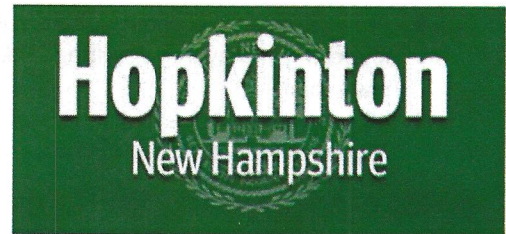




Town of Hopkinton Community Power

With Standard Power

March 22nd, 2023

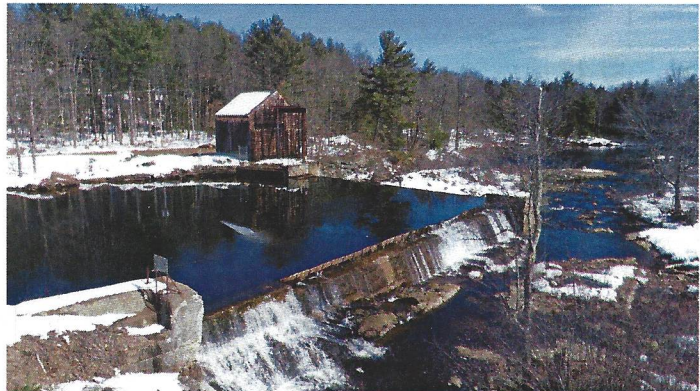


1




Standard Power Inc.

- Administrator of the largest group net-metering program in NH
 - Hydro, Solar
- Solar/Hydro/REC integration for multiple communities
 - In 2013, Standard Power purchased RECs to offset 100% of the electricity sold to our customers
- Active participant at the Public Utilities Commission, DOE and NH State House



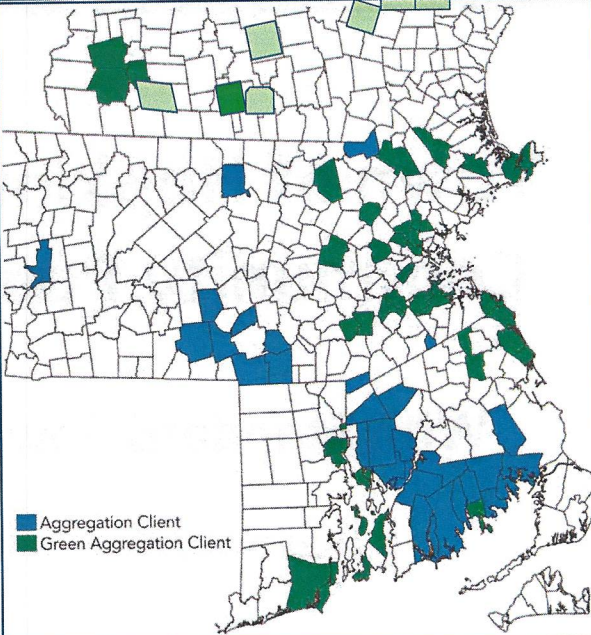
Standard Power was founded in 2010

2



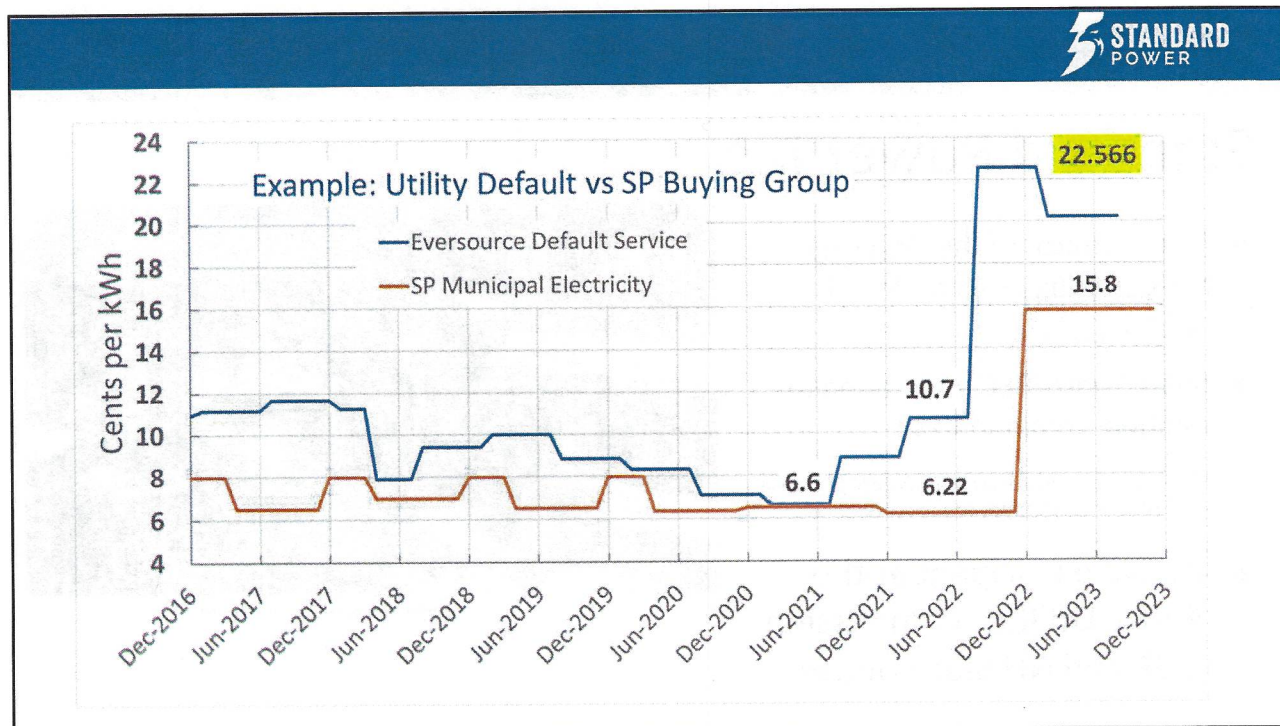
Standard Power Inc.

- Teamed up with **Good Energy LLP** in 2020
 - Providence and six communities in RI launching in May, representing 20% of state load
 - 45 programs in Massachusetts, representing 400 million kWh/year
- City of Keene and 11 NH Towns
- First four programs in NH launched in March
- Seven more programs on track for 2023



■ Aggregation Client
■ Green Aggregation Client

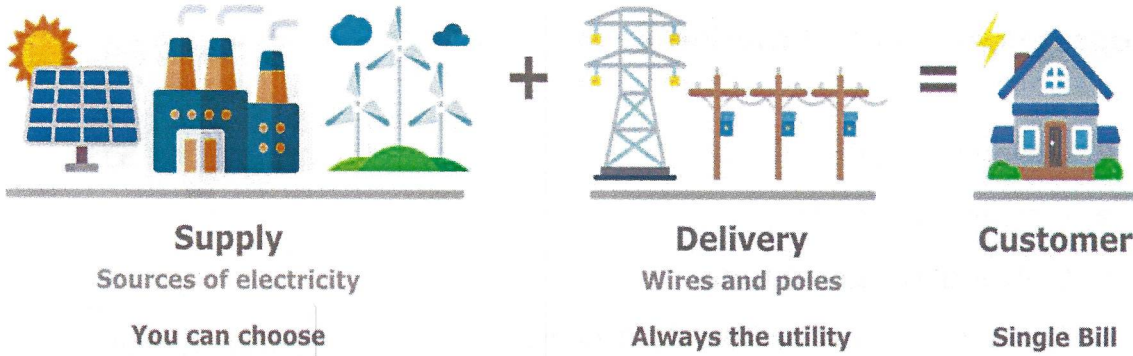
3



4



What is Community Power?



Municipality purchases electricity supply for residents and small businesses.
Goals are cost savings and more renewable energy.
Delivery, emergency services, and billing all stay with the utility.

5



Secure Competitive Pricing

Market Timing



Utilities have little flexibility on when to purchase power or how long to lock in. Community Power has complete flexibility.

Buying Power



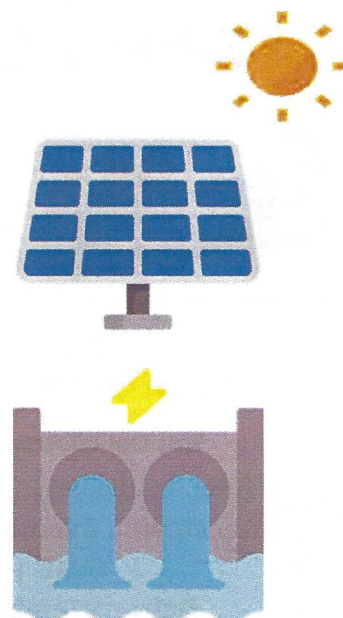
By pooling demand across the entire municipality, we generate significant buying power. We can even team up with other municipalities.

6

Local Renewable Energy

Program choices and markets:

- Green Default
- Optional products
- Optional program fund
- Renewable Energy Certificates (RECs)
- Local resources



7

More Benefits

Local control



Consumer protections



Energy planning



Innovative local programs



Education and awareness



8



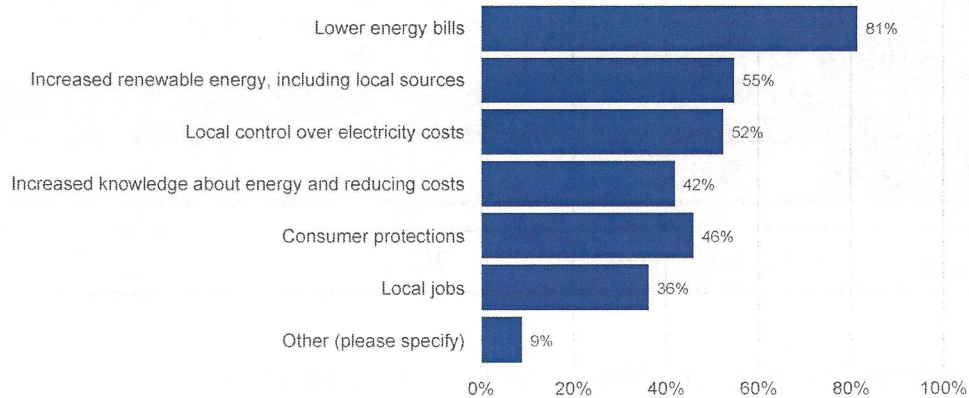
11 Towns Survey Summary Results and Demographics

- 11 Communities
- 1,145 surveys
 - 67% Eversource
 - 15% NHEC
 - 17% Third Party

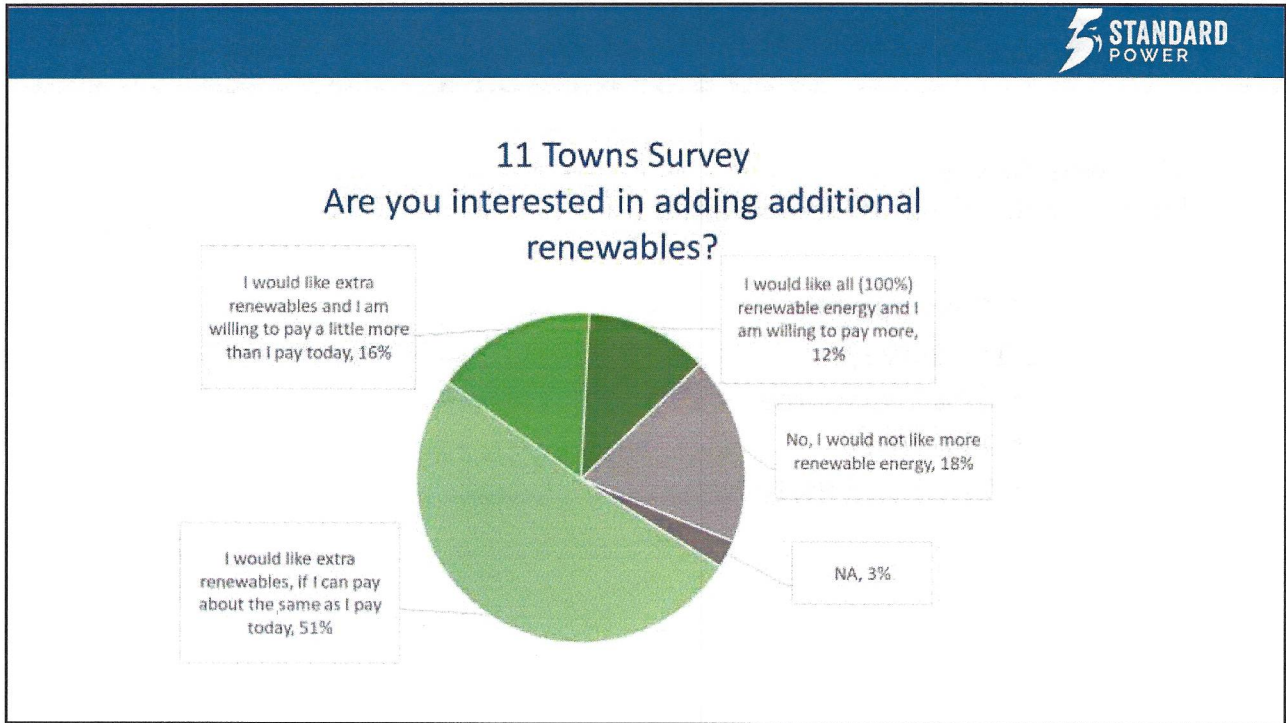
9



11 Towns Survey: What would you want a program to bring to our community? Check all that apply:



10



11

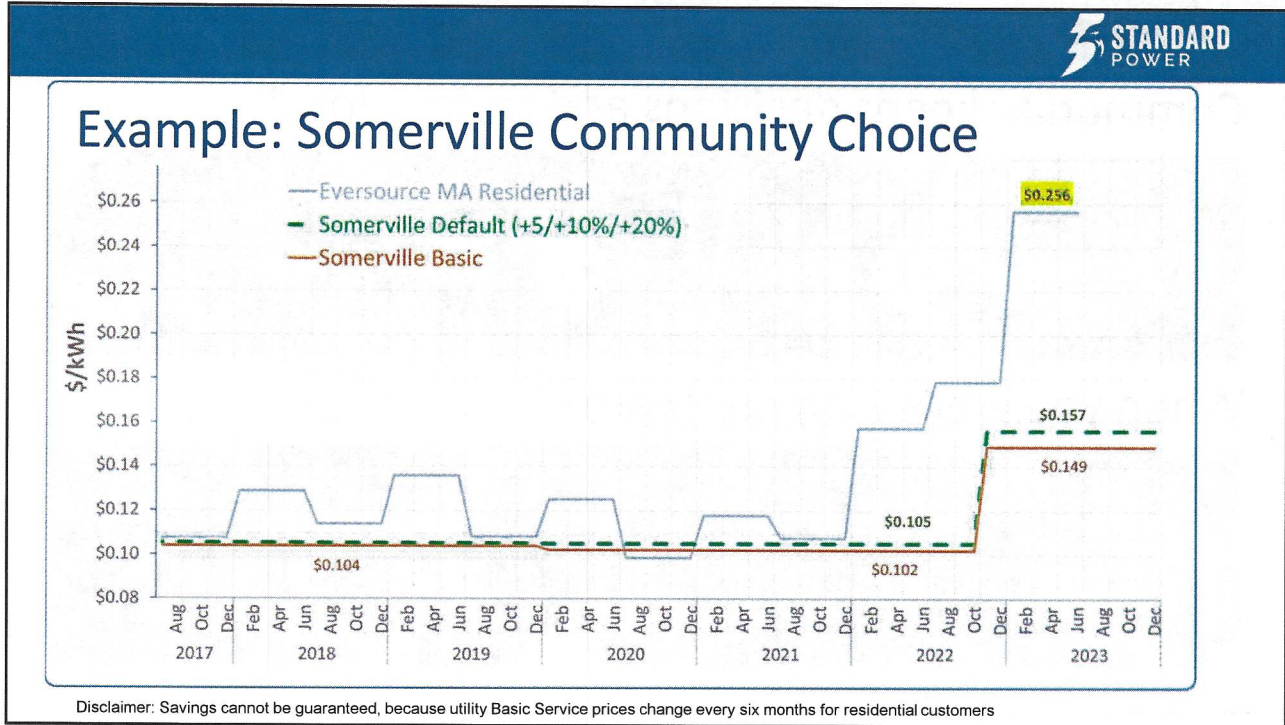


First Four Programs Set to Launch in NH

| GoodEnergy | June 2023 | Rate (cents/kWh) | Renewable |
|--------------------|------------|------------------|-----------|
| | Default | 11.47 | 33.4% |
| | Green 50% | 12.05 | 50% |
| | Green 100% | 13.9 | 100% |
| CPCNH | Basic | 15.8 | 23.4% |
| Utility Rates | Eversource | 20.221 | 23.4% |

Keene, Wilton, Swanzey and Marlborough to launch in June

12



13

Community Power Highlights:

- Opt-out program bundles together eligible customers for savings
- Those currently on competitive supply are not eligible but can opt-in
- Choices for lowest cost and 100% renewable
- Electric assistance customers keep full benefits
- Work on local energy initiatives
- No cost to the municipal budget

14



Community keeps decisions and savings local



When you work with our team

| | | | |
|---|--|--|--|
| <ul style="list-style-type: none"> Form CPC committee Define goals Plan: renewable energy integration Plan: customer treatment Plan: regulatory requirements Community Feedback Public Outreach Public review process | <ul style="list-style-type: none"> Local approval Community outreach Public meetings Public hearings Regulatory submission Regulatory Q&A Regulatory approval | <ul style="list-style-type: none"> Engage suppliers to a new market Supplier data Supplier vetting Market timing Bidding Contract negotiation Choosing a supplier | <ul style="list-style-type: none"> Public outreach Direct mail materials Public meetings Opt-out process Customer Service Ongoing program management |
|---|--|--|--|

15



Timeline

| Form Your Team | Plan & Approve | Regulatory | Outreach + launch | Manage + Monitor |
|--|---|---|---|---|
| <ol style="list-style-type: none"> 1. Appoint a Community Power Committee 2. Choose experienced SP/GE to help plan and launch your program | <ol style="list-style-type: none"> 3. Draft Community Power Plan with public input 4. Secure local approval of plan (Select Board and Town Meeting) | <ol style="list-style-type: none"> 5. Submit Plan to Public Utilities Commission for approval. This approval step can be initiated prior to approval at Town meeting | <ol style="list-style-type: none"> 6. Procure electricity supply 7. Implement public education and opt-out campaign 8. Launch! Eligible accounts that have not opted out are automatically enrolled | <ol style="list-style-type: none"> 9. Provide ongoing customer support, outreach, opt up campaigns, data management and analysis, planning, and more |

16

Questions?



Emily Manns
Community Power Consultant
Standard Power
e.manns@standardpower.com



Bob Hayden
President and CTO
Standard Power
b.hayden@standardpower.com



Ryan Polson
Senior Energy Consultant
Standard Power
r.polson@standardpower.com

<https://www.standardpower.com/>

