

September 29, 2021

RECEIVED

Hon. Jim Bouley
Mayor
City Hall
41 Green Street
Concord, NH 03301

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Concord City Clerk's Office
41 Green Street
Concord, NH 03301

Re: Selecting a Community Power Provider

Dear Mayor Bouley,

We write to you about the actions the City of Concord may be considering regarding the selection of a vendor for its Community Power program.

We understand that the City Council, through the Fiscal Policy Advisory Committee, may soon be asked to consider committing to the Community Power Coalition of New Hampshire through a Joint Powers Agreement (pursuant to Item #10 on the August 9, 2021 Council agenda).

We urge the City, before voting on this matter, to utilize a public, transparent and competitive process, such as a Request for Proposals (RFP), which would allow the City Council to conduct a comprehensive vetting of all vendors' Community Power models, qualifications, experience and costs.

It is very important to understand that by joining the Community Power Coalition of New Hampshire through the signing of the Joint Powers Agreement, Concord is selecting a specific Community Power model.

Our team of Good Energy & Standard Power proposes a different Community Power model that is mainstream, well-tested and currently active in hundreds of programs in fully-deregulated states similar to New Hampshire.

Our model has enabled Community Power programs to have dramatic impacts combating climate change while simultaneously delivering stable rates that save money for residents and businesses. In fact, our green Community Power programs operating in the region have saved over \$22 million for our communities compared to the default service rates offered by the local distribution utility, while providing cleaner electricity that annually supports over 133 gigawatt-hours of New England-based renewables.

A proven model is vitally important at this time given the high volatility in power markets, evidenced by the recent COVID-19 economic shutdowns, the polar vortex affecting Texas, and the historic spike in our regional and global energy markets this fall. Our Community Power model can effectively insulate communities from many of the financial impacts of these dramatic fluctuations.

As you can imagine, the differences in program design have important ramifications for the City of Concord and should be fully evaluated before making any decisions, particularly because the Concord community will bear the weight of the program's costs through their electricity bills.

Our team provided an introductory presentation to Concord's Energy & Environment Advisory Committee earlier in 2021, and we would like the opportunity, along with other suitable vendors, to provide a firm proposal.

Through an RFP process, the City of Concord can move forward with increased knowledge and confidence, knowing that it has explored and fully understands all its options.

Sincerely,



Philip Carr
New England Director
Good Energy, L.P.
17 High Street
Norwalk, CT 06851



Bob Hayden
President and Chief Technical Officer
Standard Power of America
17 Technology Way
Nashua, NH 03060

Submitted on behalf of the team of Standard Power and Good Energy, an experienced, full-service Community Power implementation team, which was recently selected by the City of Keene. Our combined experience includes implementing over 40 Community Power programs in New England and procuring electricity supply for more than 50 cities, towns and school districts in New Hampshire.

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