	0.0%	0.6%	98.3%	0.2%	0.4%	0.6%
Rye	4/23	2,913	2,768	2.7%	0.8%	0.0%	0.7%	98.3%	0.1%	0.5%	0.3%
Walpole	4/23	1,815	1,735	2.2%	1.0%	0.0%	0.5%	98.3%	0.2%	0.5%	0.5%
CPCNH		97,880	91,598	1.3%	1.3%	0.2%	0.5%	90.2%	7.9%	0.4%	0.9%



Public Advocacy

- ⚡ **This legislative session CPCNH is actively engaged in and/or monitoring ~ 20 bills and several important PUC dockets on behalf of member communities**
- ⚡ Empowering Member cities and towns to speak with one voice at the Legislature and Public Utilities Commission
- ⚡ Coalition Membership approves our Regulatory & Legislative Affairs Charter and “policy principles”
 - Increasing innovation through local control, equity & community development
 - Advancing community benefits through open access to the electric system
 - Enforcement of laws, market rules, and regulations

