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**NORTH COUNTRY COUNCIL ANNUAL COMMISSION MEETING MINUTES**

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**AHEAD Conference Room Mt Eustis Commons | 262 Cottage Street Littleton  
Thursday, November 30, 2023 | 4:00 p.m. to 6:00 p.m.**

**Representatives Present:** Mark Decoteau, Vicki DeLalla, Charles Goulet, Mark Dindorf, Sandra Butson, Michele Cormier, Ben Gaetjens-Oleson, Paul Robitaille, Ray Gorman, Gil Rand, Tim Sappington, John Carpenter

**Staff Present:** Michelle Moren-Grey; James Steele

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**Call to Order & Welcome**

Representative & Chair Robitaille welcomed everyone and called the meeting to order at 4:08 pm.

A round table of introductions was made.

**Minutes from June 21, 2023**

**MOTION Representative & Vice Chair Gaetjens-Oleson moved to approve the minutes. Representative DeLalla seconded it. No discussion. All in favor. Motion Carried**

Representative & Chair Robitaille turned the meeting over to Michelle Moren-Grey, Executive Director of North Country Council.

Ms. Moren-Grey provided an overview of the agenda and changes in presenters.

**Presentation**

- **Funding Opportunities & Strategies for Implementing Energy Projects presented by Melissa Elander, Energy Circuit Rider, and Gabe Chelius, Small Business Energy Circuit Rider for Clean Energy**

Ms. Elander provided an overview of Clean Energy NH, its work and focus areas, the Energy Circuit Rider program, local energy commissions, solar power, and funding opportunities. Followed by questions and answers. See the attached presentation.

Mr. Chelius gave the group an overview of technical assistance and funding available to small businesses, followed by questions and answers. Several attendees shared with the group the assistance their community has received from Clean Energy NH and commented on the value of the Circuit Rider Program. See the attached presentation.

- **Community Power Program presented by Kathleen Kelley Randolph, Member of Community Power, stepping in for Henry Herndon, Director of Member Services, Community Power Coalition of New Hampshire**

Ms. Kelley introduced herself and other North Country Androscoggin Valley Energy Collaborative members. She then provided an overview of the Community Power Coalition NH (CPCNH) and programs available to NH communities. The goal of the program is to reduce energy costs through consumer choice. Ms. Kelley provided the group with the steps to engage and join the Community Power Coalition. The program is growing rapidly with new communities daily. She also provided an

overview of the North Country, Androscoggin Valley Energy Collaborative, which is forming a Community Power Program to serve Berlin, Randolph, Shelburne, and other towns in the region. See the attached presentation.

### **Other Business**

North Country Council Participation Opportunities

Ms. Moren-Grey provided information regarding the opportunities for participation in various council committees. Transportation Advisory Committee (TAC), North Country Scenic Byways Council, and Comprehensive Economic Development Strategy Committee (CEDS).

Representative Cormier commented that last year, North Country Council, at a Commission meeting, provided information regarding Invest NH. The town of Randolph took advantage of this program and was funded for housing demolition. Ms. Cormier thanked the Council for sharing this information and more to communities expressing its value.

Ms. Moren-Grey shared with the group the funding hub that was built and is now online. She encouraged the group to use this as a starting point when looking for funding opportunities and then to contact the Council for assistance.

Representative DeLalla shared the success of the North Country Food and Agriculture Summit and the next steps. Ms. DeLalla also commented on the many areas of work the Council is engaged in, such as the Food and Agriculture Summit.

Representative Gorman thanked the guest presenters for sharing these programs and the Council for bringing this information and more to the Representatives.

### **Public Comment**

none

**MOTION Representative Dindorf moved to adjourn. Representative DeLalla seconded it. No discussion. All in favor. Motion Carried**

The meeting Adjourned 5:45 pm

Respectfully Submitted,

Michelle Moren-Grey, Executive Director

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# **CLEAN ENERGY NH**

# **ENERGY CIRCUIT RIDER**

North Country Council

Commission Meeting

11/30/2023



**CLEAN ENERGY NH**  
Your Voice in All Energy Matters





# CONTENT

- Clean Energy NH (CENH)
- Energy Circuit Riders
- Local Energy Committees and Saving Strategy
- Why go Solar?
- Funding Opportunities for Municipalities and Non-Profits
- Funding Opportunities for Schools

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# CLEAN ENERGY NH

LEADING THE CHARGE FOR A CLEAN ENERGY FUTURE IN NEW HAMPSHIRE

Organization	Clean Energy NH is a nonprofit 501(c)3 organization
Advocacy	Serves as a strong statewide advocate & support for clean energy technologies and practices.
Three Areas of Focus	<ul style="list-style-type: none"><li>• <b>Business:</b> NH Clean Tech Industry</li><li>• <b>Policy:</b> Legislative &amp; Regulatory</li><li>• <b>Municipalities:</b> Local Energy Solutions</li></ul>
Member-based	<ul style="list-style-type: none"><li>• 41+ Municipal Members</li><li>• 90+ Business Members</li><li>• 260+ Individual Members</li></ul>



# ENERGY CIRCUIT RIDER

The Circuit Rider Program began in the North Country in 2019.

**Energy Circuit Riders (ECRs) provide:**

- Direct, hands-on assistance to municipalities, schools, non-profits, and businesses in helping plan, finance, implement energy-saving upgrades to buildings, infrastructure, & clean energy technologies
- Identifies and pursue energy saving priorities
- Expand clean energy production
- Currently serving the North County, Monadnock Region, and the Seacoast Region



**Melissa Elander**  
North Country  
[melissa@cleanenergynh.org](mailto:melissa@cleanenergynh.org)



**Gabe Chelius**  
North Country Community Energy  
Coordinator  
[gabriel@cleanenergynh.org](mailto:gabriel@cleanenergynh.org)



**John Kondos**  
Monadnock Region  
[john@cleanenergynh.org](mailto:john@cleanenergynh.org)



**Katrin Kasper**  
Seacoast  
[katrin@cleanenergynh.org](mailto:katrin@cleanenergynh.org)



# ENERGY CIRCUIT RIDER SNAPSHOT:

Completed lighting, building efficiency and solar projects

\$ 394,000 was invested in clean energy projects

Reduced 174 tons of emissions

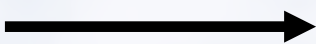
174 tons of emissions avoided annually

Savings of 222,263 kilowatt hours per year

ECR program has helped the communities to receive more than \$500,000 worth of incentives and grants, which have resulted in more than \$2 million dollars of investment in clean energy projects in Coos County communities.

## TOWNS & SCHOOLS

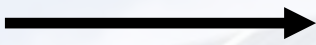
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## PROJECTS

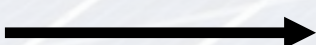
LED lighting at municipal buildings and schools. A solar array at the Elementary school.

Pittsburg



LED Streetlights

Stratford



LED lighting and weatherization for municipal buildings and solar arrays at the Town Hall and Transfer Station.

Whitefield



Municipal solar arrays at the Town Hall, Fire Station, and Library.

White Mountains  
Regional High School



LED lighting at the high school





# LOCAL ENERGY COMMITTEES

Local energy committees (LECs) work closely with town officials to identify energy savings opportunities by conducting energy inventories, community outreach and education and implementing clean energy projects.

## Desired Outcomes:

- A list of projects (including a few you're ready to run with NOW) that align with your vision, capitalize on your strengths, and maximize your potential for community impact.
- A record of your process and your rationale for prioritizing one project over another. This can be used to bring new members up to speed, gain support from local leaders, strengthen proposals for outside funding, and support planning efforts of all kinds.
- Energy savings as projects are completed



# SAVING STRATEGY

- Understand energy expenses by gathering data to evaluate relative performance of town buildings
- Identify priorities based on analysis
- Schedule energy audits as appropriate (paid for by NH Saves or other sources) for specific energy saving projects
- Conduct energy savings projects as approved by governing body and/or as funds permit
- Identify clean energy opportunities and pursue projects based on prioritization and funding opportunities





# Why go Solar?

- Reliable long-term strategy to reduce operating expenses and stabilize electricity costs.
- Reduced dependence on fossil fuels.
- Local electricity supply.

But...think about **efficiency first** by installing LEDs and doing an energy audit and completing the recommendations.

Funding opportunities for solar:

- USDA Community Facilities grant
- NH Commercial and Industrial Incentive
- Elective Pay
- NH Department of Energy Small Municipal Solar Grant (to be announced soon)
- Congressionally Directed Spending



Shelburne Town Hall



Stratford Transfer Station





Stratford Town Hall

Community Supported Solar group net metered  
for 20 farmers in Rindge



# Funding Opportunities for Municipalities and Non-Profits

- CDFA Community Facilities Energy Assessment Program – 75% grant to complete energy audits and technical studies
- NH Saves – Utility incentives to complete energy efficiency upgrades. Incentive varies by measure.
- USDA Community Facilities – Grant amount varies by municipality from 0% to 75%.
- NH DES NH Clean Diesel Grant – Transition of vehicle fleets to clean diesel and electric.
- Elective Pay – Elective pay allows applicable entities, including tax-exempt and governmental entities that would otherwise be unable to claim certain credits because they do not owe federal income tax, to benefit from some clean energy tax credits. By choosing this election, the amount of the credit is treated as a payment of tax and any overpayment will result in a refund.
- NH DES Clean Water State Revolving Fund – Energy audits, asset management plans, and infrastructure improvements
- US DOT Charging and Fueling Infrastructure Grant – A new competitive grant program created by President Biden's Bipartisan Infrastructure Law to strategically deploy publicly accessible electric vehicle charging and alternative fueling infrastructure. More information to come.
- NH Department of Energy Commercial & Industrial Solar Incentive Program
- NH Department of Energy Small Municipal Solar Grant Program (to be announced soon)



Whitefield Town Hall and Library





# Funding Opportunities for Schools

- NH Department of Energy School Energy Efficiency Development (SEED) Grant
- EPA Clean School Bus Program
- Renew America's Schools The U.S. Department of Energy (DOE) launched the \$500 million Renew America's Schools Program to promote the implementation of clean energy improvements at K-12 public schools
- CDFA Community Facilities Energy Assessment Program – 75% grant to complete energy audits and technical studies
- NH Saves – Utility incentives to complete energy efficiency upgrades. Incentive varies by measure.
- USDA Community Facilities – Grant amount varies by municipality from 0% to 75%.
- Elective Pay – Elective pay allows applicable entities, including tax-exempt and governmental entities that would otherwise be unable to claim certain credits because they do not owe federal income tax, to benefit from some clean energy tax credits. By choosing this election, the amount of the credit is treated as a payment of tax and any overpayment will result in a refund.
- NH Department of Energy Commercial & Industrial Solar Incentive Program



Bethlehem Elementary School



“ENERGY SAVINGS BENEFIT ALL CITIZENS”

QUESTIONS?

**THANK YOU!**

**Melissa Elander and Gabriel Chelius**

[Melissa@cleanenergynh.org](mailto:Melissa@cleanenergynh.org)

[Gabriel@cleanenergynh.org](mailto:Gabriel@cleanenergynh.org)



**CLEAN ENERGY NH**



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



14 Dixon Ave, Concord NH 03031



# Community Power

*COMMUNITY POWER COALITION OF NEW HAMPSHIRE*



**COMMUNITY  
POWER COALITION  
OF NEW HAMPSHIRE**





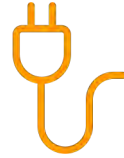
# Table of Contents

- 1 | How Community Power Works (3-9)
- 2 | Community Power Coalition of New Hampshire (10-15)
- 3 | Implementation Process (16-17)
- 4 | Questions & Discussion (18)



# 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**

Utility Company  
**Delivers Power**

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

*Economies of Scale*

*Grid Reliability*

*Lower Rates & Product Choices*

[RSA 53-E, Relative to Aggregation of Electric Customers by Municipalities & Counties](#)

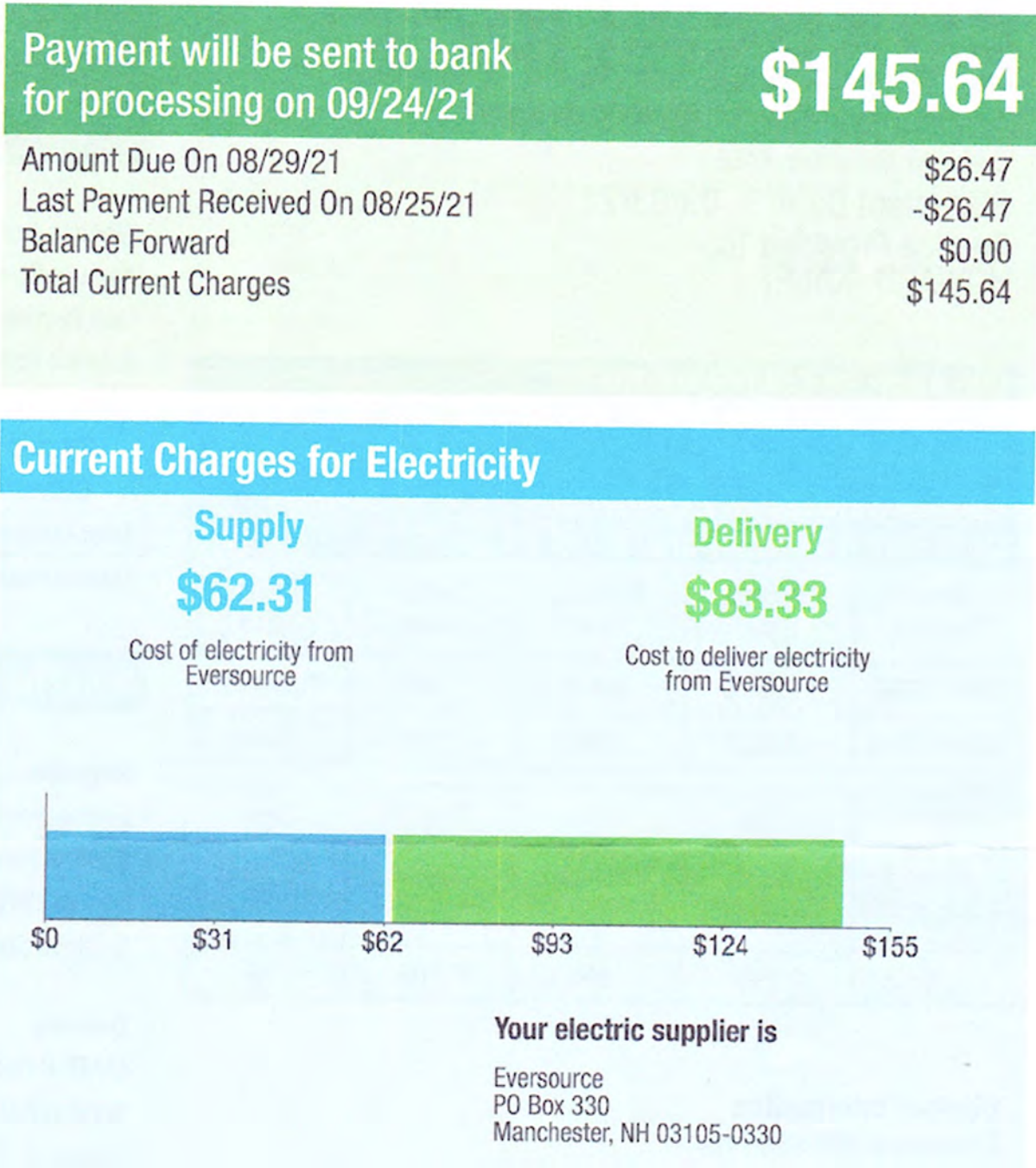
Customers may switch back to utility default supply or take service from a Competitive Supplier

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



# Eversource Electric Bill: Supply & Delivery

*Page 1*





# Eversource Electric Bill: Supply & Delivery

*Page 2*

## Total Charges for Electricity

Supplier  Supplier  
~~Eversource~~ Community Power

Service Reference:	
Energy Chrg - Rate R	706.00kWh X \$0.08826
Subtotal Supplier Services	\$62.31

### Delivery

(RATE R RESIDENTIAL SVC)

Service Reference:	
Customer Chrg	\$13.81
kWh Distribution Chrg	706.00kWh X \$0.05177
Regulatory Reconciliation Adj	706.00kWh X \$-0.00016
Transmission Chrg	706.00kWh X \$0.03046
Strnded Cst Recovery Chrg	706.00kWh X \$0.00896
System Benefits Chrg	706.00kWh X \$0.00743
Subtotal Delivery Services	\$83.33
<b>Total Cost of Electricity</b>	<b>\$145.64</b>

**Total Current Charges** **\$145.64**

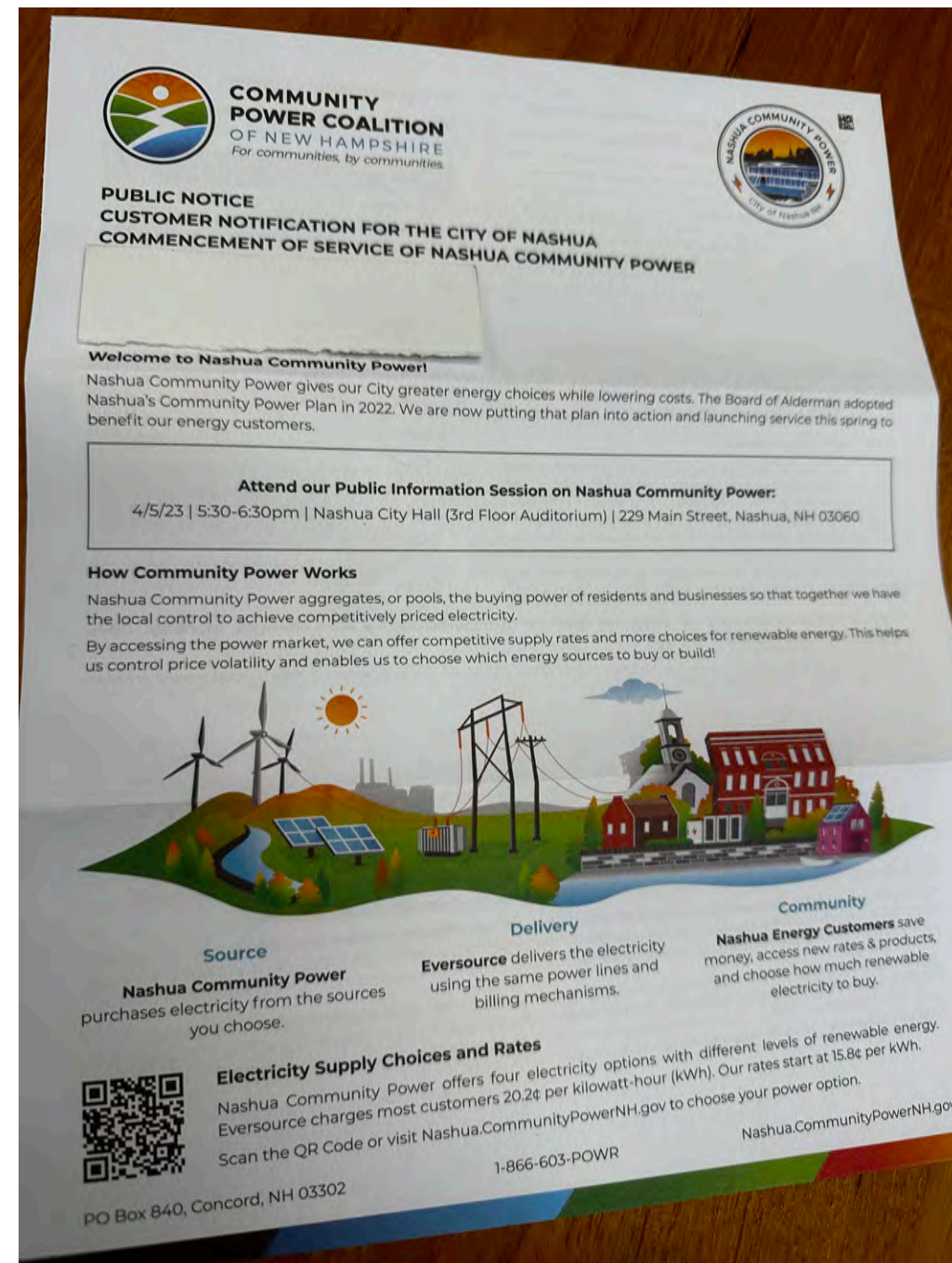
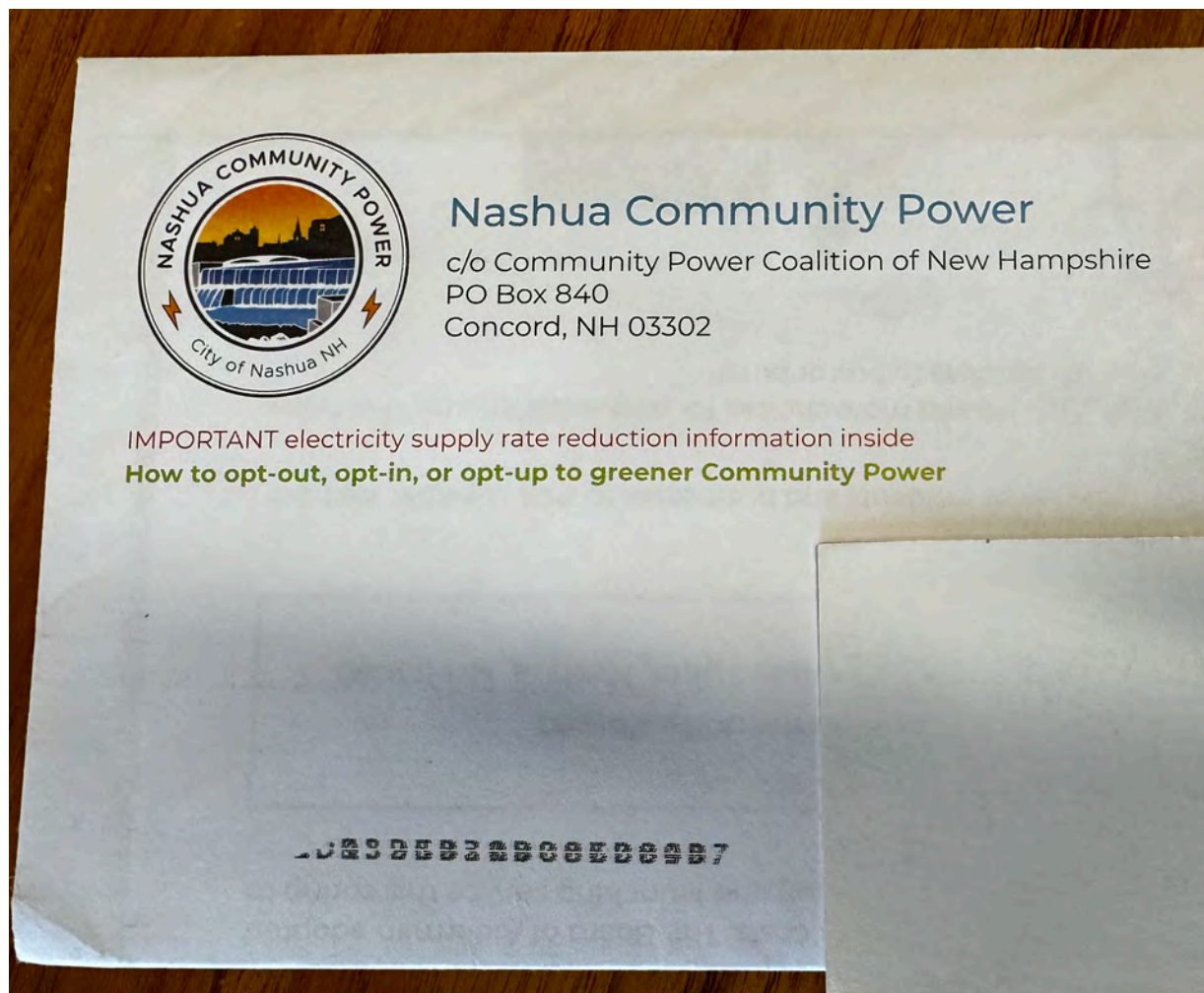


# Key Points

- ⚡ **If/when Your Community Power launches, most Eversource 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.
- ⚡ **Eversource 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.**



# Customer Notification and Enrollment Process





# Customer Notification and Enrollment Process






- ⚡ At least **30 days before program launch all electric customers will be mailed notifications** that will include the initial fixed rate for Community Power service compared with Eversource
- ⚡ Customers currently on default energy service provided by Eversource will be **able to decline participation or “opt-out”** of Community Power by a return postcard, online, or by calling a customer service number.
- ⚡ If a **customer is already getting their power from a competitive supplier**, nothing will change unless they choose to switch and **“opt-in”** to Community Power.
- ⚡ New utility customers will get similar opt-out notices.
- ⚡ All Community Power default service customers will always be able to know the fixed rate at least 30 days in advance and be able to switch supplier at next meter read upon request with **no penalty or exit fee**.



# Customer Rates and Optional Products + Example Savings

## Residential, General Service, & Outdoor Lighting

Fixed supply rates effective through July 31, 2023

Renewable Content	Power Options	Rate (\$/kWh)	Estimated Cost*
 23.4%	<b>Granite Basic</b> <i>(Default Power Option)</i>	15.8¢	± \$95 / month
 33%	<b>Granite Plus</b>	16.2¢	± \$97 / month
 50%	<b>Clean 50</b>	16.9¢	± \$101 / month
 100%	<b>Clean 100</b>	19.1¢	± \$115 / month
 23.4%	<b>Eversource</b>	20.2¢	± \$121 / month

\*Based on usage of 600 kWh per month

## Rate Savings Relative to Investor-Owned Utilities

	Utility Supply Rates*	Coalition Granite Basic*	Customer Savings
<b>Eversource</b>	20.2 ¢/kWh		22%
<b>Liberty</b>	22.0 ¢/kWh	15.8 ¢/kWh	28%
<b>Unitil</b>	25.9 ¢/kWh		39%

**Savings: \$26 / month / customer**

<b>3-Month Bill Savings</b>	<b>3-Month Reserves</b>
\$185,330	\$225,901

<b>Default Customers</b>	<b>Annual MWh</b>
2,400	16,776

Default Power: *Granite Basic* — 23.4% Renewable





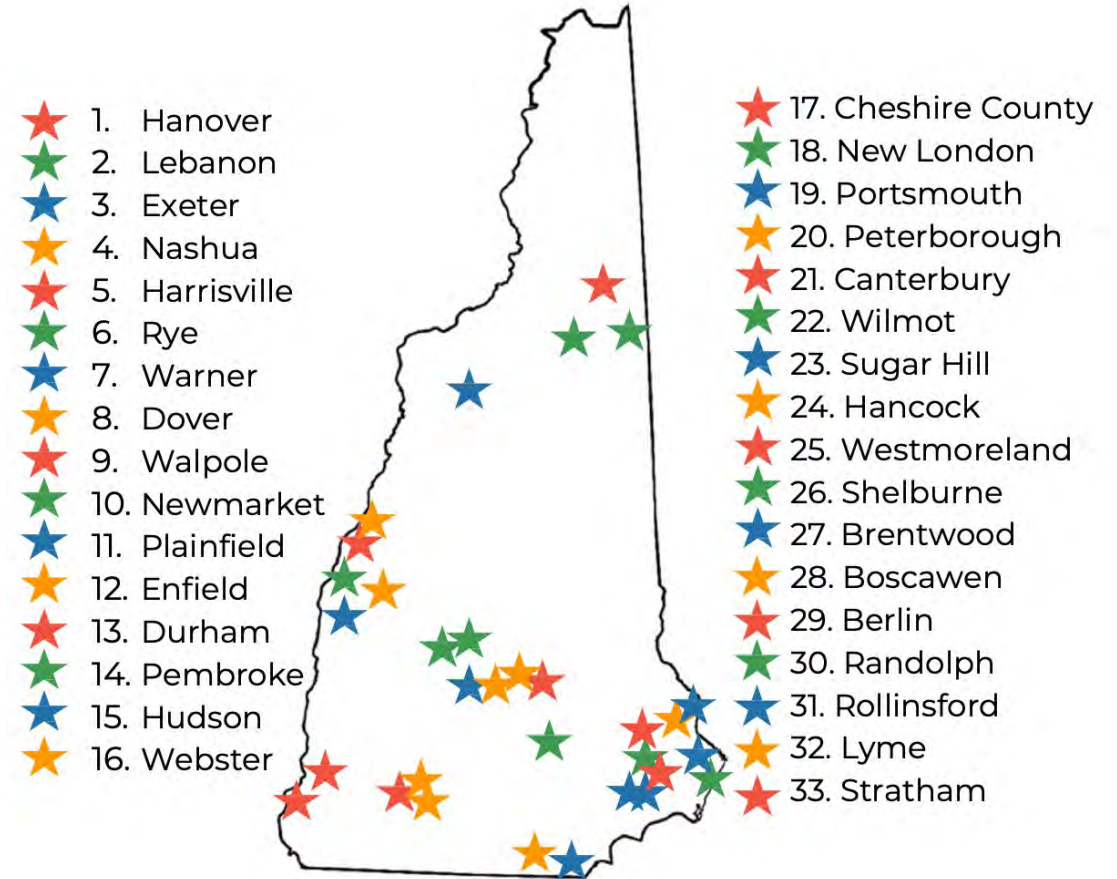
# Community Power Coalition of New Hampshire

Community-governed power supplier — launching 12 Community Power programs Spring 2023

## Our Mission

To foster resilient New Hampshire communities by empowering them to realize their energy goals.

- ⚡ Nonprofit Joint Power Agency formed 10/1/21
- ⚡ **33 Members | 23% of NH population**
- ⚡ 12 of 33 Members launching **2023**
  - ~75,000 customers
  - ~400,000 MWh in 2023 (APR – DEC)
  - ~\$51 million 2023 revenues (controlled by communities)
- ⚡ Remaining & new Members to launch 2024+



All New Hampshire cities, towns, and counties are invited to join the Coalition.





**Clifton Below**  
Lebanon  
*Assistant Mayor*



**Kim Quirk**  
Enfield  
*Energy Cmte*



**Kevin Charette**  
Portsmouth  
*Energy Advisory Cmte*



**Evan Oxenham**  
Plainfield  
*Energy Cmte.*

# Board of Directors:

## *Community Governance*

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



**Kathleen Kelley**  
Randolph  
*AVEC*



**Clyde Carson**  
Warner  
*Finance Director*



**Andrea Hodson**  
Harrisville  
*Select Board*



**Lisa Sweet**  
Rye  
*Energy Cmte.*



**Paul Looney**  
Walpole  
*Community Power Cmte.*



**Joseph Lamattina**  
Newmarket  
*Town Council*



**Jackson Kaspari**  
Dover  
*Resilience Manager*



**April Salas**  
Hanover  
*Sustainability Dir.*



**Matt Miller**  
Pembroke  
*Energy Cmte*



**Bruce Tucker**  
Peterborough  
*Energy Cmte.*



**Doria Brown**  
Nashua  
*Energy Manager*



**Terry Clark**  
Cheshire County  
*Commissioner*



**Jamie Hess**  
New London  
*Energy Cmte.*



**Nick Devonshire**  
Exeter  
*Energy Cmte.*



**David Hemenway**  
Webster  
*Select Board*



**Steve Holmgren**  
Durham  
*Energy Cmte.*



# Chief Executive Officer: Brian Callnan

- ⚡ Mr. Callnan was selected as most uniquely qualified candidate from **nationally competitive search**.
- ⚡ Former Vice President of Power Resources & Access at NH Electric Co-op
  - Managed portfolio of wholesale power contracts to consistently deliver lower rates than investor-owned utilities.
  - Led Co-op's "**virtual power plants**" program, harnessing **home batteries** & **electric vehicles** to lower customer power costs.
- ⚡ Previously Director of Power Supply and Transmission at Vermont Public Power Supply Authority





# Operated by Expert Contractors

Months of competitive solicitations assembled a team of industry-leading **advisors** and professional service providers experienced in launching CPAs to **operate our power agency** and **provide support services**:

CEO Search Services:  **truesearch**

Energy Hedging, Planning & Portfolio Risk Management



ISO-NE Market Participant + Retail Customer Services



Member Services & Public Engagement



General Counsel & Legal Services



Start-up Consultants



Revenue Controls & Accounting Services



(Coalition in process of enlisting accounting services)



# Streamlined CPA Program Implementation

Step-by-step plans, custom logos & websites, FAQs & community outreach materials (etc.)





# Coalition: Design Context

**Municipalities have two CPA options: contract with a for-profit supplier or launch their own power agency**

## 1. Contract with a For-Profit Supplier

*Municipality hires a broker to contract w/ a supplier for fixed-price power (typically for 1 to 3 years)*

- ✦ Simplified implementation that outsources program to the broker/supplier team
- ✦ Governance + oversight largely limited to broker/supplier selection & contract approval
- ✦ No ability to adjust rates
- ✦ No demonstrated success in reforming policy or developing local projects (“Market Status Quo”)
- ✦ Relies on supplier instead of diversified portfolio of power contracts (**significant risk if supplier breaks contract for fixed term & rate**)
- ✦ **Hundreds of notable failures** — including recently in Ohio and New York:

[Retail Supplier Files Bankruptcy, Customers Returned To Default Service; Supplier Serves Over 100 Muni Aggregations \(March 2022\)](https://bit.ly/3HtNODV) — <https://bit.ly/3HtNODV>

[Credibility Of New York's Opt- Out Aggregation Program At Risk \(April 2022\)](https://bit.ly/3Pod6W3) — <https://bit.ly/3Pod6W3>

## 2. Create a Community-Owned Supplier

*Municipalities form a Joint Powers Agency & contract for the services & credit support required to buy & sell power*

- ✦ Complex, year+ power agency startup process
- ✦ Transparent, **locally accountable governance**
- ✦ **Member reserve fund** accrual = long-term stability
- ✦ Market Transformation: **scale** to achieve policy reforms & proven model to develop **local projects & programs**
- ✦ **Demystifies** power sector for informed decision-making & innovation over time
- ✦ **Better customer service & quality control**
- ✦ Nonprofit **ratesetting** to maintain discounts for customers as utility rates change + **active portfolio risk management** to manage costs (**significant risk if industry risk management practices are ignored**)
- ✦ **One instance of failure** (a 6-municipality Joint Powers Agency that failed in its first year, in California):

[Statement on Western Community Energy \(June 2021\)](https://cal-cca.org/statement-on-western-community-energy/) — <https://cal-cca.org/statement-on-western-community-energy/>



# Implementation Process Steps

Join the Coalition → Bring a Plan to Town Meeting → Launch!

## ❑ 1. Join Coalition “Joint Powers Agency” — Governed by Members

- ❑ Membership by Select Board vote to adopt Joint Powers Agreement (JPA)
- ❑ JPA is the contract among Members & By-laws

## ❑ 2. Establish an “Electric Aggregation Committee” (EAC) to;

- ❑ Prepare an “Electric Aggregation Plan” (EAP);
- ❑ Hold two public hearings on that EAP in advance of;
- ❑ Bringing the EAP to Town Meeting for voter adoption;

## ❑ 3. Launch Community Power!

- ❑ Town Meeting adoption of an EAP authorizes (but does not require) the Select Board to contract for services to finance, launch, and operate Community Power.



# Step 1: Joint Powers Agreement (JPA)

- ⚡ **JPA is a contract among municipal and county members establishing the Agency**
  - **Financial liabilities & obligations of Agency 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; etc.)
  - Up until 21 Members, each Member appoints a Director & Alternate to the Board
  - After 21 Members, a Board of 11-21 will be elected by Member vote at next Annual Meeting (April)
    - Membership may also hold regular or special meetings throughout the year
    - “One Member One Vote” at all membership meetings (statutory requirement)
- ⚡ **Adopting JPA and joining CPCNH provides access to expertise and resources at no cost**
  - **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 Director & Alternate → and then CPCNH Board votes to approve community as a new Member
  - Direct link to JPA <https://bit.ly/3vAfdxg> also at [www.cpcnh.org/about](http://www.cpcnh.org/about)



# Join Us In Leading New Hampshire's Community Power Movement!



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

## Questions & Discussion

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

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