

# Community (Em)power in NH

## Electricity by the People, for the People

### UNH Carsey School of Public Policy

March 13, 2024 | 8am, | Henry Herndon, Director of Member Services, CPCNH



**COMMUNITY  
POWER COALITION**  
OF NEW HAMPSHIRE



# Agenda

- 1 | Context: Restructuring Wholesale & Retail Electricity Markets
- 2 | Community Power: Redesigning Power Sector Governance
- 3 | The Future: Building a Competitive Retail Electricity Market

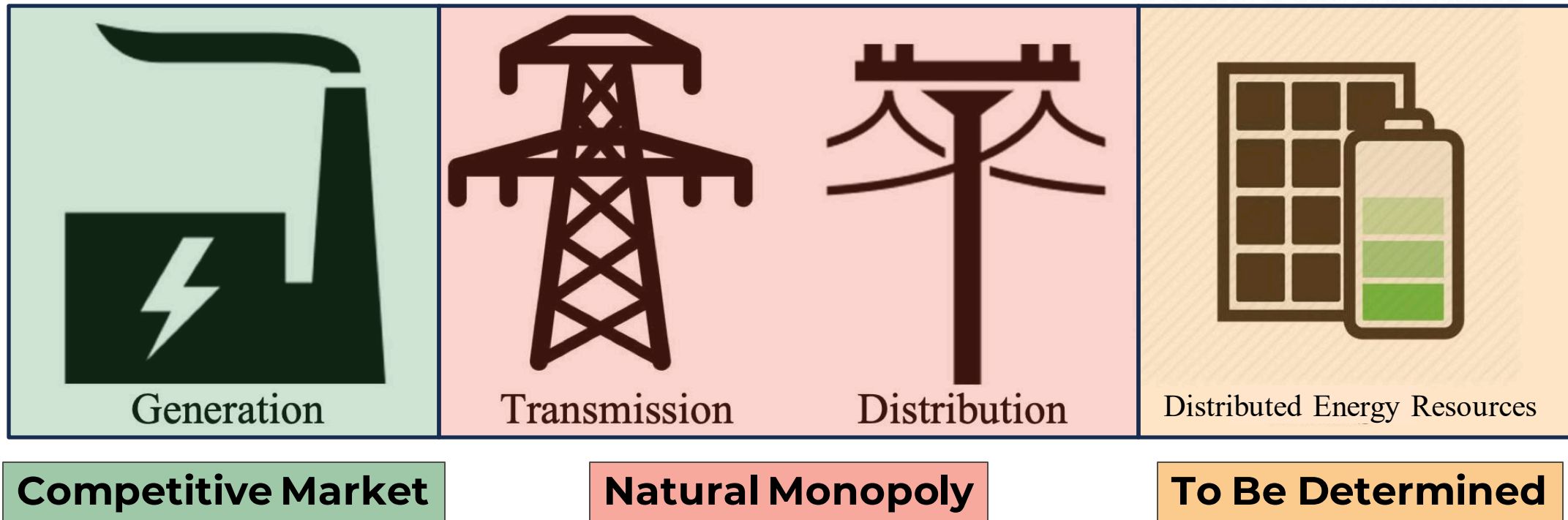
# RSA 374:F — Electric Utility Restructuring (1996)

**NH Constitution:** "Free and fair competition in the trades and industries is an inherent and essential right of the people and should be protected against all monopolies and conspiracies which tend to hinder or destroy it."

**Purpose:** Reduce costs of electricity through development of competitive markets for **wholesale** and **retail** electricity services; application of market price signals; least functional separation of centralized generation services from transmission and distribution services.

## Wholesale Electricity Markets

## Retail Electricity Markets



# Community Power & Retail Market Competition

- ⚡ Deregulation brought competition & price signals to wholesale power markets (ISO-NE). Retail power markets remain monopolized and devoid of price signals to appropriately value technologies and behaviors

**Retail Markets:** customer consumption & production; rooftop solar; EVs; batteries; efficiency; automated devices; all manner of customer and community

- ⚡ **Community Power Law:** Grants municipal and county Community Power Agencies broad authority to provide **BOTH** wholesale power supply service **AND** retail services: (1) The supply of electric power and capacity. (2) Demand side management. (3) Conservation. (4) Meter reading. (5) Customer service for aggregation provided services. (6) Other related services. [[RSA 53-E:3 Municipal and County Authorities.](#)]

***“Regulation is acquired by the industry and is designed and operated primarily for its benefit... Every industry... that has enough political power to utilize the state will seek to control entry... and retard the rate of growth of new firms.”***

**– George Stigler (1971)**

*Nobel Prize-winning American economist known for work in industrial structures, functioning of markets and causes and effects of public regulation*



# Twenty-first Century Energy Policy Making in New Hampshire: Lessons for Collaboration

# 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**

*Economies of Scale*

Utility Company  
**Delivers Power**

*Grid Reliability*

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

*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

# Coalition Membership

Community-Governed, Non-Profit Power Supplier

- ⚡ 2 County & 50+ Municipal Members  
Representing >30% of NH population
- ⚡ Launched service in April 2023
- ⚡ 28 Communities live as of March 2024
- ⚡ Serving ~120,000 customers
- ⚡ >\$9 Million in 1<sup>st</sup> year savings
- ⚡ Larger than Unitil or Liberty loads
- ⚡ Remaining Members to launch 2024+

**All cities, towns and counties are invited to join.**

## OPERATING SINCE

Spring 2023 

Fall 2023 

## TARGET LAUNCH

March 2024 

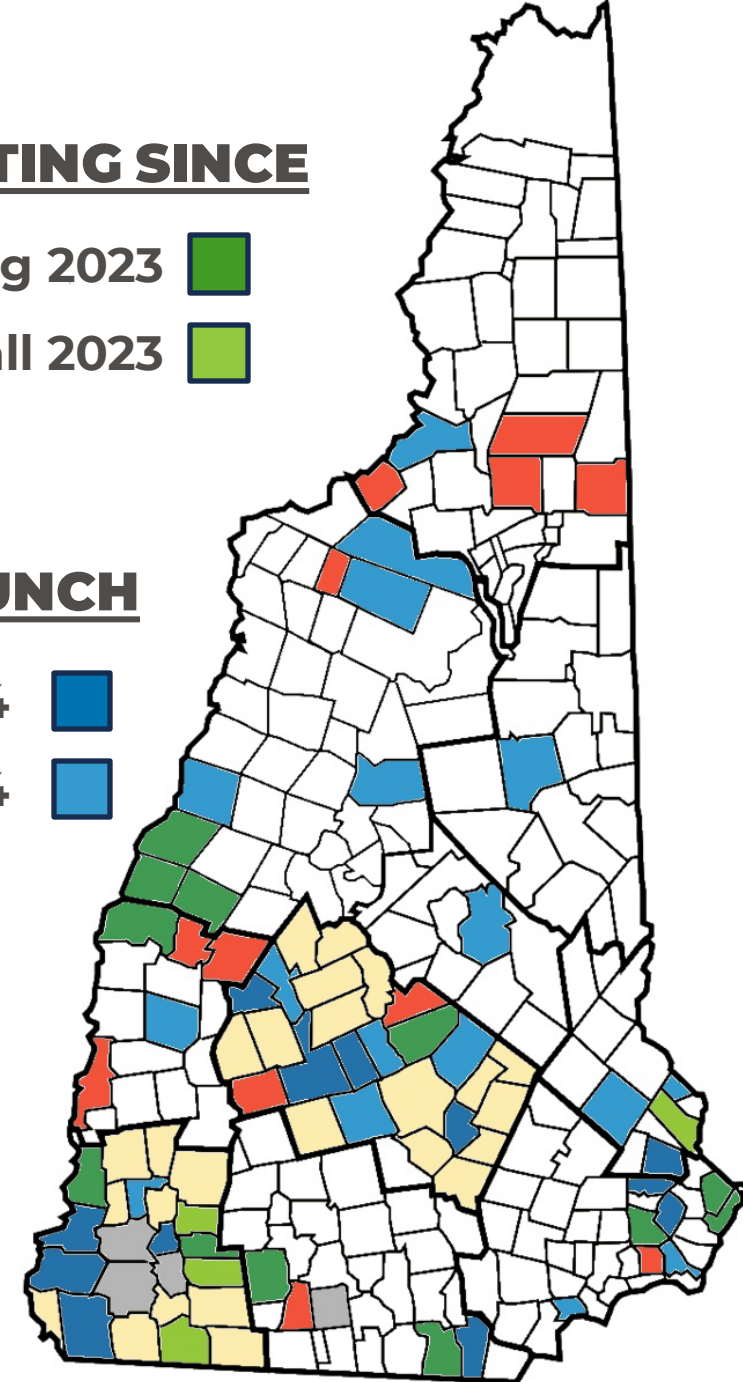
~June 2024 

## ON DECK

Planning 

County-ready 

Broker 



# Board of Directors

## Community Governance

Technical Expertise | Transparent & Accountable

Accelerate Energy Transition | Public Advocacy



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

# Staff & Service Providers

## Expert Operations

### Board Committees

- ⚡ Audit
- ⚡ Executive
- ⚡ Finance
- ⚡ Governance
- ⚡ Member Outreach & Engagement
- ⚡ Regulatory & Legislative Affairs
- ⚡ Risk Management



**CEO**  
Brian Callnan

**Staff:**  
Administration  
Member Services  
Load & Power Resources  
Regulatory & Legislative Affairs

Energy Portfolio  
Risk Mgmt.



Retail Customer  
Services & Data  
Mgmt.



Legal  
Accounting  
Banking



Community  
Engagement




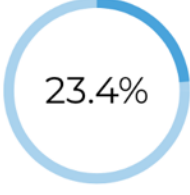
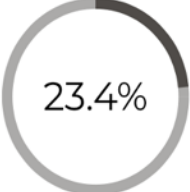




# Electricity Choices

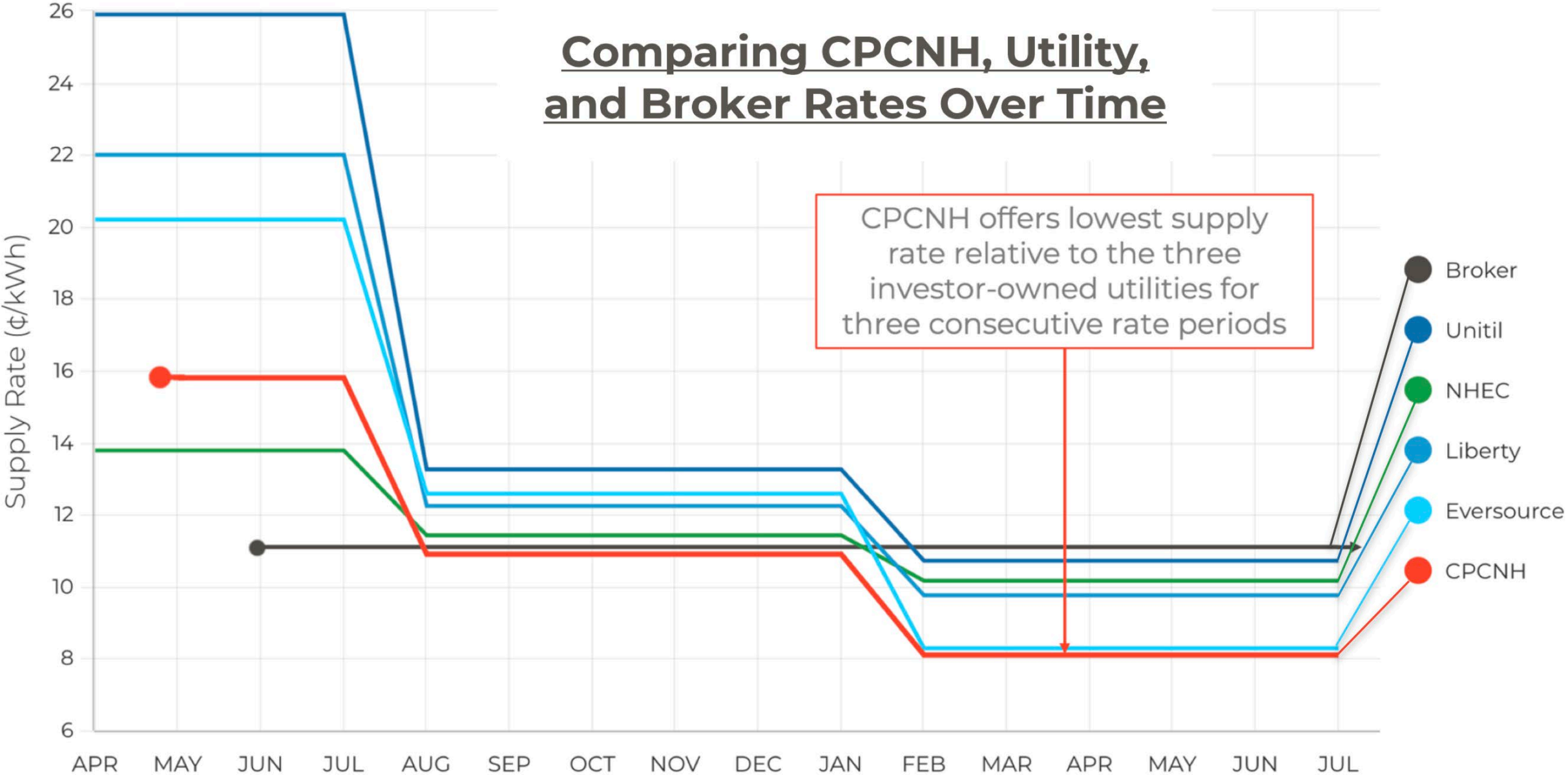
- ⚡ Energy customers can select from a menu of energy choices by:
- ⚡ Visiting [www.CommunityPowerNH.gov](http://www.CommunityPowerNH.gov) and using the portal, or calling **1-866-603-POWER**, to select their power option.
- ⚡ Please have your utility account number handy so your selection may be easily processed.
- ⚡ Customers are always free to choose to buy power from their utility, or from another market option, without charge.

Aug 1, 2023 – Jan 31, 2024

Renewable Content	Power Options	Rate (¢/kWh)	Estimated Cost*	6-Month Savings
 100%	<b>Clean 100</b>	<b>15.2 ¢</b>	<b>± \$91 / month</b>	<b>Clean Premium</b>
 50%	<b>Clean 50</b>	<b>12.3 ¢</b>	<b>± \$74 / month</b>	<b>± \$6</b>
 33%	<b>Granite Plus</b>	<b>11.3 ¢</b>	<b>± \$68 / month</b>	<b>± \$42</b>
 23.4%	<b>Granite Basic</b> <i>(Default Power)</i>	<b>10.9 ¢</b>	<b>± \$65 / month</b>	<b>± \$60</b>
 23.4%	<b>Eversource</b>	<b>12.582 ¢</b>	<b>± \$75 / month</b>	<b>N/A</b>

\*Based on usage of 600 kWh per month

# Comparing CPCNH, Utility, and Broker Rates Over Time



CPCNH offers lowest supply rate relative to the three investor-owned utilities for three consecutive rate periods

- Broker
- Unitil
- NHEC
- Liberty
- Eversource
- CPCNH

CPCNH began service in late April 2023.

2023 - 2024

The broker example is fixed through December 2025.

# Fromuth and Herndon: NH Legislature's energy choice: monopolies or markets?

Lawmakers need to defend community power law from being gutted

February 5, 2021 by Bart Fromuth, Henry Herndon



## Community Power: A New Way to Think About Your Energy Bill

New Hampshire Public Radio | By The Exchange  
Published February 19, 2021 at 11:55 AM EST



## Ye Olde Electric Utility Fights the Paradigm Shift

By DONALD M. KREIS, Power to the People January 28, 2021



- ⚡ Months-long grassroots/statewide media campaign
- ⚡ [Petition signed by >700 citizens & local officials](#)
- ⚡ Letters to Chair of House ST&E from [NH Assoc. of Counties](#), [NH Municipal Association](#), [10 NH Mayors](#), [NH Consumer Advocate](#)
- ⚡ Briefings to all Reps. on ST&E; testimony @ hearings

# HB315: NH Communities take on Monopoly Power Grab



## Press Release



For Immediate Release  
Posted: August 26, 2021

Concord, NH – Today, Governor Chris Sununu joined with lawmakers and advocates to sign HB 315, relative to the aggregation of electric customers and municipal host customer

- ⚡ 5-day Marathon stakeholder work-sessions w/ ST&E Chair, utilities, munis, industry, etc. to re-write bill by amendment

# Ongoing Challenges

⚡ As a result of monopoly utility control of...

- (1) metering & data
- (2) customer billing & communications
- (3) load settlement

⚡ ...Community Power cannot yet:

- (1) source power from local generators (net metering / community solar);
- (2) offer time-based rates;
- (3) monetize value of load management & distributed energy resources.

⚡ Additional regulatory/policy reform required to animate retail marketplace.



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*For communities, by communities.*



# Questions & Discussion

[www.CPCNH.org](http://www.CPCNH.org) | [CommunityPowerNH.gov](http://CommunityPowerNH.gov)