

Town of Acton**Memo**

To: Board of Selectmen
From: Steven L. Ledoux, Town Manager; Mary Smith; Steve Long; Andrea Ristine; Mathew Selby
Date: June 2, 2016
Re: Electric Aggregation Consultants

Upon the acceptance of the State Statute at Annual Town Meeting, the Town Manager put together a review committee consisting of Green Advisory Committee member Mary Smith; Green Acton representative Steve Long; Municipal Properties Superintendent Andrea Ristine; Land Use/Economic Development Director Mathew Selby; and the Town Manager.

There are currently three electric aggregation consulting firms that do business in Massachusetts: Colonial Power Group; Good Energy; and Peregrine Energy Group.

Interviews with the three firms were conducted on May 11th and 18th. The Committee convened on June 1st to go over individual rankings and hear the Town Manager's report on his discussions with Town Managers from Towns that have used these firms.

All three firms were found to be highly professional and well regarded. Reference checks confirmed the same.

The Committee unanimously ranked the consultants in the following order:

1. Peregrine Energy
2. Colonial Power Group
3. Good Energy

Peregrine is recommended as we felt that they outstanding experience in appearing before the DPU; have worked with ABRSD to monitor energy consumption; have extensive energy tracking experience ; as well as experience with data management. In addition, Paul Gromer, Peregrine's CEO, is the former Massachusetts Commissioner of Energy Resources. We also felt that they had a good approach on communicating about aggregation with the non-English speaking community.

We unanimously recommend that the BoS authorize the Town Manager to finalize a contract with Peregrine for electric aggregation consulting services.

Community-Focused Aggregation for Acton

Peregrine Energy Group
Bay State Consultants



Our team

Bay State Consultants

Electric procurement; contract negotiation

- Helping communities to negotiate cost-effective electric supply contracts for the past 18 years
- Has procured more than 700 energy contracts for more than 150 municipal clients
- Has negotiated off-take agreements supporting 28 MW of solar capacity installed

A community-focused approach means...

- A **local** team
- A regulatory strategy focused on you, **not a regional group**
- **Education, not sales**, with community branding and a Massachusetts-based customer support team
- A procurement strategy that enables local decision-making and community-specific prices with **no cross subsidies**

With an Acton-controlled procurement, the town will . . .

- Review the recommended bidder list
- Review the contract exceptions taken by every bidder
- Review the recommended price structure and term options
- Make the final decision on bid date of winner, contract duration, green options
- Not delegate those decisions to consultant managing a group award decision

Acton Basic Service customers

	Customer Accounts	Annual Use (kWh)	% of Total Town Use
Residential	7,000	54,000,000	84%
Non-residential	1,000	30,000,000	32%
Total	8,000	84,000,000	53%

Implementation timeline

