



# City of Waltham

*Jeannette A. McCarthy*  
*Mayor*

CITY OF WALTHAM  
CITY CLERK'S OFFICE

2018 APR -5 A 10:17

RECORDED

April 5, 2018

TO: The City Council  
RE: Citywide Electricity Aggregation Plan

Dear Councillors:

I respectfully request an opportunity for Purchasing Agent Joseph Pedulla, MAPC representative Mr. Patrick Roche, and a representative from Good Energy to present a citywide electricity aggregation plan to benefit Waltham consumers.

Enclosed please find information from the Purchasing Agent, MAPC and the Attorney General's Office.

Sincerely,

Jeannette A. McCarthy

JAM/ccb

Enclosures

cc: Joseph Pedulla

**Casey-Brenner, Colette**

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**From:** Pedulla, Joseph  
**Sent:** Tuesday, March 20, 2018 3:37 PM  
**To:** Mayor  
**Subject:** Electricity Aggregation, Communication to Council

Mayor

Please let me know when Global Energy should be ready for the Presentation to the Council on the Electricity Aggregation. Global Energy is ready to come in and present along with Patrick Roche from MACP. I will let the Company know the date and time when they will be required to make their presentation.

If it helps:

*"The electricity aggregation plan [ plan] represent the Waltham consumer interest in competitive markets for Electricity. It seeks to aggregate consumers in Waltham to negotiate best rates for power supply. It brings together the buying power of over 62,000 residents or 21,598 accounts. Further the City is empowered to best protect its users by taking control of prices and escalation cost. Participation is very flexible and strictly voluntary for each consumer. Consumers have the opportunity to decline or join in at a later time. It is expected that over 95% of the Waltham residents will join the plan"*

Thanks

Joe

Joseph Pedulla, MCPPO  
Chief Procurement Officer  
Purchasing Department  
City of Waltham  
610 Main Street  
Waltham, MA 02452

Ph: 781-314-3244

# COMMUNITY ELECTRICITY AGGREGATION **PLUS**

Competitive Pricing, Price Stability **PLUS** Local Renewable Generation

Community Electricity Aggregation (CEA), also known as municipal aggregation, allows cities and towns to secure stable, competitive electricity rates for their residents and businesses. These rate-payers receive all the benefits of a group-purchasing rate while retaining the right to leave the program at anytime without penalty.

## The Program

The **Community Electricity Aggregation PLUS program**, brought to you by the Metropolitan Area Planning Council (MAPC), makes it easy for municipalities to implement an aggregation program that will:

1. Provide stable, competitive electricity rates for residents and businesses; and,
2. Reduce greenhouse gas emissions by adding more renewable energy to the New England grid.

The **CEA PLUS program** offers MAPC municipalities access to an aggregation consultant, Good Energy, who has been competitively procured through a rigorous price- and qualifications- based Request for Proposals process. Good Energy will manage the entire implementation process.

## The Benefits

### Secure Competitive Prices

CEA allows your community to purchase electricity when the market is favorable. Utilities cannot. Good Energy brings industry leading expertise so you can strike at the best time.

Good Energy also offers the opportunity to bid with large groups of municipalities, potentially driving even better pricing.

### Ensure Price Stability

Whereas utility prices change every 6 months, Good Energy can help you to contract for a year or more to provide price assurance and avoid winter price spikes.

Price assurance and stability are particularly helpful to residents on a fixed income and to everyone keeping a household budget.

## Help Grow Local Renewable Energy

With **CEA PLUS**, your community can purchase more new, local renewable energy than utilities are required to. This is one of the best ways to spur additional renewable energy in our region, and Good Energy can help you to do it without sacrificing the financial benefits of aggregation.



## How to Implement the Program

Through MAPC's **Community Electricity Aggregation PLUS program**, Good Energy will guide your community step-by-step through the entire implementation process, which includes:

- Authorizing Aggregation by City Council or Town Meeting
- Securing Regulatory Approval for the Aggregation Plan
- Performing Public Education, Enrollment, and Opt-Out
- Creating the Aggregation Plan
- Procuring Electricity & Renewable Energy
- Managing the Program on an Ongoing Basis

MAPC provides a pre-vetted agreement for each municipality to use with Good Energy.

## Help Build New, Local Renewable Energy

Your aggregation can help to add new local renewable generation to the grid while securing competitive rates and price stability at the same time! Through MAPC's **Community Electricity Aggregation PLUS program**, Good Energy will help you purchase more new, local renewable energy than the State minimum while keeping it affordable. And, when magnified across the entire aggregation, even a small amount can have a massive impact! Melrose, Dedham, and others have already implemented programs with additional new, local renewables, and their rates are still expected to beat the utilities' this year.

Through the **CEA PLUS program**, municipalities also have access to two leading renewable energy firms:

### Sustainable Energy Advantage

Good Energy has partnered with Sustainable Energy Advantage (SEA), a Natick-based renewable energy consultancy. SEA will assist each community to identify the best sources of renewable energy to cost-effectively meet their objectives.

### Mass Energy Consumer's Alliance

Mass Energy is a not-for-profit renewable energy supplier that buys primarily from projects located in MA. Good Energy can help you include renewable energy from their projects to give you an even more local impact.

## Get Started Today and Join the MAPC Community Electricity Aggregation **PLUS** Program!

To get started, organize a meeting with MAPC, Good Energy, and your key stakeholders. We'll discuss:

- How to officially subscribe to the **Community Electricity Aggregation PLUS program**
- The financial and clean energy impacts of your aggregation
- Implementation timelines and next steps!

**Contact Patrick Roche at [proche@mapc.org](mailto:proche@mapc.org) or 617-933-0790 to get started!**





# **Are Consumers Benefiting from Competition?**

**An Analysis of the Individual Residential  
Electric Supply Market in Massachusetts**



**MASSACHUSETTS ATTORNEY GENERAL'S OFFICE  
COMMONWEALTH OF MASSACHUSETTS**

**MARCH 2018**

## Are Residential Consumers Benefiting from Electric Supply Competition?

### Executive Summary

The Massachusetts Attorney General's Office ("AGO") commissioned this report to (1) determine whether residential consumers in Massachusetts pay more or less for their electric supply when they buy it from the competitive marketplace rather than their electric company (such as National Grid, Eversource, and Unitil); and (2) identify remedies if warranted.<sup>2</sup>

My analysis shows that Massachusetts consumers in the competitive supply market paid **\$176.8 million** more than they would have paid if they had received electric supply from their electric company during the two-year period from July 2015 to June 2017.

**Table ES.1 Net Consumer Loss from Participation in the Individual Residential Electric Supply Market Compared to the Electric Company's Basic Service**

|                                       | July 2015 –<br>June 2016 | July 2016 –<br>June 2017 | Two-Year Total<br>Net Loss |
|---------------------------------------|--------------------------|--------------------------|----------------------------|
| Total Net Consumer<br>Loss (millions) | \$65.4 m                 | \$111.4 m                | <b>\$176.8 m</b>           |

Total net consumer loss increased significantly between the first year of the study (July 2015–June 2016) and the second year (July 2016–June 2017) because the gap between the average basic service rate and the average competitive supply rate increased by 72 percent. During the study period, basic service rates decreased by almost 16 percent, while the loss experienced by low-income customers on competitive supply increased by 35 percent.

Low-income customers make up a disproportionately large share of the competitive supply market. Figure ES.1, below, shows that low-income households participate in the competitive supply market at twice the rate as non-low-income households.