NH Municipal Solar

An Introduction to ReVision Energy's Community Solar Rebate Program (CSRP)

City of Portsmouth
September 27, 2023

Michael Bartner, ReVision Energy

REVISION ENERGY


REVISION
ENERGY

REVISION ENERGY

ReVision Mission:

Make life better by building our just and equitable electric future





15,000+

Clean energy systems installed since 2003

400+

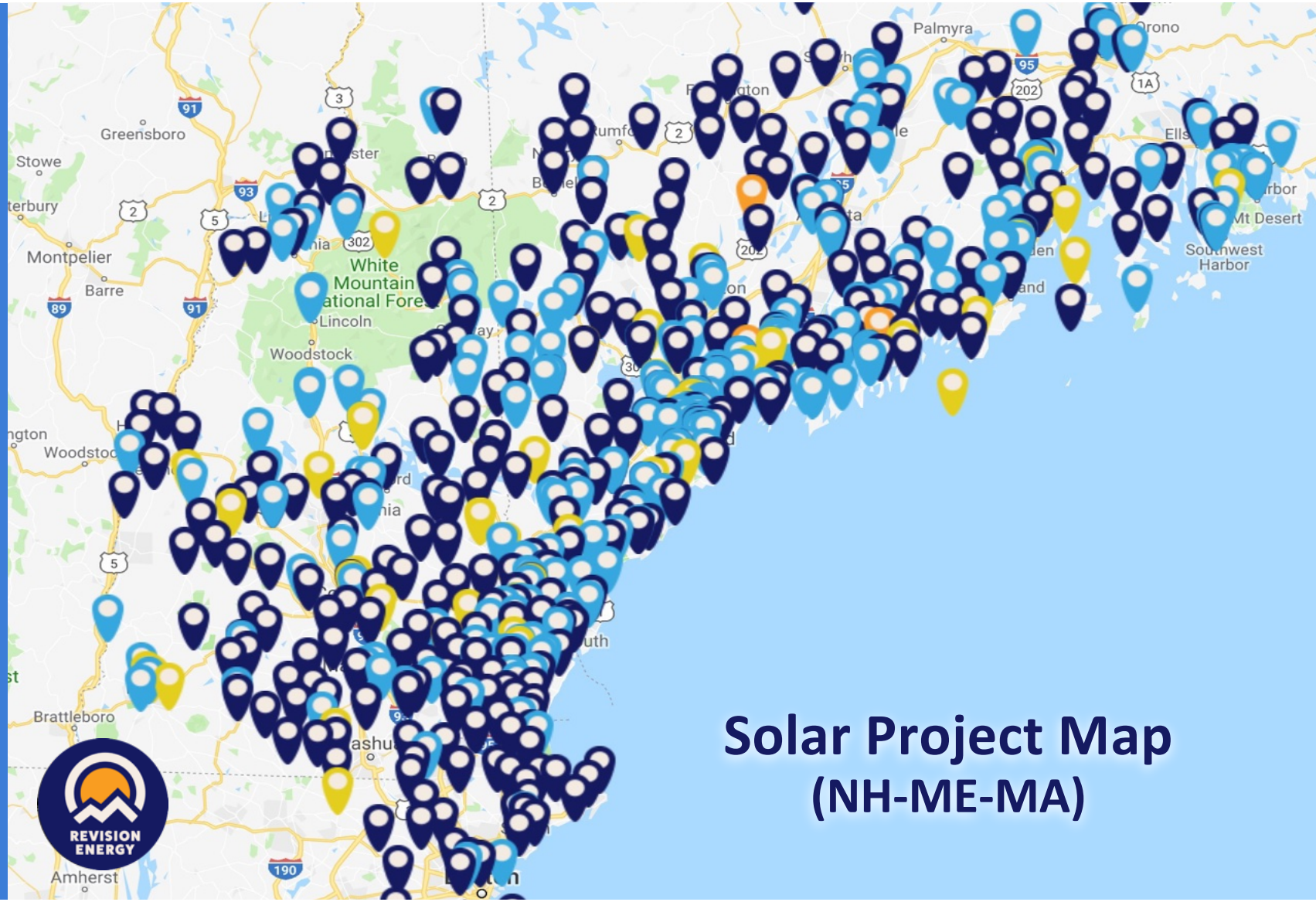
Employee-owners across 5 branches in NH, ME, and MA

#1-rated

rooftop solar installer in New England *(SPW)*

100%

Employee-owned proudly certified B Corporation


Palmyra
Greensboro
Stowe
Montpelier
Barre
Woodstock
Lincoln
White Mountain National Forest
Southwest Harbor
Brattleboro
Amherst
REVISION ENERGY
Solar Project Map
(NH-ME-MA)

Why are New Hampshire Communities Going Solar?

- Lower electricity costs
- Advance renewable energy goals
- Help address the climate challenge
- Support local businesses & jobs



Keene NH Wastewater Treatment Facility (1.3 MW)

REVISION ENERGY

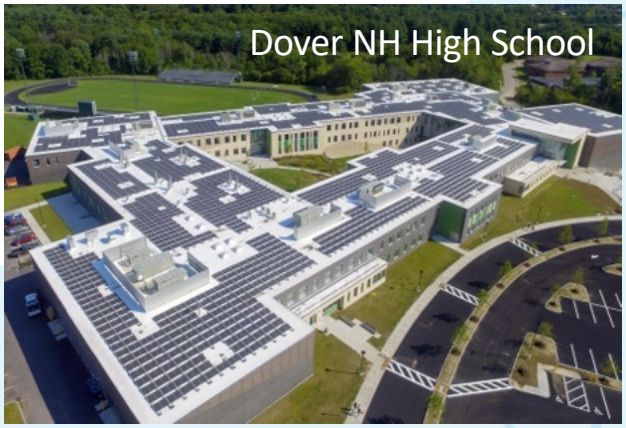
A New Day for Solar in New Hampshire

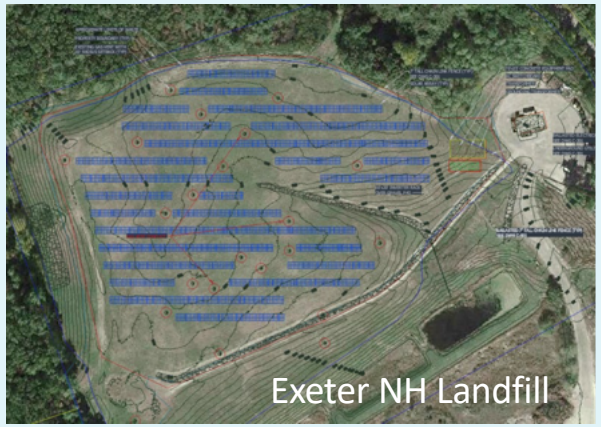
- 2023: Bi-Partisan Expansion of Net Metering
- Helps democratize the economic and environmental benefits of community solar
- Allows municipalities, schools, and other governmental entities **to save money** by enrolling as a member in a solar farm located anywhere within their utility's territory

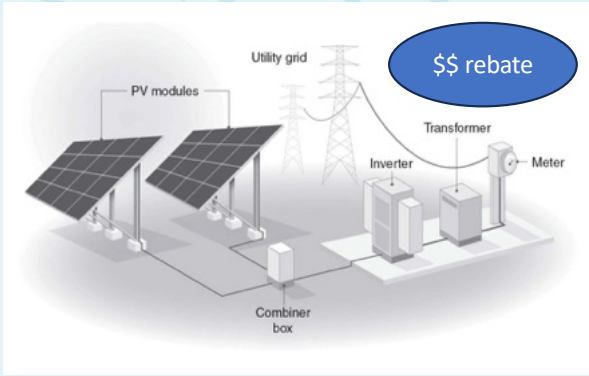
REVISION ENERGY

How municipalities and schools are partnering with ReVision to reap the benefits of solar…

- ✓Putting solar on rooftops and next to buildings
- ✓Making town/school land available for community solar farms
- ✓Subscribing to community solar rebate programs







What is a Community Solar Rebate?

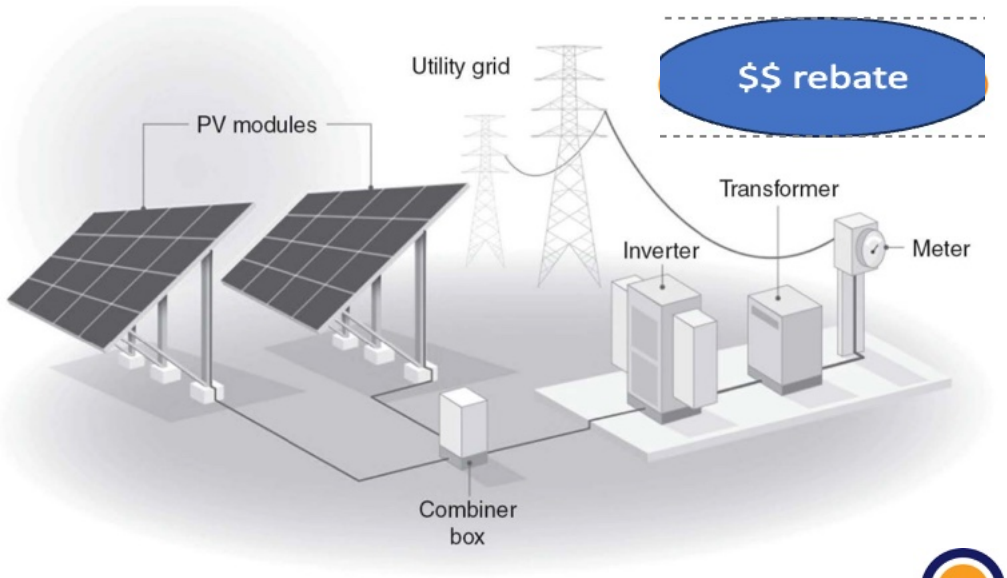
Simply put, it is a bi-annual payment to an eligible energy consumer that subscribes to a community solar farm and participates in NH's group net metering program.

Amount of rebate is based on annual electricity usage.



How does the Community Solar Rebate Program work?

- A town/school signs up as a CSRP member. There is no cost!
- ReVision develops and constructs a solar farm in the same utility territory
- The solar farm generates clean energy
- The utility pays the solar farm owner for the energy
- The solar farm owner pays the CSRP member a rebate for every kWh of electricity usage they subscribe



REVISION ENERGY

Predictable Solar Savings, No Cost, No Risk



CSRP Members:

- Lock in significant long-term payments
- Zero costs & zero risk
- Can continue using 3rd party energy suppliers

Here's an example

CSRP Rebate Value = $0.005/kWh

Annual energy use: 1,000,000 kWh
Annual Electricity Supply Cost: $126,000*
Annual Rebate: $5,000
5 Year Savings: $25,000

** Based on current Eversource default supply rate*



Why choose ReVision?

We are LOCAL





Customer Satisfaction

20+ Years Experience



Mission-driven



REVISION ENERGY

Our track record of saving towns and schools money through community solar

- Maine net metering expansion in 2018
- ReVision build 7 multi-MW community solar farm projects
- 33 ME cities, towns, school districts and sewer districts participating
- Savings >$1.9M/year
- No upfront cost



4 MW array in Skowhegan providing clean, local power to City of Rockland, Towns of Rangeley, Dover-Foxcroft, Vassalboro, and Vassalboro Community School

REVISION ENERGY

Bringing Community Solar Farms (and $avings) to the Granite State









ReVision is currently developing eight community solar farms in New Hampshire with the potential to generate more than 16MW of solar energy



ReVision Energy's Community Solar Rebate Program

- Save/earn money
- No cost
- No risk
- Support local clean energy



REVISION ENERGY

Michael Bartner
mbartner@revisionenergy.com
www.revisionenergy.com

COMMUNITY POWER COALITION OF NEW HAMPSHIRE
For communities, by communities.

VARIANCE REPORT

Finance Committee Meeting
August 21, 2023

To:	CPCNH Finance Committee
From:	Brian Callnan, CEO
Date:	August 20, 2023
Subject:	Variance Report for Treasurer Report

Variance Report

CPCNH Pro Forma Income Statement
(January 1, 2023 - December 31, 2023)

($Million(MM))	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2023	Fall Rate Period AUG '23-JAN '24
Revenue	$0.0	$0.0	$0.0	$0.0	$0.5	$5.6	$9.4	$8.5	$6.0	$4.9	$4.9	$5.5	$45.4	$36.3
Cost of Goods Sold	$0.0	$0.0	$0.0	$0.0	$1.7	$3.3	$4.8	$5.7	$4.5	$4.2	$4.4	$5.1	$33.7	$29.3
Gross Margin	$0.0	$0.0	$0.0	$0.0	($1.2)	$2.3	$4.6	$2.8	$1.5	$0.8	$0.5	$0.4	$11.7	$6.9
Operating Expense	$0.0	$0.0	$0.0	$0.1	$0.2	$0.4	$0.4	$0.4	$0.4	$0.4	$0.4	$0.4	$3.0	$2.2
General and Administrative	$0.1	$0.1	$0.1	$0.1	$0.1	$0.1	$0.1	$0.2	$0.2	$0.2	$0.2	$0.2	$1.8	$1.3
Net Margin	**($0.1)**	**($0.1)**	**($0.1)**	**($0.2)**	**($1.5)**	**$1.8**	**$4.1**	**$2.2**	**$0.9**	**$0.2**	**($0.1)**	**($0.2)**	**$7.0**	**$3.4**
Joint Reserves (End of Month)	$0.1	$0.0	$0.1	$0.0	($1.4)	$0.5	$4.5	$6.7	$7.7	$7.9	$7.8	$7.6	$7.6	$7.9
Retail Sales (GWh)	0.0	0.0	0.0	0.0	3.4	35.6	56.2	65.4	49.1	45.5	48.3	56.6	360.1	326.3
CPA Customers Served (000)	0.0	0.0	0.0	0.0	8.6	60.6	74.6	74.6	74.6	74.6	74.6	74.6	74.6	74.6

CPCNH Fall Rate Period Budget Variances (Current - Previous)
(January 1, 2023 - December 31, 2023)

($Million(MM))	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2023	Fall Rate Period AUG '23-JAN '24
Revenue	$0.0	$0.0	$0.0	($0.1)	($3.9)	($3.0)	($1.5)	$0.9	$0.2	($0.4)	($0.8)	($1.2)	($9.8)	$2.1
Cost of Goods Sold	$0.0	$0.0	$0.0	($0.1)	($0.7)	($1.0)	($1.0)	($1.1)	($0.6)	($0.4)	($0.5)	($0.6)	($6.0)	$0.0
Gross Margin	$0.0	$0.0	$0.0	($0.0)	($3.2)	($2.0)	($0.5)	$1.9	$0.7	$0.0	($0.3)	($0.5)	($3.8)	$2.1
Operating Expense	$0.0	$0.0	$0.0	$0.0	$0.1	$0.1	$0.2	$0.2	$0.1	$0.1	$0.1	$0.1	$1.1	$0.0
General and Administrative	$0.0	($0.0)	$0.0	$0.0	($0.1)	($0.0)	($0.1)	($0.0)	$0.0	$0.0	$0.0	$0.0	($0.1)	($0.0)
Net Margin	**$0.0**	**$0.0**	**($0.0)**	**($0.1)**	**($3.2)**	**($2.0)**	**($0.6)**	**$1.8**	**$0.6**	**($0.1)**	**($0.5)**	**($0.7)**	**($4.7)**	**$2.1**
Joint Reserves (End of Month)	$0.0	$0.0	($0.0)	($0.2)	($3.3)	($5.4)	($6.0)	($4.1)	($3.6)	($3.7)	($4.2)	($4.8)	($4.8)	($4.0)
Retail Sales (GWh)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	N/A	13.1
CPA Customers Served (000)	0.0	0.0	0.0	(72.3)	(63.7)	(11.6)	2.3	2.3	2.3	2.3	2.3	2.3	2.3	0.0

Variance Explanation (2023)

Current forecasts subtracted from the April 2023 approved budget. (Current-Previous)

Revenue: May - July revenue is lower primarily due to default service being offered later than originally assumed and *new this month*, revenue now accrued with Customer invoice creation date (bill's rendered) for all months. This causes a shift in revenue forward due to invoices created ~30 days after first being served. Also, the

Fall rate assumption of $0.109/kWh is lower than April's Fall rate assumptions reducing revenue for that period.

Cost of Goods Sold: Energy costs have fallen since April.

Gross Margin: Combination of above net to a forecast of $3.8MM less in gross margin than forecast in April.

Operating Expense: $611k greater expense for Calpine, $454k greater expense for Uncollectible Expense (unforecasted), $259k higher expenses for Ascend and $215k lower in Deferred Compensation expenses.

General and Administrative: On target.

Net Margin: $4.7 MM lower due to lower forecasted revenue ($3.8MM) and increased forecasted operating expenses ($1.1MM).

COMMUNITY POWER COALITION OF NEW HAMPSHIRE
For communities, by communities.

CEO REPORT

August 2023 Board Meeting

To:	CPCNH Board of Directors
From:	Brian Callnan, CEO
Date:	August 25, 2023
Subject:	CEO Report

Looking Back

Below are some of the items to highlight since our last board meeting.

- A big thanks to the City of Somersworth and the Towns Loudon, Northfield, and Tamworth for voting to join CPCNH which, once admitted, will bring our Membership to 40 cities, towns and counties. Three additional towns — Dublin, Fitzwilliam, and Nelson — have voted to join Cheshire Community Power. Welcome!
- Staff Update: Many thanks to Henry Herndon as he has agreed to serve as our Director of Member Services! We're in excellent hands with Henry so please reach out to Henry for all member inquiries. Henry is the lead for all member services, membership expansion, public relations, external affairs and is the primary staff support for the Member Outreach and Engagement Committee.
- EcoCFO has been selected as our outside accounting services team and we had our kickoff call on August 16th. We will hear from Jeff Haydock (President and CEO), Angel Dyer (CFO), Desiree Hall (Controller) and Eve Leeuw (Staff Accountant) during the Board meeting.
- CPCNH has joined the American Public Power Association (APPA), New England Public Power Association (NEPPA), Peak Load Management Association (PLMA) and the New Hampshire Municipal Association (NHMA).
- Staff Search Update: We have received 80 candidates from 853 views of the job descriptions; 36 for the Dir. Of Administration, 24 for the Dir. of Regulatory and Legislative Affairs and 20 for the Dir. Of Load and Energy Resource Optimization. Four interviews have been held. We are advertising in the Union Leader, Valley News, APPA, NEPPA, PLMA, NHMA, Indeed, Linked In, ZipRecruiter and on our Career Page. 51% of applications came from LinkedIn, 27% from our Career Page, 20% from Indeed and 2% from ZipRecruiter. Please continue to promote these positions with your networks – it is helping us get the word out.
- CPCNH is cash flow positive four months after launching! Many thanks to all contractors who agreed to defer payments until we were able to achieve this

status. Deferred payment schedules are now incorporated into the budget, beginning with first repayments beginning September 1.

- As of September 1st, we will have a new office at 20 West Park St. Suite #110 in Lebanon, NH. This 1,300 square foot, five office location is on the ground floor with access to plenty of free parking nearby and a conference room if needed (for a fee). The one year lease includes electricity, heat, air-conditioning, trash disposal and internet service. The location is convenient to Interstate 89, great walking trails, Colburn Park, Lebanon City Hall, the Lebanon Public Library, restaurants, and the Post Office. Our mailing address will remain PO Box 840, Concord, NH 03302.
- Our team presented to at least eleven interested communities including municipal staff, Community Power Committees, and governing bodies.
- 12 month media strategy was presented by b-fresh with comments from Resilient Buildings Group, Clean Energy NH, the Member Outreach and Engagement Committee and CPCNH staff. Implementation begins September 1. A paid advertising draft annual budget of $110k has been discussed but not yet recommended by staff.
- Community Choice Partners continued to work with the Androscoggin Valley Energy Collaborative to establish the state's first Regional Community Power Aggregation.
- Participated in six CPCNH Committee meetings, participated in a prehearing conference for Docket 23-063 (Utilities request for rule waivers). The prehearing conference and subsequent technical session went well, with the parties discussing practical solutions to allow Net Metered customers to participate in and benefit from Community Power. It's possible that we could reach a solution that could be implemented early next year.
- Had one on one with a director from Webster. I'll work to increase the amount of these discussions in the coming month.

Looking Forward

Member Director Meetings: I plan to continue these throughout the upcoming month. Please suggest convenient times to meet. I will also be reaching out to schedule some time. I'd like to try to meet in person if it's convenient, with a focus on current and future goals and areas of CPCNH service improvement.

Staff Hiring: Interviewing has started. We have seen quality candidates for all positions. We are planning to make offers in the month of September making start dates in October possible.

New Member Launch Timelines: Dover Community Power will be launching October 30th and Cheshire Community Power will be launching the communities of Dublin,

Fitzwilliam and Nelson in November. Mailers will go out for those communities around Mid-September. We are reviewing the benefits of launching the communities of Durham, Hancock, Hudson, New London, Newmarket, Newport, Pembroke, Warner, Webster and Westmoreland in early February rather than April. Once complete, we will review options with those communities and discuss procurement strategies with the Risk Management Committee over the coming months.

New Member Customers: Customer refresh requests have been sent for Enfield, Exeter, Canterbury, Hanover, Harrisville, Lebanon, Nashua, Peterborough, Plainfield, Portsmouth, Rye and Walpole. This effort requests customer information for new customers that have started electric service after our initial launch such as customers that have just moved into the area, switched service locations, started a new business or some other reason. We are planning to request this information quarterly to keep our customer list current. Mailers to new customers in those communities alerting them of starting Community Power and their ability to opt-out will also be sent out in mid-September.

Cost Reduction: I have asked our contractor Calpine to switch to biweekly payments for market participant costs from the current monthly schedule starting Monday August 28. This switch is expected to save the Coalition ~$340k over the next 12 months with our current load forecasts and additional savings when adding new customers as it is based on the amount of load served.

NECEC Membership: The New England Clean Energy Council (NECEC) covers all of New England, Pennsylvania, New Jersey, New York and Eastern Canada. Its mission is to lead "the just, equitable and rapid transition to a clean energy future and diverse climate economy." As we move towards exploration of community projects and programs CPCNH membership in NECEC can help us navigate options on proposals and program designs. Annual membership is $500.

IT Project: Our work with Connection on the Microsoft 365 migration has been progressing well. Many thanks to Craig Putnam of Hudson for his expertise and leadership on this project. The first two stages of this project are expected to start in mid-September or early October. Scope one and two of this project are expected to cost ~$35k. Current expectations are total costs of ~$55k (an additional $20k) for the full migration to Microsoft 365. This would exceed budgeted costs by ~$12k for 2023.

CEO Performance Goals: I plan to continue to work with the Executive Committee to establish CEO performance goals for the next nine months.

Requested Authorizations:

- NECEC Membership: *"Authorize the CEO to have the Coalition join the New England Clean Energy Council."*

CITY OF PORTSMOUTH NH

Portsmouth Community Power Public Information Meeting
Wednesday, July 12, 2023
NOTES

Attending: Councilor John Tabor (chair), Councilor Kate Cook, Tim Rooney, Ben D'Antonio, Peter Somssich, Allison Tanner. Staff: Peter Britz, Stephanie Seacord (recording secretary). Excused: Kevin Charette.

1. Roll call and Chair remarks

PEAC"s biggest work is done with the successful launch of Portsmouth Community Power. Portsmouth customers are enrolled, saving money and increasing reliance on renewables. Remaining discussion items:

- Building awareness for PCP and its benefits
- Encouraging customers to opt-up to greener options.
- Determining a schedule for future PEAC meetings.

To start the discussion, Clr Tabor offered comments provided by Kevin Charettee:
PEAC efforts should reinforce awareness of the Aug 1 rates and build confidence in the program and its carbon-reduction benefits to encourage customers to take action to produce greater results – but not shame them. He also suggested the new CPCNH CEO might attend the PEAC September meeting to discuss legislative priorities and future renewable energy projects for Portsmouth or in collaboration with other community power towns.

PEAC members shared comments/suggestions on Portsmouth Community Power adoption:

Clr Cook explained to a resident who was most interested in the savings that he could continue to pay the 15 cent (lower than Eversource) rate that came into effect with PCP and go 100% green as of Aug 1 (since that rate, though higher than Eversource, is the 100% green choice.)

Clr Tabor explained showing a customer how to opt up.

Member Somssich explained that non-profit faith organizations can affirm their green commitment values by opting up. And that they should investigate applying for Federal grant money for energy efficiency and renewables projects.

Member Tanner reported that the Portsmouth Climate Action group thanks Portsmouth for making the move.

The committee offered several suggestions to communicate:

- Awareness of the program and how it works
- Incentives to opt-up

Because the conversion to PCP was automatic, many customers are not even aware of the

DRAFT

program or that it is now in operation.

Messaging:

1) Did you know you're now part of Portsmouth Community Power? Check your bill [image] – and your new lower rate!

2) On Aug 1 PCP rate goes to 10.9 cents (Aug 1 Eversource rate is 12.582 cents). Customers have the option to go greener and still save money.

- Granite Plus (33% renewables) = 11.3 cents/kwh
- Clean 50 (50 % renewables) = 12.3 cents/kwh
- Clean 100 (100% renewables) = 15.2 cents/kwh

3) Change your option at any time! Go 100% green, or make the change in steps.
4) "I opted up!" campaign
5) Keep the messaging very simple and clear. Those who want to opt-up will do so but many simply want the savings. For those who want to 'do something' "PCP saves you money and reduces your carbon footprint. If you want to spend a little more you can really make a difference."
6) Calculate the carbon savings based on the survey tiers – with equivalencies (tons of carbon or cars off the road). Maybe CPCNH could offer a calculator?
7) Compare savings achieved by Rye vs. Portsmouth?
8) Set a savings goal by the end of the year?
9) Not just green house gas reductions but other air quality improvements

Delivering the message:

1) Make finding information about PCP easier.
   - Add PCP logo "button" to City website homepage
   - Include a line about PCP permanently to Water and Sewer bills (including a live PCP link on paperless billing)
2) Leverage Climate Action Plan events on July 24 and 31
   - Distribute postcards
   - Create new poster with specific PCP is here! QR code to PCP website. And opt-up language – maybe map of all CPCNH community members

3) Weekly PCP section with logo in City Newsletter
   - July 17 – Did you know and check your bill message
   - July 24 – New PCP rates and savings coming Aug 1
   - July 31 – Climate Action includes PCP renewables [7/31 Climate forum)
   - Aug 7 – New rates and opportunities to opt up
   - Aug 14 – "I opted up" customer profile
   - Aug 21 – "I opted up" sticker program (Clr Cook investigating options for signs/stickers)

4) Enlist the PHS Eco-Club to encourage their parents to opt-up
5) Senior Center "Dull Men's Club" meeting – Allison to present on Aug 11. Will contact

DRAFT

Bob Bogardus.

Future topics for the fall

Legislative priorities

- Hear from CPCNH CEO
- PEAC make recommendations on bills to follow to City Legislative Subcommittee
- Why isn't NH involved in the Hydrogen Research Hub in the Northeast?
- Brief Rep. Ned Reynolds, member of the Science and Technology Committee

Next meetings:

- Sep 14 at 6:30 pm
- Nov 16 at 6:30 pm

Old business: Any update on Net Metering issues? Now in court.

No Public Comment offered.

Meeting adjourned at 7:35 pm

DRAFT

ReVision Energy Community Solar Rebate Program:

Frequently Asked Questions

1. Why is everyone talking about solar in New Hampshire? What changed?

New Hampshire communities are talking about solar for a whole bunch of reasons, including: (1) Lowering electricity costs; (2) Advancing renewable energy goals; (3) Doing their part to address climate change; and (4) Supporting local jobs. In fact, dozens of communities have already installed solar arrays with ReVision Energy to accomplish these goals.

What's changed is a major policy improvement that enables NH communities to collaborate in accessing the multiple benefits of solar at scale. HB 281, which was signed into law in August 2023, removes the arbitrary geographic restriction that had been in place for 1-5 MW AC solar arrays. This change helps to democratize the economic and environmental benefits of community solar. Now, any city, town, county, school administrative unit, water district, sewer district, public housing authority, or other qualified local governmental entity can participate in a solar farm located anywhere within their utility's service district. Communities can also host solar farms on their lands, with the energy produced going to offset electricity use in the host community or elsewhere in the utility service district.

2. What is a Community Solar Rebate?

ReVision Energy's Community Solar Rebate is a payment to an eligible energy consumer (e.g., a municipality, school, public housing authority) that subscribes to a community solar

farm and participates in NH's group net metering program. The amount of the rebate is based on the annual electricity usage of the subscribed member's accounts.

3. What is Group Net Metering?

Group net metering is a virtual crediting system that allows energy users to support and benefit from local renewable energy generators not physically connected to your electricity meter. These are known as "offsite projects." In New Hampshire, offsite projects that send electricity to the grid need electricity users within the same utility territory to be associated with their generation in order to receive the standard net metering payment.

4. My community has signed up for Community Power or has an alternative energy supplier. Can I still take advantage of the Community Solar Rebate program?

Yes! Signing up for Community Power or receiving energy supply from a competitive electricity supplier does not preclude you from taking advantage of ReVision's Community Solar Rebate program. The rebate can apply regardless of whether you purchase electricity from the default utility supplier or an alternative supplier such as Community Power.

5. How does the Community Solar Rebate program work?

A community solar farm is a small power plant feeding clean, locally generated electricity into the grid. ReVision Energy develops and constructs each solar farm and secures financing from our mission-aligned investors so there is no cost to participants. Towns, schools and other eligible entities subscribe to the Community Solar Rebate program by assigning utility meters to receive the generated electricity from a solar farm in their utility territory. The utility pays the solar farm owner for the energy (based on NH's variable net metering rates), who then pays the subscribed members a defined rebate for every kWh of electricity usage they subscribe.

Participants may join one community solar farm at a time for each of their utility meters, or combine meters on a single farm to offset their full consumption.

6. How is the value of the Community Solar Rebate derived?

The Community Solar Rebate provides a defined per-kWh rebate payment that ensures subscribing members receive guaranteed savings for every kWh of electricity usage they enroll, up to 100% of their total consumption. The per-kWh rebate is based on the cost to build and interconnect a community solar farm to the electric grid and will not be less than the current market rate of 0.5 cents per kWh. It will not change for the duration of the term, ensuring stable, predictable savings for the member. Because the solar farm owner is subject to variable utility payments under NH's net metering rules, they bear the risk of low net metering rates rather than participating communities.

7. When will the Community Solar Rebate Program launch?

ReVision is currently developing eight community solar farms in New Hampshire with the potential to generate more than 16MW of solar energy. We expect the first of these to come online in 2025. Early members will have the first opportunity to be connected to a community solar farm.

8. How long does the program last for?

A solar farm is designed and built to last for 40 years. The Community Solar Rebate program offers a 5-year agreement with the option for renewal.

9. What if my town/school/entity has more than one meter?

This is absolutely fine. Multiple electric accounts can be assigned to a solar array provided the subscribing member and the solar farm are connected to the electric grid within the same utility area. That is, members located in areas served by Eversource can only receive rebate payments from solar farms connected to the Eversource grid. The same applies for solar arrays in the NH Electric Cooperative, Liberty and Unitil service areas. The more electrical usage assigned by a member, the greater the Community Solar Rebate.

10. What are the legal documents required to participate in the program?

To subscribe as a member, a community, school, or other eligible entity signs a Community Solar Rebate Agreement with ReVision Energy on behalf of the solar farm owner. The agreement designates one or more electricity accounts and their approximate kWh of annual consumption that will be assigned to ReVision's next available community solar farm. As soon as the solar farm begins operation, ReVision will formally enroll the accounts from all subscribing members according to NH's group net metering guidelines and members will begin receiving their Community Solar Rebate payments. There is no cost to enroll and doing so sooner ensures placement on the next available solar farm (on a first come-first served basis).

11. Who will support our long-term partnership?

ReVision Energy, New Hampshire's largest solar company and an employee-owned B Corp, develops, installs, and operates community solar farms. We are committed to providing long-term support for participating communities – the same communities where our 400 employee-owners live and raise their families. We have installed more than 15,000 clean energy projects in northern New England since 2003, and we plan to be here for the long term.

12. What's the process? What are the next steps? How can I take advantage of ReVision's Community Solar Rebate program?

Please see the document titled "Next Steps."