

Brentwood Energy & Efficiency Advisory Committee Minutes Meeting on May 17th, 2023

Members present: Anna Heard, Gabbie Kelly, Keith Paul, Rick Labreque, Kris Magnusson,

Alternates present: Kristin Aldred, Matt Lipinski

1. Comments on previous meeting minutes- none.
2. Gabbie made a motion to accept the minutes. Kris seconded. Motion passed with no opposition.
3. Update on CPCNH-
 - a. Hired a CEO.
 - b. Dover decided to hold off on joining CPCNH until next year.
4. Kris has not received a response from Karen regarding fuel inventory.
 - a. Karen may have emailed Rick directly.
5. Kris mentioned that the Fire Department solar array lease is up this fall.
 - a. Should Brentwood purchase the array? The answer might depend on decommissioning costs.
 - b. Aurum Recycling, Destruction, and Recovery out of Goffstown, NH is an option.
 - c. Gabbie questioned when this topic will be a priority.
6. Stuart Ormsbee is the Vice President of Power Supply Strategies for Colonial Power Group.
7. Colonial Power Group is partnered with Freedom Energy Logistics.
 - a. Freedom Energy is based out of Auburn NH and has roughly 30 employees.
 - b. CEO is Bart Formuth.
 - c. Focuses primarily on power procurement for commercial customers and municipalities.
 - d. Bart reached out to Stu to partner Freedom Energy with Colonial Power.
8. Colonial Power works with ~85 communities in Massachusetts.
 - a. Boston and Lowell are noteworthy cities that have contracts with Colonial Power.
9. Colonial Power Group has 7 employees.
10. Their go-to-market approach is different than CPCNH.
 - a. Often considered a “broker approach.”
 - i. Turn-key. They’re equipped to do everything for the community, providing the resources for communities to commit to aggregate.
 - b. They don’t push savings or renewable energy. They take feedback from the community to decide which options to focus on.
 - c. They take a strategic approach to buying power during good times in the market.
 - i. If there’s a dip in the market they may recommend a community extends a contract.
11. Kris questioned Colonial Power’s offer of 100% renewable energy supply.
 - a. Do they need to purchase RECs? Are the RECs from regional, national, or global sources?
 - i. Communities can decide to purchase RECs only from New England.

- b. Stu says it's the most practical method.
 - c. Colonial Power wants to offer options over and above RECs.
 - i. The energy sources purchased with RECs were likely constructed over 5 years ago. REC revenues go to that project owner. Revenues don't impact/ facilitate new renewable energy projects.
 - ii. Colonial Power Group wants to offer agreements that help support new renewable energy projects.
 - 1. PPAs or project contracts where the coalition facilitates the construction of renewable energy sources.
 - 2. The new renewable energy power generation will displace fossil-fueled generators.
12. Brentwood would have a single contract with one supplier. We would not be combined with other communities.
13. Constellation, Next Era, Direct Energy, and First Point Power are some of the suppliers Colonial Power works with.
14. Their market approach is the same as Standard Power.
15. If Brentwood goes with CPCNH, we join a group of towns, losing our independence as a community.
 - a. Brentwood wouldn't have total control over the supplier.
16. Brentwood could combine with other towns to increase purchasing power, however, Colonial Power has found that there's little benefit with a town of our size.
17. Colonial is always looking at the market for a good time to buy. They won't wait until our contract is up before looking to purchase. You can sign a contract today which will go into effect a year later.
18. Gabbie asked how Colonial Power engages the community to build trust.
 - a. They always take advice from the energy committee.
 - b. Face-to-face meetings with community groups (ex. senior centers etc.) are guaranteed.
 - c. They don't do surveys.
 - d. They'll use town social media platforms.
 - e. They do mailings to issue opt-out notices. They can do additional mailings, however, Stu says it's getting less effective.
19. Colonial Power Group has a call center to answer questions. In the transition, customers will reach out directly to Colonial. After the program is running, customers will likely reach out directly to the supplier.
20. Their goal is that town staff will have to do no work- town staff are supposed to divert questions to Colonial Power Group.
21. The utilities are on different timelines before they complete the Purchase of Receivables programs. Since Brentwood has three utilities, launching will be more difficult than if we only had one utility.
 - a. Purchase of Receivables- credit insurance that guarantees payment to the supplier.
 - b. CPCNH doesn't have a purchase of receivables program.

22. Solar customers would be on an opt-in format. Homeowners can call Colonial if they have questions regarding net metering.
23. What is the price range for Colonial Power's suppliers?
 - a. 0.5 cents difference from cheapest to most expensive.
24. Colonial Power works with Lincoln, NH. They will launch after the purchase of receivables program has been implemented.
25. Hampton's plan should be approved by the PUC in the next few days.
26. Colonial Power is in negotiations with Londonderry and Merrimack.
27. Public hearings would occur no later than this fall if we want to vote on the EAP next town meeting.
 - a. We could file the EAP before town meeting.
28. Would Brentwood have to sign an MOU to continue working with Colonial Power Group?
 - a. Yes, they have a form of agreement.
29. The Selectboard could decide to stick with the default supplier if third-party supplier rates aren't competitive.
30. Why do communities pick Colonial Power vs Standard-
 - a. They focus only on municipal aggregation.
 - b. Professional background.
 - c. Deep, detailed understanding of markets, how the utilities operate, etc.
 - d. They do their own price testing and in-house modeling to help guide communities in decision making.
 - e. They don't push a particular product.
31. Colonial Power's fee is 0.1 cents per kWh.
32. Colonial collaborates with Freedom on legislative matters.
 - a. They complement each other.
33. Next meeting is on Wednesday, June 21st at 7 pm.
34. Kris made a motion to adjourn. Gabbie seconded. Motion passed with no opposition at 8:17 pm.