



To: Salem Town Council – Robert F. Bryant, Joseph Sweeney, D.J. Bettencourt, James S. Keller, Paul Pelletier, Cathy Ann Stacey, Keith Stramaglia, Lisa S. Withrow, Bonnie Wright

Cc: Christopher A. Dillon, Town Manager; Joe Devine, Assistant Town Manager

From: Clifton Below, Lebanon Assistant Mayor and CPCNH Board Chair; Lisa Sweet, Rye Board Director and Chair of Members Committee; Brian Callnan, CPCNH Chief Executive Officer

Date: 12/22/2023

Subject: Invitation to Join Community Power Coalition of New Hampshire

We are writing to invite the Town of Salem to join the Community Power Coalition of New Hampshire (CPCNH or the Coalition), a nonprofit power agency governed by our member communities. There is no cost associated with joining CPCNH.

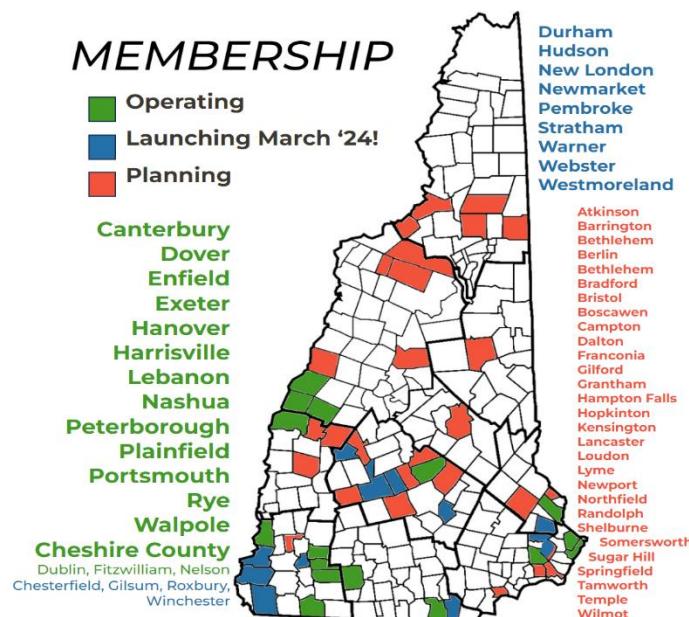
The CPCNH project started with our legislative work in 2019 to update RSA 53-E so member communities could realize the benefits of non-profit power agencies. We launched service in May 2023, are pleased to now be realizing a forecasted \$20 million in savings and benefits for more than 80,000 ratepayers across sixteen NH cities and towns through the end of this calendar year.

Community Power Coalition of New Hampshire provides:

1. The skilled expertise to operate a competitive power agency on behalf of your community.
2. The technical assistance necessary to step your community through the process to launch Salem Community Power and deliver the benefits of membership.
3. A way for your community to realize economic and environmental benefits without impacting municipal budgets.

We hope you will join our one county and 50 municipal Members representing over 25% of the state's population.

Thirteen of our member cities and towns are already supplying power to their communities with another 3 towns participating via Cheshire County. Many more are expected to launch within a year.





We are consistently reducing electric supply rates by 10-20% from the Utilities' supply rates and putting hundreds of dollars a year back into the pockets of each of our customers.

Our flexibility allows us to actively manage our power portfolio helping us to realize continued savings into the future. Our non-profit status and focus on cost savings help us to keep our operating costs low so we can deliver rates that are more than competitive with any offering available in the marketplace.

By allocating net revenues towards community reserve funds, instead of shareholder profits, we protect against energy market price volatility, and reduce operating costs. As a nonprofit power agency, accountable to New Hampshire cities and towns, we can use these reserves to ensure rate stability and leverage them towards building a more affordable and sustainable energy future for our communities.

Salem can become a Member of CPCNH by Salem Town Council vote to adopt our Joint Powers Agreement. There are typically two phases to membership with CPCNH:

- ⚡ First, CPCNH Members, Staff, and vendors help a Town Committee develop an "Electric Aggregation Plan" for "Salem Community Power" for adoption by the Salem Town Council. This allows Salem Community Power to become the new default electricity provider for the Town's residents and business. Salem Town Council adoption of the "Joint Powers Agreement," and then later adoption of the "Electric Aggregation Plan," do not obligate Salem to any course of action.
- ⚡ Second, Salem can then choose to contract with CPCNH to provide comprehensive services, including power procurement, customer notifications and enrollments, and opportunities to jointly develop or contract for projects with other Members for power supplies with local generators.

There is no cost to joining CPCNH. Community Power programs are self-funded through revenues from electricity sales received from participating Community Power customers. Customers can choose from a menu of clean energy options, and less than 1% of customers have opted out thus far.

As a governmental instrumentality and a 501(c)4 public nonprofit, CPCNH is governed by its member communities. Our Board consists of 20 Member representatives, elected by the Members at the annual meeting, which ensures accountability and financial transparency.

Our Members take part in our Board and Committees. We welcome a Salem representative to meet with counterparts from across the state by attending a Committee or Board meeting. A public calendar of our meetings is available at www.cpcnh.org/calendar.

If Salem elects to join the Coalition, the Town may appoint a primary and an alternate to represent the Town at our Membership meetings (July, October) and/or stand for a seat on our Board at the April election. An appointee can be an elected official, staff, a committee member, or a volunteer selected by the Salem Town Council.

Community Power and CPCNH present a significant opportunity for our cities and towns to realize their energy goals, including reducing and stabilizing costs, increasing customer choice and stimulating local economic development of clean energy technologies. Many community members are choosing to increase the renewable content of the energy they



receive, an option CPCNH prides itself on and works to make those choices easy for the community to make. We are pleased to invite the Town of Salem to join this Coalition.

Thank you and please do not hesitate to contact us for further discussion.

Sincerely,

Clifton Below, Lebanon Assistant Mayor and CPCNH Board Chair

Lisa Sweet, Rye Director & Chair of CPCNH Member Outreach & Engagement Committee

Brian Callnan, CPCNH Chief Executive Officer

Attachment 1: Template Motions to Join CPCNH

ACTION — Join Community Power Coalition of New Hampshire as a Member

“MOVED to authorize the Town Manager to enter into the “Joint Powers Agreement” of Community Power Coalition of New Hampshire under the provisions of New Hampshire RSA 53-A for the purpose of supporting member municipalities and counties in developing and implementing electric aggregation plans, pursuant to RSA 53-E, as well as related statutory authorities.”

“MOVED to appoint _____ to serve as Salem’s primary representative to CPCNH and _____ to serve as an alternate representative.”

ACTION — Establish an Electric Aggregation Committee

“MOVED to establish an Electric Aggregation Committee pursuant to RSA 53-E:6 to oversee the development of a plan for an electric aggregation program.”

Also Included in this Section as Weblinks:

1. CPCNH _ Amended JPA _ as of 4-21-23.pdf

https://www.cpcnh.org/_files/ugd/202f2e_fcddc4d7e9194e3aada317053becfa38.pdf

2. Community Power — CPCNH — Overview.pdf