

# ATHOL Massachusetts

*Come grow with us!*



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## Summary

- Municipal Aggregations
- Solar
- EV Charging

July 18, 2023

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## DR. KEVIN J. KELLY, CEO

Dr. Kelly has 25 years' experience in the energy business. He first served as Director of AES/Constellation NewEnergy New England, a major supplier in the energy world, then as the Vice President and Partner with Power Management Company, a leading national energy consulting company.

Dr. Kelly earned a bachelor's degree in Management from the University of Massachusetts and his master's degree from Harvard University in Energy Policy & Strategy. He holds a Doctorate in Law & Energy Policy.

Dr. Kelly served as a Professor at Assumption College and Northeastern University teaching various business classes including Decision Analytics, Decision Making/Statistics, Quality Management and Entrepreneurship.

Throughout his energy career Dr. Kelly has managed hundreds of commercial, industrial, academic, non-profit, and municipal energy customers.

## REFERRALS

Stonehill College



City of N. Tonawanda, NY



Thornton Academy



Quincy College



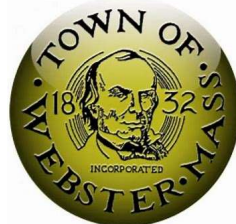
Project Service



Town of Abington



Town of Webster, MA



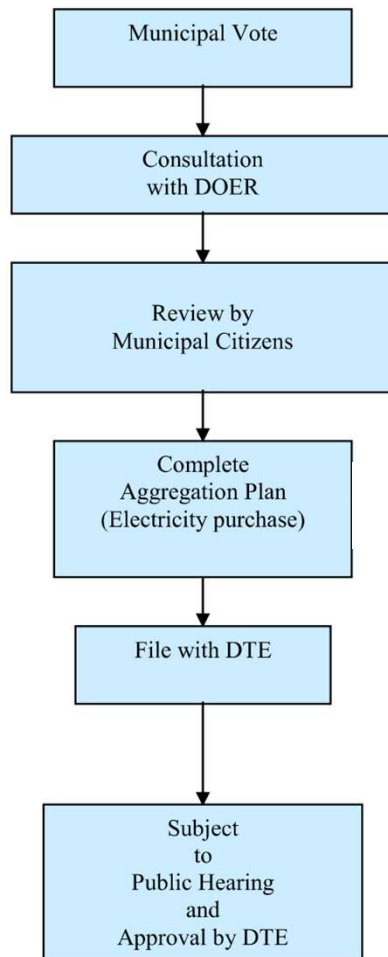
Town of Carver



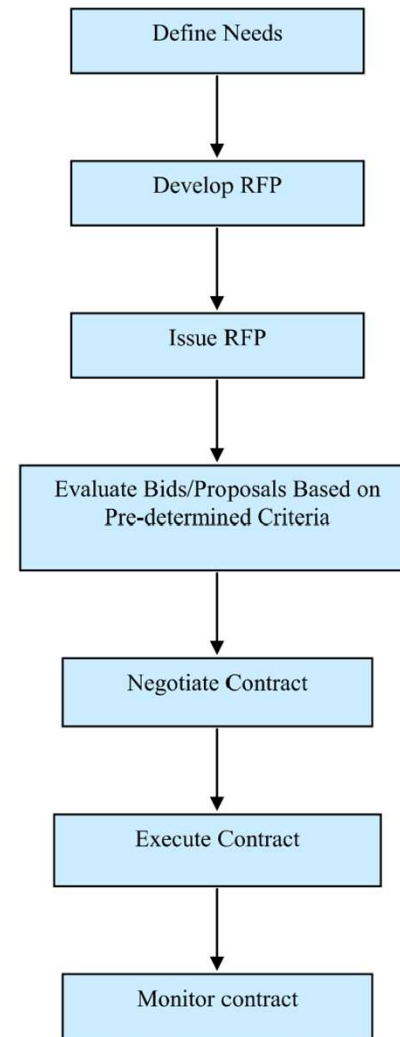
# Municipal Aggregation

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## Municipal Aggregation Process



## Electric Supply Selection Process



## \_\_\_\_\_ Welcomel \_\_\_\_\_

New electricity accounts in Webster will be eligible for automatic enrollment in accordance with State law and will receive a letter in the mail from the Town prior to enrollment.

## UNIVERSITY OF WOLLONGONG

WOLLONGONG CAMPUS  
PO BOX 1170 WOLLONGONG NSW 2522  
(02) 8226 2000 FAX (02) 8226 2001

Issue No. 4/02

### The Water-Bearing Iron Oxides

Water-Bearing Iron Oxides (WBOs) are a group of minerals that form in the presence of iron and water. They are found in a variety of environments, including the oceans, lakes, and rivers. WBOs are important for a number of reasons, including their role in the formation of iron ore deposits and their potential as a source of water in arid regions.

WBOs are formed by the precipitation of iron from solution.

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### Phosphate Minerals

Phosphate minerals are a group of minerals that contain phosphorus. They are found in a variety of environments, including the oceans, lakes, and rivers. Phosphate minerals are important for a number of reasons, including their role in the formation of iron ore deposits and their potential as a source of water in arid regions.

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As a new participant in Webster PowerUp, you will be automatically enrolled in **PowerUp Standard**. If you would like to receive all (100%) of your electricity from clean, renewable sources like the sun and the wind, you have the option to choose **PowerUp Green**.

**PowerUp  
GREEN  
12.281  
¢/kWh  
(option)**

Learn more about program options & pricing

A municipal electricity aggregation is a group electricity purchasing program. Participating in Webster PowerUp will change your electricity supplier and the price National Grid uses to calculate the supplier services portion of your electricity bill, but participating will **not** replace National Grid as your electric utility. [Learn more.](#)

**National Grid  
continues to deliver  
your electricity**



- Where Crimson Power appears on the bill
- How to use your bill to figure out in which program option you are enrolled

[illegible]

Please note that, while Webster PowerUp offers the potential for savings when compared with National Grid's Basic Service price, **there is no guarantee of savings.** This is because National Grid's prices change every 6 months for residential and small business customers and every 3 months for large business customers and future National Grid prices are unknown.

National Grid will never knock on your door or call you to talk about your electricity bill.  
Only provide your National Grid account number if you are ready to change your electricity supplier.



**CRIMSON POWER**  
*Solutions*

## NY Office

 (774) 836-0798

28 Prince St  
Rochester, NY 14607

 [info@crimsonpwr.com](mailto:info@crimsonpwr.com)



## TOWN OF WEBSTER

### TOWN ELECTRICITY AGGREGATION PROGRAM NOTIFICATION LETTER

November 1, 2022

Dear Webster Electricity Service Customer,

This letter contains information about your National Grid electricity bill. Webster has a Town electricity aggregation program, **Webster PowerUp**. The program is a form of group electricity purchasing. Webster PowerUp will change your electricity supplier and the price that is used to calculate the Supply Services portion of your National Grid electricity bill.

**If you received this letter and you do nothing,  
you will be automatically enrolled in Webster PowerUp.**

**To avoid automatic enrollment, your opt-out request must  
be postmarked by December 5, 2022.**

**If you do not opt out, you will be enrolled in PowerUp Standard  
at a price of 9.509 €/kWh.**

- **If you participate:** You will remain a National Grid customer. Your electricity bill will continue to come from National Grid, and you will continue to call National Grid if your power goes out. However, Dynegy will be listed as your electricity supplier, and National Grid will use the Webster PowerUp price to calculate the Supply Services portion of your bill. National Grid's delivery charges will be unaffected.
- **If you do not participate:** National Grid will continue to calculate the Supply Services portion of your electricity bill using their Basic Service price.

#### Program Benefits

**Choice** - Webster PowerUp gives you two new electricity choices: 1) PowerUp Standard is the default program offering and meets minimum state renewable energy requirements; 2) PowerUp Green is a program option that provides 100% of your electricity from renewable sources for a small premium. You will be automatically enrolled in PowerUp Standard, but you may choose PowerUp Green. (Please see the back for details.)

**Potential savings** - Webster PowerUp offers a long-term price with the potential for savings compared to National Grid's Basic Service prices. However, because National Grid's Basic Service prices change every 6 months for residential and commercial customers and every 3 months for industrial customers and their future prices are not known, savings compared with National Grid cannot be guaranteed.

**Price stability** - Your electricity supply price will not change before your November 2023 meter read. Long-term price stability makes the program different from National Grid's Basic Service and from many commercial electricity supply offers in the marketplace.

**If you are on a budget plan or are eligible for a low-income rate or fuel assistance, you will continue to receive those benefits as a participant in Webster PowerUp.**

## Webster PowerUp

**Your New Electricity Supply Price**  
**9.509 €/kWh**

This price will be fixed until your  
November 2023 meter read. Compare to  
National Grid's prices on the back. ▶

#### Customer Support

**1-774-413-5334**

**WebsterPowerUp.com**  
**webster@MassPowerChoice.com**

#### Don't Want to Participate?

**Participation is not required. There is no  
penalty or fee to opt out of the program,  
and you may opt out at any time.**

If you choose not to participate, you will  
remain on National Grid's Basic Service  
pricing.

To opt out, do one of the following at  
any time. To avoid automatic enrollment,  
submit or postmark your opt-out request  
no later than **December 5, 2022**:

- ▶ Opt out online at [crimsonpwr/  
Webster](https://www.crimsonpwr.com/webster)
- ▶ Call customer support at  
**1-774-413-5334**

#### Program Options & Pricing

**1. If you do nothing, you will be automatically enrolled in POWERUP STANDARD:** **9.509 €/kWh\*** for residential, commercial, and industrial accounts

<b>Renewable energy content</b>	Meets Massachusetts minimum renewable energy requirements (20% MA Class 1 RECs in 2022).
<b>Rate term</b>	Enrollment - November 2023 meter read.
<b>Exit terms</b>	Leave any time. No exit charge.

**2. If you want 100% renewable energy, you may choose POWERUP GREEN:** **12.281 €/kWh\*** for residential, commercial, and industrial accounts

To choose POWERUP GREEN, call customer support at 1-844-379-2171.

<b>Renewable energy content</b>	<b>100% renewable electricity from the New England region (MA Class 1 RECs).</b>
<b>Rate term</b>	Enrollment - November 2023 meter read.
<b>Exit terms</b>	Leave any time. No exit charge.

**3. If you choose to opt out, you will remain on NATIONAL GRID'S BASIC SERVICE:** **33.891 €/kWh** residential  
**32.287 €/kWh** commercial  
**27.387 €/kWh** industrial  
*NOTE: National Grid's prices are not long-term prices. Prices are for National Grid's current 6- or 3-month rate term only, and future prices are not known.*

<b>Renewable energy content</b>	Meets Massachusetts minimum renewable energy requirements (20% MA Class 1 RECs in 2022).
<b>Rate term</b>	November 1, 2022 - April 30, 2023, for residential and commercial accounts. November 1, 2022 - January 31, 2023, for industrial accounts. National Grid's fixed Basic Service prices change every 6 months for residential and commercial accounts and every 3 months for industrial accounts. (For the most current prices, visit <a href="https://www.nationalgridus.com/MA-Home/Rates/Supply-Costs">https://www.nationalgridus.com/MA-Home/Rates/Supply-Costs</a> and select "Basic Service Rates.")
<b>Exit terms</b>	Leave any time. No exit charge. However, industrial customers only (rates G-2 and G-3) on the fixed-price Basic Service option may receive a billing adjustment, which may be either a credit or a charge.

\* The PowerUp Standard price and the PowerUp Green price both include a \$0.001/kWh administrative fee. Program prices could increase as a result of a change in law that results in a direct, material increase in costs during the term of the electricity supply agreement.

#### Frequently Asked Questions

**Are savings guaranteed?** No. National Grid's prices change every 6 months for residential and commercial accounts and every 3 months for industrial accounts, and future prices are not known. National Grid's prices will next change on May 1, 2023, for residential and commercial accounts, and on February 1, 2023, for industrial accounts.

**I have signed my own contract with an electricity supplier. Will I be automatically enrolled?** You may have signed your contract after this mailing list was created. If that is the case, you must opt out if you wish to retain your current contract. If you do not opt out, your account will be enrolled in Webster PowerUp, and that may trigger early termination fees from your electricity supplier.

**I have a tax-exempt account. How can I retain my account's tax-exempt status?** Taxes will be billed as part of the program's power supply charge. Customers are responsible for identifying and requesting an exemption from the collection of any tax by providing appropriate tax-exemption documentation to Dynegy. Visit [CrimsonPwr/Webster.com](https://www.crimsonpwr.com/webster) for information on where to submit your documentation.

For more information, please visit [CrimsonPwr/Webster.com](https://www.crimsonpwr.com/webster.com). If you have any additional questions, please do not hesitate to contact customer support at **1-774-836-0798**. Our Town consultants will be happy to help you.

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### *Aggregator's Role*

The aggregator's primary role is to act as a catalyst or agent, introducing interested customers to a suitable supplier. The aggregator determines the service constituents want to acquire, solicits bids, and chooses a supplier. Once formed the aggregation and its participants enter a service agreement with the chosen supplier. At this point, the aggregator's role is monitoring and overseeing the contract. The supply service and distribution service used by members of an aggregation are subject to the same laws, regulations and tariffs as the service used by other retail customers. Similarly, the Competitive Supplier serving the aggregation is automatically subject to all regulations established under the Act, including licensing, consumer information, air emission standards and renewable portfolio standards.

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***Consequences of Aggregating***

For participants, possible consequences include savings in electricity bills relative to the standard offer as well as any other benefits expected through the aggregation, such as a greater range of pricing options and higher levels of renewable energy. For the municipality, these consequences include broader availability of energy savings, improvements in the local economy, greater control of energy efficiency funds and possible increase in administrative costs.

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***Policy Objectives***

- ***Universal access.*** A municipal aggregation plan must provide for universal access by giving all consumers within its boundaries the opportunity to participate, whether they are currently on Standard Offer, Default Service or the supply service of a Competitive Supplier. (Pursuant to the Act, service will be available to qualifying low-income customers at a discounted distribution service rate).
- ***Reliability.*** Consider the supplier's ability to fulfill its obligations without exposing supply recipients to unanticipated costs. Obtaining financial and contractual guarantees from the selected supplier to cover financial risks, including costs of replacement electricity if it fails to deliver or perform, provides some protection to the aggregator from these unexpected costs.
- ***Equitable treatment.*** The municipal load aggregation **must** ensure equitable treatment of all classes of participating consumers (residential, commercial and industrial) by requiring the supplier to provide service to customers with comparable load characteristics at comparable prices, terms and conditions.

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***Structure, Operations, and Funding***

The organizational structure and funding reflects the specific characteristics of the community, or communities, and their particular load aggregation. Identify the official(s) responsible for contract administration, program evaluation, and ongoing program administration and monitoring. Also, disclose the funding level and source for program implementation. Include descriptions of the various contractors, the authorizations needed for the contracts, and the approval processes governing those agreements.

## Staffing and Budget Resources

From the perspective of the municipality, it is important to estimate the cost of implementing the program in terms of staff time and external consultants necessary to design and operate a load aggregation plan. Compare these costs to the estimate of annual benefits per participant, as well as to the municipality's overall operating budget. This comparison helps determine whether the potential benefits of load aggregation to constituents are sufficient to justify allocating municipal staff and budget resources to this initiative.

Include estimates of staff and financial resources, for the start-up stage, consumer outreach and information, analyses, RFP preparation, RFP evaluation, contract negotiation, town and DTE hearings and constituent inquiries. Also include program operational expenses, resources for contract administration, and performance evaluation. These activities entail monitoring the effectiveness of supplier interaction with participants through periodic surveys, compliance with contract terms, supplier relationships with the Local Distribution Company, regulatory monitoring and ongoing market analysis.

*"Forming an aggregated group can be a fairly complex process. An aggregator performs a variety of roles, many of which require a high degree of technical and legal expertise. Few organizations or small companies have staff with a thorough understanding [of] load profiling, power procurement and pricing issues. For these reasons, most governmental and nonprofit aggregators hire a consultant or agent to perform these essential functions."*<sup>14</sup>

## Pricing Information

The Act requires that constituents be clearly advised of all charges associated with participation in the aggregation, including not only prices for electricity, but also any penalties for leaving the aggregation after the initial 180-day opt-out period.<sup>15</sup>

- **Rate setting and special charges.** Detail the methods used for establishing the price for energy and/or energy-related services and describe any other charges to participating consumers, including any penalty fees for early termination. Generally, the procurement process establishes the price per kilowatt-hour. The price for requested additional services could be addressed in the contract. If the prices charged to participating consumers vary according to load or service characteristics, justification for those price differences explains that the program is treating all participants equitably.

<sup>14</sup> Caroline Sahley, *Electric Consumer Aggregation Options*, page 21.

<sup>15</sup> M.G.L Chapter 164: Section 134 (a) "Once enrolled in the aggregated entity, any ratepayer choosing to opt-out within 180 days shall do so without penalty and shall be entitled to receive standard offer service as if he was originally enrolled therein."

If the initial feasibility study is positive, the next step is selection of an electricity supplier. In general, this involves collecting any additional data not previously collected, developing an RFP, and attracting qualified market suppliers to submit proposals. The steps below are illustrated on the flowchart (Figure 5) on the following page.

### ***Define Needs***

Define and describe the supply services and energy-related or ancillary services desired. These typically include the full range of services necessary to ensure reliable supply, effective administration, coordination with transmission and distribution intermediaries, and responsive customer assistance (see “Desired Services”, page 12). Energy-related or ancillary services include activities related to energy efficiency and management, power quality and reliability enhancement, electrical infrastructure, techniques for customer management of supply and price risks, and transaction services.

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### ***Develop RFP***

The content and design of the RFP varies based on the specific services and service features solicited. In general, the procurement document includes several components:

- a description of the load aggregation (potential size of the aggregated load, and the number of customers and/or accounts)
- the services and features desired by the participants
- the qualification criteria required in order to have a bid considered
- the criteria used to select the supplier
- the essential provisions of the standard contract between the chosen supplier and participating constituents
- term of service

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### ***Selection Process***

The selection process generally includes the following:

- The issue date for the proposal
- Scheduling of a pre-bid conference
- Submittal of questions
- Release of proposal addenda
- Response deadline
- The conditions deemed negotiable and non-negotiable
- The evaluation process and criteria
- The interview process for finalists
- The contract product outcomes
- Proposal content requirements

Solar



## Solar Process



<b><i>Consideration</i></b>	Define the difference between solar net-metering and behind-the-meter solar.
<b><i>Locations</i></b>	Identify the potential project sites, this can include rooftops, canopies, ground mount.
<b><i>Develop RFP</i></b>	CRiMSON Power will create a bid document (typically 100 pages), outlining the terms of the solicitation, timeline, and locations.
<b><i>Publish</i></b>	Submit the solicitation document to the Central Register for review/publication.
<b><i>Walkthrough</i></b>	CRiMSON will lead a walkthrough of interested bidders to each potential site.
<b><i>Bid Opening</i></b>	Formal bid collection and opening.
<b><i>Q&amp;A</i></b>	CRiMSON will work with the Town to address questions from prospective bidders.
<b><i>Review</i></b>	CRiMSON will work with the Town to review and score the bids.
<b><i>Choice</i></b>	The Town, with CRiMSON's assistance will determine whether it makes sense to move forward with one of the bid proposals.
<b><i>PPA</i></b>	CRiMSON will assist the Town in negotiating a Power Purchase Agreement with the chosen EPC.
<b><i>Process</i></b>	CRiMSON will work with the chosen Engineering Procurement Company (EPC), through the process to assure a successful buildout to system commissioning.

# EV Charging

## DC Superchargers!



## **EV Charger Process**

<b><i>Locations</i></b>	Identify the potential project sites.
<b><i>Walkthrough</i></b>	Blue Planet's engineer will review each site and engineer a plan.
<b><i>Incentives</i></b>	Blue Planet will apply for all available incentives.
<b><i>Procurement</i></b>	Blue Planet will procure the Autel machines, materials and install the units.
<b><i>Management</i></b>	Blue Planet's EV network will serve the machines.
<b><i>Cost Units</i></b>	\$0.00
<b><i>Cost Install</i></b>	\$0.00
<b><i>Cost Network</i></b>	\$18/month/port
<b><i>Maintenance</i></b>	Blue Planet will offer a maintenance/monitoring plan.



THANK YOU!