

City of Salem Municipal Opt out Aggregation Energy Service  
Agreement

October 19, 2015

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### Related Documents Attached to this Agreement and Incorporated by Reference

Exhibit A	Prices and Terms
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Exhibit C	Customer Enrollment, Opt-Out and Opt-In Procedures
Exhibit D	Customer Service Policy and Practices
Exhibit E	Service Contacts

### Related Documents Not Incorporated by Reference

Exhibit F	Aggregation Plan
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## Preamble

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WHEREAS, the Massachusetts Legislature has adopted Chapter 164 of the Electric Utility Restructuring Act of 1997, (“Restructuring Act”), which, *inter alia*, (1) allows for competition in the generation and supply of electricity to consumers, (2) authorizes municipalities to aggregate the electrical load of electricity consumers within their boundaries, and (3) allows municipal aggregators to formulate an Aggregation Plan and conduct aggregation programs;

WHEREAS, the City of Salem (the “Municipality”) has developed an electricity supply program (“Program”) to aggregate the electric loads of consumers located within the Municipality and to negotiate competitive rates for the supply of electricity for such consumers;

WHEREAS, the Municipality has received approval of its Program from the Massachusetts Department of Public Utilities (“Department”);

WHEREAS, Consolidated Edison Solutions, Inc., a New York corporation, having an address of 25 Corporate Drive, Burlington, Massachusetts 01803, and a principal office located at 100 Summit Lake Drive, Valhalla, NY 10595, duly authorized to conduct business in the Commonwealth of Massachusetts (“Competitive Supplier”), desires to provide All-Requirements Power Supply to consumers located within the Municipality, pursuant to the terms and conditions of the Program and this Competitive Electric Service Agreement (“Agreement”); and

WHEREAS, the Municipality desires that the Competitive Supplier provide All-Requirements Power Supply as an alternative to Basic Service for consumers within the Municipality.

NOW THEREFORE, IT IS AGREED THAT, the Municipality and the Competitive Supplier hereby enter into this Agreement subject to the terms and conditions below.

### **ARTICLE 1      DEFINITIONS**

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Capitalized terms that are used but not defined in the body of this Agreement, including the Exhibits hereto, shall be defined as set forth in this Article I. The words defined in this Article I shall be given their common and ordinary meanings when they appear without capitalization in the text. Words not defined in this Article I shall be given their common and ordinary meanings.

**1      Agreement** – This Competitive Electric Service Agreement.

**1.1      Aggregation Plan** - The City of Salem Aggregation Plan as adopted or amended by the Municipality from time to time.

**1.2      All-Requirements Power Supply** – The service under which the Competitive Supplier provides all of the electrical energy, capacity, reserves, and ancillary services, transmission services, transmission to the Point of Delivery, distribution losses, congestion management, and

all other services or products necessary to provide firm power supply to Participating Consumers at the Point of Sale in accordance with this Agreement. This supply service also includes any costs associated with meeting "Renewable Portfolio Standards" ("RPS") at the levels required by currently applicable law.

**1.3 Bankruptcy** – With respect to a Party, such Party (i) ceases doing business as a going concern, generally does not pay its debts as they become due or admits in writing its inability to pay its debts as they become due, files a voluntary petition in bankruptcy or is adjudicated bankrupt or insolvent, or files any petition or answer seeking any reorganization, arrangement, composition, readjustment, liquidation, dissolution or similar relief under the present or any future federal bankruptcy code or any other present or future applicable federal, state or other Governmental Rule, or seeks or consents to or acquiesces in the appointment of any trustee, receiver, custodian or liquidator of said Party or of all or any substantial part of its properties, or makes an assignment for the benefit of creditors, or said Party takes any corporate action to authorize or that is in contemplation of the actions set forth in this clause (i); or (ii) a proceeding is initiated against the Party seeking any reorganization, arrangement, composition, readjustment, liquidation, dissolution or similar relief under the present or any future federal bankruptcy code or any other Governmental Rule, and such proceeding is not dismissed within ninety (90) days after the commencement thereof, or any trustee, receiver, custodian or liquidator of said Party or of all or any substantial part of its properties is appointed without the consent or acquiescence of said Party, and such appointment is not vacated or stayed on appeal, or otherwise, within ninety (90) days after the appointment, or, within ninety (90) days after the expiration of any stay of such appointment, has not been vacated.

**1.5 Basic Service** – Electric supply service by the LDC as defined in M.G.L. c. 164, § 1 and in orders of the Department, as amended or promulgated, as the case may be, from time to time.

**1.6 Business Day** – Monday thru Friday except the following state holidays in MA: New Year's Day, Martin Luther King Day, Presidents Day, Patriots Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Veterans Day, Thanksgiving Day, and Christmas Day.

**1.7 Commercially Reasonable** – Any of the practices, methods and acts which, in the exercise of reasonable judgment in light of the facts known, or which in the exercise of due diligence, should have been known, at the time the decision was made, would have been expected in the industry to accomplish the desired result consistent with reliability, safety, expedition, and applicable laws and regulations.

**1.8 Competitive Supplier** - Consolidated Edison Solutions, Inc., a corporation having an address of 25 Corporate Drive, Burlington, Massachusetts 01803, and a principal office of 100 Summit Lake Drive, Valhalla, New York 10595, duly authorized to conduct business in the Commonwealth of Massachusetts being the entity identified as such in the Preamble of this Agreement.

**1.9** Intentionally Omitted.

**1.10 Credit Rating** – With respect to the Competitive Supplier, its senior unsecured, unsubordinated long-term debt rating, not supported by third party credit enhancement, and if such debt is no longer rated, then the corporate or long-term issuer rating of Competitive Supplier or Competitive Supplier's Guarantor;

**1.11 Customer Service Policies and Practices** – Has the meaning set forth in Exhibit D.

**1.12 Delivery Term** – The period for which prices for All-Requirements Power Supply have been established, as set forth in Exhibit A.

**1.13 DOER** – The Massachusetts Department of Energy Resources.

**1.14 Department** – The Massachusetts Department of Public Utilities or any successor state agency.

**1.15 EDI** – Electronic Data Interchange: The exchange of business data in a standardized format between business computer systems.

**1.16 Effective Date** – The date on which this Agreement is executed by the Parties (or, if the Parties execute on different dates, the date on which the last Party to execute the Agreement has executed such Agreement).

**1.17 Eligible Consumers** – (i) Residential, commercial, industrial, municipal, and/or other consumers of electricity who receive Basic Service from the LDC as of the Effective Date, at one or more locations within the geographic boundaries of the Municipality; or (ii) New Consumers; or (iii) consumers within the Municipality that are supplied by third party suppliers at the inception of the Program and are therefore ineligible, but that subsequently become eligible when those third party supply contracts lapse. For the avoidance of doubt, all Eligible Consumers must reside or be otherwise located at one or more locations within the geographic boundaries of the Municipality, as such boundaries exist on the Effective Date.

**1.18 FERC** – The Federal Energy Regulatory Commission.

**1.19 Force Majeure** – Any cause not within the reasonable control of the affected Party that, through no fault of the affected Party, precludes that Party from carrying out, in whole or in part, its obligations under this Agreement, including, but not limited to, Acts of God; winds; hurricanes; tornadoes; fires; epidemics; landslides; earthquakes; floods; other natural catastrophes; acts of a public enemy; acts, failures to act or orders of any kind of any governmental authorities acting in their regulatory or judicial capacity; insurrections; military action; war, whether or not it is declared; sabotage; riots; civil disturbances or explosions. Economic hardship of either Party shall not constitute an event of *Force Majeure*.

**1.20 General Communications** – The type of communications described and defined in Article 7.6 herein.

**1.21 Governmental Authority** – Any national, state or local government or political subdivision thereof, independent system operator, regional transmission owner or operator, or any other governmental, judicial, regulatory, legislative, public or statutory instrumentality, authority, body, agency, department, bureau, board, commission, or entity.

**1.22 Governmental Rule** – Any law, rule, regulation, ordinance, order, code, permit, interpretation, judgment, decree, or similar form of decision or declaration of any Governmental Authority having the effect and force of law.

**1.23 ISO-NE** – The New England Independent System Operator, or such successor or other entity which oversees the integrated dispatch of power plants in New England and the bulk transmission of electricity throughout the New England power grid.

**1.24 kWh, kW** – Kilowatt-hour and kilowatts, respectively.

**1.25 LDC** – Local distribution company, or any successor company(ies) or entity(ies) providing electricity distribution services in the Town.

**1.26 NEPOOL** – The New England Power Pool.

**1.27 New Consumers** – Residential, commercial, industrial, municipal, or other consumers of electricity that become customers of the LDC after the date of the initial Opt-out Notice and are initially placed on Basic Service.

**1.28 New Consumer Notice** – Has the meaning set forth in Section 5.2.

**1.29 New Taxes** – Any taxes enacted by any Governmental Authority after the Effective Date or by any Governmental Rule effective after the Effective Date resulting in the application, for the first time, of any tax to Participating Consumers with respect to All-Requirements Power Supply.

**1.30 Opt-In Procedure** – The procedure for enabling Eligible Consumers to affirmatively elect to take supply pursuant to the Program, which procedure is more fully described in Exhibit C.

**1.31 Opt-Out Notice** – Has the meaning set forth in Article 5.1.

**1.32 Opt-Out Procedure** – The procedure that enables Eligible Consumers to affirmatively elect not to participate in the program and either remain on or revert to Basic Service, which procedure is more fully described in Exhibit C.

**1.33 Participating Consumers** – Eligible Consumers enrolled in the Program. Eligible Consumers who have opted out of the Program are not Participating Consumers.

**1.34 Parties** – The Municipality and Competitive Supplier, as the context requires. In the singular, “Party” shall refer to either one of the Parties.

**1.35 Point of Delivery** – The point of interconnection between NEPOOL Pool Transmission Facilities and the transmission facilities of the LDC.

**1.36 Point of Sale** – The electric meter for each Participating Consumer’s account, as designated by the LDC.

**1.37 Program** – City of Salem Consumer Choice Power Supply Program implemented pursuant to the Aggregation Plan.

**1.38 Regulatory Event** – A change in a Governmental Rule by a Governmental Authority. A “change” as used herein may include, without limitation, any amendment, modification, nullification, suspension, repeal, finding of unconstitutionality or unlawfulness of a Governmental Rule by a Governmental Authority, or any change in construction or interpretation of a Governmental Rule by a Governmental Authority.

**1.39 Related Documents** - Aggregation Plan and Exhibits, A, B, C, and D and E.

**1.40 Retail Price** – As set forth in Exhibit A.

**1.41 Service Commencement Date** – The date of the Participating Consumers’ first meter read date after \_\_\_\_\_, 2015, as may be reasonably extended due to Force Majeure Events or due to act or omission of the LDC

**1.42 Service Contracts** – Has the meaning set forth in Section 7.3.

**1.43 Small Commercial Customer** – Has the meaning set forth in Section 5.3.

**1.44 Term** – Has the meaning set forth in Article 6.1.

**1.45 Very Large New Customer** – Has the meaning as set forth in Section 5.2.

## **ARTICLE 2 CONDITIONS PRECEDENT**

**2.1** The Municipality’s obligations under this Agreement shall be conditioned upon the Competitive Supplier fulfilling the following requirements:

- a) maintain its Competitive Supplier license from the Department;
- b) execute a competitive electric supplier service agreement with the LDC in a form reasonably satisfactory to Competitive Supplier;
- c) execute any appropriate ISO-NE applications and agreements;

- d) obtain authorization from the FERC to sell power at market-based rates; and
- e) complete EDI testing with the LDC.

If Competitive Supplier has not fulfilled all such requirements by the Effective Date, the Municipality may terminate this Agreement without any liability.

## **ARTICLE 3      RIGHTS GRANTED**

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### **3.1      GENERAL DESCRIPTION AND LIMITATIONS**

Competitive Supplier is hereby granted the exclusive right to provide All-Requirements Power Supply to Participating Consumers pursuant to the terms of the Program and this Agreement. For the avoidance of doubt, Competitive Supplier shall be authorized to supply All-Requirements Power Supply only to Participating Consumers, and the LDC will continue to have the right and obligation to supply electricity to Eligible Consumers who opt-out of the Program and remain on, or return to, Basic Service. Competitive Supplier recognizes and agrees that this Agreement does not guarantee that any individual Eligible Consumer will be served by the Competitive Supplier.

In accordance with Article 5 below, all Eligible Consumers shall be automatically enrolled in the Program unless they choose to opt-out. In the event the geographic boundaries of the Municipality change during the term of this Agreement, Competitive supplier shall only be obligated to supply All-Requirements Service to those Participating Consumers located within the Municipality as such boundaries existed on the Effective Date. The Competitive Supplier has the sole obligation of making all necessary and appropriate arrangements, including, without limitation, with the LDC, and the ISO-NE, to ensure that Participating Consumers receive, at the Point of Sale, the electricity to be supplied by the Competitive Supplier pursuant to this Agreement.

The Municipality specifically authorizes the LDC to provide to Competitive Supplier all billing and energy consumption information for Participating Consumers as is reasonably available from the LDC, which Competitive Supplier may receive and use in fulfillment of its obligations under this Agreement. Competitive Supplier shall request consumption data for individual Participating Consumers from the LDC via EDI. If further action is required by the LDC to authorize Competitive Supplier to receive such consumption and billing data, upon request of Competitive Supplier, the Municipality agrees to use Commercially Reasonable efforts, at Competitive Supplier's cost, to assist Competitive Supplier in obtaining such information for Participating Consumers. Competitive Supplier shall not be responsible for any errors that Competitive Supplier makes in the provision of All-Requirements Power supply to the extent such errors are caused by unknown errors or omissions contained in the information provided to it by the LDC.

## **ARTICLE 4      ROLE OF THE MUNICIPALITY**

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### **4.1 ROLE OF MUNICIPALITY**

Notwithstanding anything to the contrary in this Agreement, the Municipality shall not receive, take title to, or be liable or responsible for the supply or delivery of, or the payments for, any All-Requirements Power Supply. It is and shall remain the sole obligation of the Competitive



Supplier to arrange for delivery of All-Requirements Power Supply to Participating Consumers.

The Parties specifically agree that the role of the Municipality is to:

- i) notify Competitive Supplier of any Municipality-imposed contractual terms and conditions under which All-Requirements Power Supply is to be provided by the Competitive Supplier under this Agreement;
- ii) reasonably assist the Competitive Supplier as set forth in Section 3.1, above, and Section 7.9 below, of this Agreement;
- iii) oversee the public education program provided that such responsibility shall not relieve the Competitive Supplier of its obligations, if any, set forth in this Agreement with respect to such program; and
- iv) approve the opt out notice to be prepared by the Municipality;
- v) to the extent the Municipality elects, in its sole discretion and without having the obligation to do so and without creating any rights on behalf of any third party, act as consultant and advocate for Eligible Consumers with respect to the matters addressed in this Agreement.

Both Parties expressly agree that the remedies available to the Competitive Supplier in the event of Municipality default are limited to the specific performance remedy described in Article 6.

#### **4.2 CLAIMS OF ELIGIBLE/PARTICIPATING CONSUMERS**

The Municipality is authorized under G.L. c. 164, § 134, to act on behalf of the Eligible Consumers in contracting for electric supply for such Eligible Consumers under the Program, and may consult with and communicate with any or all Eligible Consumers and Participating Consumers in connection therewith. Unless prohibited by state or federal law, the Municipality has the right (but not the obligation) to bring claims on behalf of Eligible Consumers or Participating Consumers against the Competitive Supplier in litigation arising under this Agreement. Nothing in this section is intended to create any rights under this Agreement on behalf of any third party.

#### **4.3 OWNERSHIP AND USE OF ELIGIBLE CONSUMER DATA**

Competitive Supplier acknowledges and agrees that, as between the Municipality and Competitive Supplier, the Municipality shall have exclusive ownership of all right, title, and interest in and to all Eligible Consumer data (including addresses, telephone numbers or other identifying information) made available by any person or entity to Competitive Supplier, in connection with or as a result of this Agreement. Competitive Supplier shall use Eligible Consumer data solely to provide All-Requirements Power Supply to Participating Consumers and to render other services expressly required or permitted under this Agreement, and for no other purpose. Any other use of Eligible Consumer data without the prior written consent of the Municipality is strictly prohibited. Pursuant to such authorized use, Competitive Supplier may share such Eligible Consumer data with third-party vendors as reasonably necessary to accommodate Competitive Supplier's provision of All-Requirements Power Supply or other performance pursuant to this Agreement (including, without limitation, collection of receivables), provided that Competitive Supplier will inform any such vendor of the confidential nature of such data and impose upon them the use restrictions set forth in this Article 4.3 and elsewhere in this Agreement. Except as expressly provided in this Agreement, Competitive Supplier shall not disclose any Eligible Consumer data to any third-party and Competitive

Supplier shall take all Commercially Reasonable measures to protect Eligible Consumer data from access by, or beneficial use for, any third-party. To the extent that the provision of All-Requirements Power Supply or other services under this Agreement requires that Competitive Supplier have access to or make use of any Eligible Consumer data, Competitive Supplier shall treat such Eligible Consumer data as confidential information. Competitive Supplier may use Eligible Consumer data to engage in direct marketing to Eligible Consumers regarding electric supply services under the Program, but only during the term of this Agreement and subject to the terms set forth in Article 19.2. A violation of this Article 4.3 shall be grounds for termination under Article 6.2. Competitive Supplier agrees violation of this Article 4.3 shall constitute irreparable harm.

## **ARTICLE 5 CONSUMER CHOICE, NOTIFICATION OF RIGHTS, ENROLLMENT**

### **5.1 CONSUMER CHOICE AND OPT OUT RIGHTS AT PROGRAM INCEPTION**

The Parties acknowledge and agree that all Participating Consumers have the right, pursuant to M.G.L. c. 164, § 134 and the Program, to change their source of electricity supply, as set forth in Article 5. The Parties shall not interfere with the right of Participating Consumers to opt-out of the Program, and shall comply with any rules, regulations or policies of the Department, the LDC and/or other lawful Governmental authority regarding the procedures for opting out of the Program, or switching from one source of electric supply to another, and pursuant to procedures described in Exhibit C. Notwithstanding the foregoing, however, the Parties may take lawful, Commercially Reasonable measures to encourage Participating Consumers to affirmatively agree to remain in the Program, subject to any Governmental Rules.

All Eligible Consumers will, as of the Effective Date, be automatically enrolled in the Program under the terms of this Agreement unless they opt-out. The Municipality shall provide to Competitive Supplier a list of all Eligible Consumers as of the Effective Date, as well as such Eligible Consumers' service and billing addresses. Competitive Supplier shall notify each such Eligible Consumer:

- (i) about the Program;
- (ii) of the date on which such Eligible Consumer will be automatically enrolled in the Program;
- (iii) that the Competitive Supplier will be providing All-Requirements Power Supply to such Eligible Consumer as of the same date, subject to the opt-out provisions of the M.G.L. c. 164, § 134, the Plan; and
- (iv) of the Opt-Out Procedure described in Exhibit C.

The Municipality shall specify the design and content of the Opt-Out Notice. Competitive Supplier shall review the Opt-Out Notice and notify the Town of any comments or concerns regarding the form or content of the notice. Once the design and content of the notice are finalized, Competitive Supplier shall, at its cost and in accordance with the approved design and content, prepare, print, and mail, to each such Eligible Consumer, the Opt-Out Notice at least thirty (30) days prior to the date of automatic enrollment. The Opt-Out Notice shall:

- (i) prominently state all charges to be assessed by the Competitive Supplier,
- (ii) provide a summary of the prices and terms included in Exhibit A;

- (iii) fully disclose the prices and terms then being offered for Basic Service by the LDC;
- (iv) state how such Eligible Consumer may opt-out of the Program prior to enrollment and remain on Basic Service from the LDC;
- (v) state how all Participating Consumers, subsequent to enrollment, will also have the right to opt-out at any time and return to Basic Service or choose a new Competitive Supplier without paying a fee or penalty to Competitive Supplier; and
- (vi) include a postage-paid reply card that customers may use to exercise their opt-out rights.

Competitive Supplier shall commence All-Requirements Power Supply as of the Service Commencement Date to such Eligible Consumers that have not exercised their right to opt out. All such Consumers shall then be deemed Participating Consumers and shall be entitled to receive supply at the prices listed in Exhibit A and pursuant to the terms and conditions of this Agreement.

## **5.2 NOTIFICATION TO NEW CONSUMERS OF OPT-OUT RIGHTS**

In accordance with the requirements of any applicable Governmental Rules, and within a reasonable time after the LDC notifies Competitive Supplier of the existence of a New Consumer (the "New Consumer Notice") and has provided to Competitive Supplier such New Consumer's account number, service and billing address, and other pertinent contact information, Competitive Supplier shall notify such New Consumer (i) of the date on which such New Consumer will be automatically enrolled in the Program, and (ii) that the Competitive Supplier will be providing All-Requirements Power Supply to such New Consumer as of the same date, subject to the opt-out provisions of the M.G.L. c. 164, § 134, the Plan, and the Program Opt-Out Notice. Competitive Supplier shall mail an Opt-Out Notice (as described in Article 5.1) to each such New Consumer at least thirty (30) days prior to the date of automatic enrollment. If the New Consumer is in the largest industrial rate class, Competitive Supplier may contact such new consumer and reasonably determine if such New Consumer is expected to consume more than 1,000,000 kWhs per year. If Competitive Supplier reasonably determines, within 5 business days of receiving the New Consumer Notice from the LDC, that such customer is expected to consume more than 1,000,000 kWhs per year, such consumer shall be designated a "Very Large New Consumer."

Any New Consumer, other than a Very Large New Consumer, that does not elect to opt-out of the Program as provided in this section will be automatically enrolled by Competitive Supplier in the Program, will be deemed a Participating Consumer, and shall be entitled to receive supply at the prices listed in Exhibit A pursuant to the terms and conditions of this Agreement. Promptly after determining that a New Consumer is a Very Large New Consumer, Competitive supplier shall quote a price at then prevailing market rates. If the price is acceptable to such Very Large New Consumer, the Competitive Supplier will assist such consumer with the Opt In procedure described in Exhibit C. Once enrolled in the program, the Very Large New Consumer shall be deemed a Participating Consumer and be entitled to receive supply at the market price quoted by the Competitive supplier pursuant to the terms and conditions of this Agreement.

### **5.3 CONSUMERS SUPPLIED BY THIRD PARTIES**

Consumers being served under other competitive supply programs offered by third parties are not eligible to participate in the Program and will not be automatically enrolled as Participating Consumers under this Agreement at the inception of the Program. If any such consumer terminates its third party supply agreement, they will then be eligible to participate in the Program. Any such residential customer or small commercial customer ("small commercial" is defined to mean a non-residential consumer who at the time of Opting In is determined to have a historical demand, for the preceding 12 months, of less than 10 kW ) may affirmatively opt-in to the Program and pay the same price that is offered to New Consumers. All other consumers are entitled to participate at then prevailing market rates. The Competitive Supplier shall follow the procedure described in Section 4 of Exhibit C to enroll consumers pursuant to this section 5.3. Promptly after receiving notice of the interest of any Consumer described in this section, the Competitive Supplier shall quote a price for participation in the Program, at the price listed in Exhibit A for residential and small commercial consumers, and at then prevailing market rates for all other consumers described in this section. Once enrolled in the Program, such consumer shall be deemed a Participating Consumer and be entitled to receive supply at the price quoted by the Competitive Supplier and otherwise pursuant to the terms and conditions of this Agreement.

### **5.4 CONSUMERS THAT OPT OUT AND THEN OPT BACK IN**

Any Consumer that elects to opt out of the Program may subsequently elect to opt back in. Promptly after receiving notice of the interest of such consumer in the Program, the Competitive Supplier shall quote a price for participation in the Program at then prevailing market rates. If the price is acceptable to such consumer, the Competitive Supplier will assist the consumer with the Opt In procedure described in Exhibit C. Once enrolled in the Program, such consumer shall be deemed a Participating Consumer and be entitled to receive supply at the market price quoted by the Competitive Supplier pursuant to the terms and conditions of this Agreement.

### **5.5 ENROLLMENT**

The Competitive Supplier shall be responsible for enrolling all Eligible Consumers through EDI transactions submitted to the LDC for initial enrollment in the Program and for all subsequent enrollments of Eligible Consumers during the term of this Agreement, all in accordance with the procedures outlined in Exhibit C.

### **5.6 ERRORS OF LDC**

In providing the notifications and conducting the activities set forth in this Article 5, the Competitive Supplier may reasonably rely upon information provided to it by the LDC for the purpose of performing its obligations. Competitive Supplier will not be responsible for any errors or omissions in connection with its notification of Eligible Consumers resulting from unknown errors or omissions contained in the information provided to it by the LDC.

## **ARTICLE 6 TERM OF CONTRACT AND TERMINATION**

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### **6.1 TERM**

This Agreement shall commence on the Effective Date, *provided, however*, that Competitive Supplier's obligation to provide All-Requirements Power supply shall commence on the Service Commencement Date, and shall terminate with the Participating Consumers' first meter read

date after January 1, 2107 unless terminated earlier under Article 6.2 below (“Term”).

## **6.2 TERMINATION**

This Agreement may be terminated at any time upon written notice:

- a) by either Party if the other Party fails to remedy or cure its breach of any material provision or material condition of this Agreement (excluding the failure to provide or arrange for All Requirements Power Supply, which is addressed in Article 6.2(c)), within sixty (60) days following written notice to do so by the non-breaching Party; or
- b) by either Party if this Agreement or any material provision or material condition of this Agreement be finally adjudged invalid by any court or tribunal of competent jurisdiction, or if the Department or Government Authority exercises any lawful jurisdiction so as to invalidate or disapprove this Agreement in whole or in significant part; or
- c) by the Municipality in the event of the failure of the Competitive Supplier to provide or arrange for All-Requirements Power Supply to Participating Consumers unless and only to the extent that such failure is the direct result of *Force Majeure* or the Municipality’s material default of this Agreement; *provided, however*, that the Municipality shall not be permitted to terminate this Agreement if the Competitive Supplier’s failure to provide or arrange All-Requirements Power Supply is entirely a direct result of actions or non-actions by any transmission service provider, the LDC, or the ISO-NE. No delay by either Party in enforcing any of its rights hereunder shall be deemed a waiver of such rights; nor shall such a waiver of one default be deemed a waiver of any other subsequent default; or
- d) by the Municipality in the event of the Bankruptcy of the Competitive Supplier or its Guarantor.

## **6.3 OBLIGATIONS UPON TERMINATION**

Following termination of this Agreement, the Parties obligations under this Agreement shall cease, except that each Party shall remain responsible for any liabilities that arose prior to the date of termination of this Agreement, and all rights and privileges granted to, and obligations imposed on, the Competitive Supplier shall be extinguished, with the exception of the right to collect all monies due from Participating Consumers for services rendered to such consumers through the date of termination, and any obligation of Competitive Supplier to indemnify the Municipality under this Agreement.

The Parties expressly agree that the remedies available to the Competitive Supplier in the event of Municipality default are limited to the specific performance as described in this Article 6.

In the event of any default by the Municipality, therefore, the Parties expressly agree that Competitive Supplier is not eligible to seek recovery of any monetary damages or other losses from the Municipality,

In addition to the right to seek monetary damages and exercise all rights and remedies available to it as a result of a material default of the Competitive Supplier under this Agreement, the

Municipality has the right, but not the obligation, to seek monetary damages from the Competitive Supplier on behalf of all or any Eligible Consumers or Participating Consumers. Accordingly, the Competitive Supplier specifically waives all rights it may have at law to claim that the Municipality has no standing or otherwise lacks the authority to seek such monetary damages and exercise such rights and remedies on behalf of individual Eligible Consumers or Participating Consumers. Nothing herein is intended to create any rights under this Agreement in any third party.

#### **6.4 SPECIFIC PERFORMANCE**

Notwithstanding any other provision herein, the Parties agree that if the Municipality, after receiving a default notice, and after the opportunity to cure that default within the cure periods described in section 6.2(a), fails to cure the default Competitive Supplier shall be entitled to seek specific performance of this Agreement, and this shall be Competitive Supplier's sole and exclusive remedy for any default of the Municipality. The Parties acknowledge and agree that because monetary damages are not available to Competitive Supplier under this Agreement, there is no remedy at law adequate to compensate Competitive Supplier for a material default of the Municipality under section 6.2(a), and further agree that Competitive Supplier may suffer, in the event of such a default, irreparable harm.

#### **6.5 EXTENSION**

This Agreement may be extended beyond the expiration date of the Term by written, signed amendment to this Agreement. Any new pricing terms shall be included in such amendment. Upon any such extension, this Agreement shall continue to be in effect throughout the extension period set forth in the amendment, and all provisions of this Agreement, as amended by the Amendment, shall retain the same force and effect as before the extension, unless earlier terminated by either Party pursuant to the provisions of Article 6.2.

### **ARTICLE 7 CONTINUING COVENANTS**

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The Competitive Supplier agrees and covenants to perform each of the following additional obligations during the term of this Agreement.

#### **7.1 STANDARDS OF MANAGEMENT AND OPERATIONS**

In performing its obligations hereunder, during the Term, the Competitive Supplier shall prudently and efficiently carry out its obligations under this Agreement; employ an adequate number of competently trained and experienced personnel to fulfill its responsibilities; deliver or arrange to deliver a safe and reliable supply of such amounts of electricity to the Point of Delivery as are required under this Agreement; comply with all applicable Governmental Rules and industry standards and practices for the supply of electricity to Participating Consumers; and, at all times with respect to Participating Consumers, implement the good customer service policies and practices as defined in Article 7.2, and employs all Commercially Reasonable efforts, skills, practices, systems and methods in performance of its obligations.

#### **7.2 CUSTOMER SERVICE POLICIES AND PRACTICES**

The Competitive Supplier agrees to provide, or cause to be provided, Customer Service Policies and Practices to Participating Consumers as described more fully in Exhibit D. The Municipality reserves the right to post program-related information on the Municipality's website which will

be available to Participating Consumers for general information, product and service information, and other purposes.

### **7.3 RESPONDING TO REQUESTS FOR INFORMATION**

The Competitive Supplier shall, during normal business hours (as set forth in Exhibit D), respond promptly and without charge to reasonable requests of the Municipality for information or explanation regarding the matters covered by this Agreement and the supply of electricity to Participating Consumers. If such matter pertains to a particular consumer, and consumer consent is required by law, the Municipality will secure such consent before requesting any information under this section. Competitive Supplier agrees to designate a service representative or representatives (the "Service Contacts") who shall be available for these purposes, and shall identify the office address and telephone number of such representative(s). Such Service Contacts shall be initially identified in Exhibit E. The Competitive Supplier shall update the names of such Service Contacts as necessary during the Term of this Agreement. Whenever necessary to comply with this Article, the Service Contacts shall call upon other employees or consultants of the Competitive Supplier to obtain such information or explanation as may be reasonably requested. Nothing in this Article shall be interpreted as limiting the obligation of the Competitive Supplier to respond to complaints or inquiries from Participating Consumers, or to comply with any regulation or requirement of the Department, Government Authority or Attorney General regarding customer service.

### **7.4 ARRANGING FOR FIRM ALL-REQUIREMENTS POWER SUPPLY**

Competitive Supplier shall make all appropriate arrangements with the ISO-NE, any relevant regional transmission organization, wholesale suppliers or any other entity to ensure an uninterrupted delivery of reliable, safe, and firm All-Requirements Power Supply (free and clear of any claims, liens and encumbrances) to the Point of Delivery, and shall make all appropriate arrangements to cause the LDC to deliver such electricity (free and clear of any claims, liens and encumbrances) to Participating Consumers at the Point of Sale. In the event the Competitive Supplier is unable to deliver sufficient electricity to the Point of Delivery to serve Participating Consumers, the Competitive Supplier shall promptly make all arrangements for an alternative supply as may be necessary to continue to serve Participating Consumers under the terms of this Agreement without interruption, and shall bear any costs it may incur in carrying out these obligations. Competitive Supplier shall not be responsible to the Municipality or any Participating Consumers in the event the LDC disconnects, curtails or reduces service to Participating Consumers.

### **7.5 NON-DISCRIMINATORY PROVISION OF SERVICE**

Competitive Supplier shall supply electric energy to all Participating Consumers on a non-discriminatory basis; provided, however, that the prices and other terms of such supply may vary in accordance with Article 5 or the rate classifications as appear in Exhibit A. Competitive Suppliers prices, terms and conditions shall be in accordance with the Massachusetts General Laws, the regulations of the Department and any other Governmental Authority having jurisdiction, and other applicable Governmental Rules. The Competitive Supplier may not deny service to a Participating Consumer for failure to pay the bills of a third party, including the LDC, any electric company (whether engaged in the distribution, transmission, supply, or generation of electricity) or of any other aggregator, marketer or broker of electricity, but may to

the extent allowed by law and regulation, reasonably deny or reasonably condition new service, or terminate existing service, based upon any Participating Consumer's failure to pay bills from the Competitive Supplier. Provision of electric energy supply to Participating Suppliers shall be subject to Competitive Supplier's reasonable credit policies described in Exhibit A, to the extent permitted by law and regulation.

#### **7.6 APPROVAL OF GENERAL COMMUNICATIONS**

Competitive Supplier shall cooperate with and assist the Municipality in the drafting and sending of messages and information to Eligible Consumers concerning the Program or any matter arising under or related to this Agreement or the Program. Competitive Supplier shall, prior to sending any direct mail, advertising, solicitation, bill insert, electronic mail, or other similar written or electronic communication (collectively, "General Communications") to Participating Consumers (but excluding individually drafted or tailored communications responding to a specific complaint or communication of an individual consumer), provide a copy of such General Communication to the Municipality for its review (for consistency with the Municipality's purposes and goals ) and approval. The Municipality shall have the right to disapprove such General Communications and suggest revisions if it finds the communication inconsistent with the purposes and goals of the Municipality, factually inaccurate, or likely to mislead provided, however, that: (i) the communication shall be deemed approved if the Municipality fails to respond within seven (7) Business Days, and (ii) no approval shall be necessary for any communication (a) regarding any emergency situation involving any risk to the public health, safety or welfare; (b) that has been approved by the Department, the DOER, or any other Governmental Authority; or (c) in the nature of routine monthly or periodic bills, or collection notices, except that any bill insert or message included at the bottom of such bill not within the scope of (a) or (b) above shall require advanced review and approval by the Municipality; and (iii) no approval or lack of approval shall relieve the Competitive Supplier of its obligations and responsibility for its actions and omissions under this Agreement. The Municipality may reject or exclude any proposed General Communication that, in its reasonable judgment, is contrary to the interests and objectives of the Program or the Municipality.

#### **7.7 PARTICIPATING CONSUMER LIST**

To the extent not prohibited by any Governmental Rule, Competitive Supplier shall, upon request of the Municipality, provide a list of the Participating Consumers being served by the Competitive Supplier, including such reasonable identifying and consumption information as the Municipality may also request, to the extent such information is available to Competitive Supplier. Competitive Supplier shall provide such Participating Consumer lists in an electronic format reasonably acceptable to both Parties and with no more frequency than once a month.

#### **7.8 COMPLIANCE WITH LAWS**

The Parties shall promptly and fully comply with all existing and future Governmental Rules of all Governmental Authorities having jurisdiction over the activities covered by this Agreement.

#### **7.9 CONSENT**

Whenever performance of an obligation of any Party hereto requires the consent or approval of any Governmental Authority, such Party shall make all Commercially Reasonable efforts to obtain such consent or approval. In the event the Competitive Supplier reasonably requests the



Municipality's assistance in obtaining such consent or approval and the Municipality anticipates that it will incur costs in fulfilling the Competitive Supplier's request, it shall give the Competitive Supplier an estimate of such costs. Upon receiving the estimate, Competitive Supplier shall determine if it will continue to request the Municipality's assistance, and if so, the Competitive Supplier shall reimburse the Municipality for all costs reasonably incurred by the Municipality in connection with such assistance.

## **ARTICLE 8 PRICES AND SERVICES; BILLING**

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### **8.1 SCHEDULE OF PRICES AND TERMS**

Competitive Supplier agrees to provide All-Requirements Power Supply and other related services as expressly set forth herein in accordance with the prices and terms included in Exhibit A to this Agreement, which Exhibit is hereby incorporated by reference into this Agreement.

### **8.2 OBLIGATION TO SERVE**

Competitive Supplier has the sole obligation to obtain sources of supply, whether from generating facilities owned or controlled by its affiliates, through bilateral transactions, or the market, as may be necessary to provide All-Requirements Power Supply for all Participating Consumers. Competitive Supplier, except as explicitly limited by the terms included in Article 5, shall be obligated to accept all Participating Consumers, regardless of their location or energy needs, subject to Competitive Supplier's credit policies described in Exhibit A and to the extent permitted by law, and subject to the terms of any approval or other order of the Department with respect to this Agreement.

### **8.3 METERING**

The LDC will be responsible for all metering and the metered usage as reported by the LDC shall be the basis for all routine bills under this Agreement.

### **8.4 TERMS AND CONDITIONS PERTAINING TO INDIVIDUAL ACCOUNT SERVICE**

#### **8.4.1 Title**

Title and risk of loss to All-Requirements Power Supply will transfer from Competitive Supplier to Participating Consumers at the Point of Sale. The prices quoted in Exhibit A shall be inclusive of and the Competitive Supplier will be responsible for any and all losses incurred on the local network transmission systems and distribution systems, as determined by the LDC.

#### **8.4.2 Billing and Payment**

Unless otherwise specified in an Exhibit to this Agreement, or agreed to by the Parties in writing, all billing under this Agreement shall be based on the meter readings of each Participating Consumer's meter(s) performed by the LDC and Competitive Supplier shall cause the LDC to prepare and render bills to Participating Consumers on a monthly basis, and the billing and payment terms offered by the LDC to Basic Service customers shall apply to all billing under this Agreement. Any over-charge or under-charge will be accounted for in the next billing period for which actual meter data is available.

#### **8.4.3 Regional and Local Transmission**

The prices quoted in Exhibit A do not include current and future charges for distribution service

costs collected by the LDC under its distribution service tariff or local transmission costs as may be imposed by the regional power pool, ISO-NE, or individual electric utilities that have FERC transmission tariffs. The parties understand that these costs will be collected by the LDC in the same manner that such local transmission and distribution costs are collected from Basic Service customers.

#### **8.4.4 Taxes**

All sales, gross receipts, excise or similar taxes imposed with respect to the sale or consumption of All-Requirements Power Supply shall be included on the Participating Consumer's bill and shall be remitted to the appropriate taxing authority by Competitive Supplier. Participating Consumers shall be responsible for all sales taxes for sales to Participating Consumers under this Agreement. Participating Consumers shall be responsible for identifying and requesting any exemption from the collection of any tax by providing appropriate documentation to Competitive Supplier.

### **ARTICLE 9 DEVELOPMENT OR OFFERING OF RENEWABLE ENERGY SOURCES**

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#### **9.1 COMPLIANCE WITH RENEWABLE PORTFOLIO STANDARD**

Competitive Supplier hereby agrees that it will comply with the applicable provisions of G.L. c. 25A, §11F, §11F1/2, and any regulations, orders or policies adopted pursuant thereto.

#### **9.2 GREEN OPTION**

Competitive Supplier hereby agrees that it will incorporate the Green Option program as described in Exhibit A into Supplier's provision of All Requirements Power Supply under this Agreement and offer such program following the procedures described in Exhibit C.

### **ARTICLE 10 CUSTOMER SERVICE PROTECTIONS**

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Competitive Supplier shall post a copy of this Agreement on its web site so that it is available to all Eligible Consumers and provide a copy of this Agreement to any consumer that contacts the Competitive Supplier and requests a copy. Competitive Supplier agrees that it shall comply with the provisions of 220 C.M.R. 11.00, 25.00, 26.00, 27.00, 28.00 and 29.00, as applicable to Competitive Suppliers, and any amendments thereto, and any code of conduct or policies the Department may adopt in accordance with M.G.L. c. 164, § 1F(7). The Competitive Supplier shall comply with the Customer Service Policies and Practices attached as Exhibit D and incorporated by reference into this Agreement. Such written description shall also include the Competitive Supplier's plan for maintaining "service quality standards," as that phrase is used in § 1F(7); for complying with the "affirmative choice" requirements of § 1F(7); and for handling consumer complaints, including any arbitration or dispute resolution procedures. The Competitive Supplier agrees to provide notice to the Municipality of any consumer complaints received from a Participating Consumer, and to grant the Municipality the right to participate in resolution of the dispute, to the extent that such complaints relate directly to the Program, and to the extent permitted by Department regulations and other applicable law. In addition, and in accordance with the M.G.L. c. 164, § 1F(2) and 220 CMR 11.05(2)(b)(19) as such may be amended, restated, and replaced from time to time, in event of a dispute regarding an invoice or Competitive Supplier's service under this Agreement, a Participating Consumer

may contact the Department, which may refer the dispute to the Massachusetts Office for Dispute Resolution for mediation of such dispute, if the amount in dispute is greater than one hundred dollars (\$100.00) and the subject of the dispute is within the Department's statutory and regulatory authority.

## **ARTICLE 11 NON-DISCRIMINATION IN HIRING AND EMPLOYMENT**

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Competitive Supplier agrees to conduct its operations and activities under this Agreement in accordance with all applicable local, state and federal laws regarding non-discrimination in hiring and employment of employees.

## **ARTICLE 12 POWER SUPPLY INFORMATION AND ACCESS TO INFORMATION**

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### **12.1 POWER SUPPLY INFORMATION**

#### **12.1.1 Monthly Report of Sales**

Competitive Supplier shall provide the Municipality or its consultant with a monthly report of sales which must contain: (i) the actual kWh sales for each meter read of the reporting periods and (ii) the number of Participating Consumer accounts active in each meter read of the reporting period. The monthly report will be due to the Municipality or its consultant within forty-five (45) days following the close of each month. The kWh sales and number of Participating Consumer accounts shall be listed in the report both by rate code and rate name and shall be listed separately for the "Standard Product" and any "Green Option" as shown and described on Exhibit B attached hereto. This information shall be provided in electronic format.

#### **12.1.2 Monthly Report of Opt-Outs and Drops**

Competitive Supplier shall provide the Municipality or its consultant with a monthly report of opt-outs and drops which must contain: (i) the number of Eligible Consumers that opt-out of the program and (ii) the number of Participating Consumer accounts that are dropped from the program. The monthly report will be due to the Municipality or its consultant within forty-five (45) days following the close of each month. The information shall be listed in the report both by rate code and rate name and shall be listed separately for the Standard Product and any Green Option. This information shall be provided in electronic format.

#### **12.1.3 Monthly Report of Consumer-Related Data**

On and after the Service Commencement Date, Competitive Supplier will maintain consumer-related data in electronic form, including utility account number, billing name, billing address, service address, meter read date, usage, demand, and ICAP data. Competitive Supplier will make such data available to the Municipality or its consultant within forty-five (45) days following the close of each month. This information shall be provided in electronic format.

#### **12.1.3 Standard of Care with respect to information or data submissions**

Competitive Supplier shall exercise reasonable care and use all Commercially Reasonable practices in preparing and providing any information or data required under this Agreement. To the extent that Competitive Supplier determines that any information or data provided hereunder is in error, it shall provide corrected information or data to the Municipality or its consultant within a Commercially Reasonable time.

## **12.2 POWER SUPPLY REPORT**

Within fifteen (15) days of the end of each quarterly reporting period, Competitive Supplier shall present a copy of the current "Disclosure Label" required by the Department, pursuant to 220 CMR § 11.06, of all Competitive Suppliers to be disclosed to their Participating Consumers which includes information pertaining to Competitive Supplier's power supply and a reasonably detailed description of the sources of Competitive Supplier's power supply used to serve Participating Consumers pursuant to this Agreement. Competitive Supplier shall post the "Disclosure Label" on its web site under City of Salem power supply program.

## **12.3 BOOKS AND RECORDS**

Competitive Supplier shall keep its books and records in accordance with any applicable regulations or guidelines of the Department, FERC, and any other Governmental Authority. The Municipality will have access to any reports mandated by the Securities and Exchange Commission which are available on the Internet "EDGAR" system.

## **12.4 COPIES OF REGULATORY REPORTS AND FILINGS**

Upon reasonable request, Competitive Supplier shall provide to the Municipality a copy of each public periodic or incident-related report or record relating to this Agreement that it files with any Massachusetts or federal agency regulating rates, service, compliance with environmental laws, or compliance with affirmative action and equal opportunity requirements, unless the Competitive Supplier is required by law or regulations to keep such reports or records confidential.

# **ARTICLE 13 RESOLUTION OF DISPUTES; CHOICE OF LAW**

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## **13.1 CHOICE OF LAW**

This Agreement and the rights of the Parties shall be interpreted and determined in accordance with the laws of the Commonwealth of Massachusetts. Venue for any judicial proceeding involving a dispute arising from this Agreement shall be the United States District Court for Massachusetts or Massachusetts Superior Court

## **13.2 DISPUTE RESOLUTION**

Unless otherwise expressly provided for in this Agreement, the dispute resolution procedures of this Article 13.2 shall be the exclusive mechanism to resolve disputes arising under this Agreement. The Parties agree to use reasonable efforts to resolve any dispute(s) that may arise regarding this Agreement. Any dispute that arises under or with respect to this Agreement shall in the first instance be the subject of informal negotiations between the Parties involved in the dispute. The dispute shall be considered to have arisen when one Party sends the other Party a written notice of the dispute. The period for informal negotiations shall be fourteen (14) days from receipt of the written notice of dispute unless such time period is modified by written agreement of the Parties. In the event that the Parties cannot resolve a dispute by informal negotiations, the Parties shall submit the dispute to non-binding mediation. Within fourteen (14) days following the expiration of the time period for informal negotiations, the Parties shall propose and agree upon a neutral and otherwise qualified mediator. In the event that the Parties

fail to agree upon a mediator, the Parties shall request that the American Arbitration Association, Boston, Massachusetts, appoint a mediator. The mediation shall occur within fifteen (15) business days from the appointment of the mediators, unless such time period is extended by written agreement of the Parties. The Parties shall not be required to mediate their dispute for longer than a single, 6-hour day. The decision to continue mediation shall be in the sole discretion of each Party. The Parties will bear their own costs of the mediation. The mediator's fees shall be shared equally by the Parties. In the event that the Parties cannot resolve a dispute by such mediation, either Party may seek judicial enforcement subject to the provisions of this Agreement. Notwithstanding the foregoing, injunctive relief may be immediately sought without resorting to alternative dispute resolution to prevent irreparable harm that would be caused by a breach of this Agreement. Furthermore, nothing in this Article shall prevent a Party from terminating this Agreement in accordance with the terms thereof notwithstanding this Article or any then-pending dispute resolution process.

## **ARTICLE 14 INDEMNIFICATION**

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### **14.1 INDEMNIFICATION BY THE COMPETITIVE SUPPLIER**

Competitive Supplier shall indemnify, defend and hold harmless the Municipality and its officers, employees, officials, consultants, representatives and independent contractors (the "Indemnified Parties"), from and against any and all costs, liabilities, losses, judgments, damages, and expenses (including reasonable attorney's fees), arising out of third-party claims, demands, causes of action, suits or other proceedings and incurred by, on behalf of or involving the Indemnified Parties to the extent such claims, demands, causes of action, suits or other proceedings arise from or in connection with (i) any material breach by Competitive Supplier of its obligations, covenants, representations or warranties contained in this Agreement, or (ii) Competitive Supplier's actions or omissions in connection with its performance of this Agreement to the extent that such actions or omissions were negligent or not Commercially Reasonable. Competitive Supplier further agrees, if requested by the Municipality in writing to do so, to investigate, handle, respond to, and defend any such claim, demand, cause of action, suit or other proceeding at Competitive Supplier's expense. The indemnification obligation of Competitive Supplier set forth above is in addition to and not in limitation or in lieu of any other rights and remedies available to the Municipality. This provision shall survive the expiration or earlier termination of this Agreement.

### **14.2 NOTICE OF INDEMNIFICATION CLAIMS**

If the Municipality seeks indemnification pursuant to this Article, it shall notify Competitive Supplier of the existence of a claim as soon as practicable after learning of such claim, describing with reasonable particularity the circumstances, if known, giving rise to such claim. In that notice, the Municipality may also request Competitive Supplier to investigate, handle, respond to and defend the Municipality against any such claim. The Competitive Supplier shall respond to the Municipality's notice within ten (10) business days of receipt of such notice with a written communication as to whether it agrees to indemnify (and, if requested by the Municipality in its notice, to provide a defense to) the Municipality for such claim. Upon written acknowledgment by the Competitive Supplier that it will assume the defense and indemnification of such claim, the Competitive Supplier may assert any defenses which are or would otherwise be available to the Municipality.

### **14.3 DUTY TO MITIGATE**

Each Party agrees that it has a duty to mitigate damages and covenants that it will use Commercially Reasonable efforts to minimize any damages that may be incurred as a result of the other Party's performance or non-performance of this Agreement.

## **ARTICLE 15 REPRESENTATIONS AND WARRANTIES**

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### **15.1 BY THE COMPETITIVE SUPPLIER**

As a material inducement to entering into this Agreement, the Competitive Supplier hereby represents and warrants to the Municipality as of the Effective Date as follows:

- a) it is duly organized, validly existing and in good standing under the laws of the jurisdiction of its formation and is qualified to conduct its business in those jurisdictions necessary for it to perform its obligations under this Agreement;
- b) it has all authorizations from any Governmental Authority necessary for it to legally perform its obligations under this Agreement or, if such authorizations are not required by law on the Effective Date, it will obtain such authorizations in a timely manner prior to when any performance by it requiring such authorization becomes due;
- c) the execution, delivery and performance of this Agreement are within its powers, have been duly authorized by all necessary action and do not violate any of the terms or conditions in its governing documents or any contract to which it is a party or any applicable Governmental Rule;
- d) subject to the conditions precedent set forth in Article 2, this Agreement constitutes a legal, valid and binding obligation of the Competitive Supplier enforceable against it in accordance with its terms, and the Competitive Supplier has all rights such that it can and will perform its obligations in conformance with the terms and conditions of this Agreement, subject to bankruptcy, insolvency, reorganizations and other laws affecting creditor's rights generally and general principles of equity;
- e) no Bankruptcy is pending against it or to its knowledge threatened against it;
- f) none of the documents or other written information furnished by or on behalf of Competitive Supplier to the Municipality pursuant to this Agreement, contains any untrue statement of a material fact or omits any material fact required to be stated therein or necessary to make the statements contained herein or therein, in the light of the circumstances in which they were made, not misleading; and
- g) all information furnished by Competitive Supplier in response to the Municipality's Request for Proposals for competitive electric supply services is true and accurate.

### **15.2 BY THE MUNICIPALITY**

As a material inducement to entering into this Agreement, the Municipality hereby represents and warrants to Competitive Supplier as of the Effective Date of this Agreement as follows:

- a) this Agreement constitutes the legal, valid and binding obligation of the Municipality enforceable in accordance with its terms, subject to applicable laws;
- b) the execution, delivery and performance of this Agreement are within the Municipality's powers, have been, or will be duly authorized by all necessary action;

- c) the Municipality has all authorizations from any Governmental Authority necessary for it to legally perform its obligations under this Agreement or will obtain such authorizations in a timely manner prior to when any performance by it requiring such authorization becomes due; and
- d) no Bankruptcy is pending or threatened against the Municipality.

## **ARTICLE 16      INSURANCE**

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In order to help support the indemnifications provided in Article 14, and its other promises and covenants stated herein, Competitive Supplier shall provide and maintain throughout the term of this Agreement and any extension or renewal thereof the following insurance with companies that are authorized and licensed in the Commonwealth of Massachusetts to issue policies for the coverages and limits so required.

- a.      Workers' Compensation Insurance as required by the laws of the Commonwealth of Massachusetts and employer's liability insurance in the amount of \$500,000.
- b.      Commercial General Liability Insurance, \$5,000,000 combined single limit. Commercial General Liability insurance shall include personal injury liability, broad form property damage liability, products/completed operations liability and broad form contractual liability.
- c.      Automobile Liability Insurance, covering all leased, owned, non-owned, and hired vehicles - Combined single limit of \$1,000,000.
- d.      Excess Liability Insurance, Umbrella Form - \$5,000,000 combined single limit, which shall be following form, providing coverage over commercial general liability insurance, automobile liability insurance, and employer's liability under workers' compensation insurance.
- e.      The Municipality shall be named as an additional insured on the Commercial General Liability Insurance and Excess Liability Insurance policies.
- f.      All certificates and policies shall contain the following provision:  
  
    “Notwithstanding any other provision herein, should any of the above policies be cancelled or materially amended before the expiration date thereof, the Competitive Supplier will mail thirty (30) days prior written notice thereof to the named certificate holder and to the Mayor of Salem, Salem City Hall, 93 Washington St., Salem MA 01970, before such cancellation or amendment shall take place.”
- g.      Certificates evidencing such insurance in five (5) copies shall be furnished to the Municipality at the execution of this Agreement. The Competitive Supplier shall make no claims against the Municipality or its officers for any injury to any of its officers or employees or for damage to its equipment arising out of work contemplated by this Agreement.

- h. No insurance shall be obtained from an insurer which:
- (1) is not licensed to sell insurance in the Commonwealth of Massachusetts;
  - (2) is not authorized to provide insurance as an excess or surplus lines insurer, and does not have a current A.M. Best's rating of A or better; or
  - (3) is a risk retention group lawfully providing insurance to its members in Massachusetts.
- j. Failure to provide and continue in force such insurance as aforesaid shall be deemed a material breach of this Agreement and shall operate as an immediate termination thereof.

## **ARTICLE 17      CONFIDENTIALITY**

Competitive Supplier acknowledges that the Municipality is subject to certain laws pertaining to the use and release of documents and records prepared or received by a public body, including without limitation, M.G.L. c. 4, § 7, cl. 26; M.G.L. c. 66, § 10; and M.G.L. c. 30A, §§ 18-25, and that any document that is deemed a "public record" under such laws (hereinafter a "Public Record") will be released to any requesting person without notice to any Party notwithstanding anything to the contrary in this Agreement, including Article 7.

Subject to the foregoing:

To the extent information shared between the Parties is not a Public Record and is not otherwise in the public domain as set forth below, including any consumer data that is covered by confidentiality rules and regulations of the Department, or information relating to proprietary information of the Competitive Supplier that fits within a statutory exemption under said laws (hereinafter, "Confidential Information") each Party shall comply with such laws and any other Governmental Rules addressing the confidentiality of such information. Except as otherwise provided by law, information shall not be treated as Confidential Information hereunder if such information: (i) is or becomes generally available to the public other than as a result of disclosure by the receiving Party; (ii) was in its possession prior to disclosure hereunder and which was not acquired directly or, to the Party's knowledge, indirectly from the disclosing Party, (iii) was received from a non-party to this Agreement who to the receiving Party's knowledge, was not subject to a confidentiality agreement or fiduciary obligation regarding information; (iv) was independently developed by the receiving Party without reference to the information.

This Agreement once executed will be deemed a Public Record and treated as such.

Subject to the foregoing, the information related to this Agreement that is considered Confidential Information shall include the following:

- a) any account information related to the Participating Consumers including, without limitation, historic usage data, metering, and billing and payment information;
  - b) any information regarding transactions entered into by Competitive Supplier and any third parties in connections with the provision of All-Requirements Power Supply;
  - c) any list of Participating Consumers;
  - d) any information disclosed by a Party during any settlement discussions that is not reduced to an executed settlement agreement;
  - e) Competitive Supplier's insurance policies;
  - f) any financial security instruments(s) provided by Competitive Supplier;
- any additional information which either Party marks as "Confidential" at the time of the



release of the Information and persuasively justifies that such information fits within one of the exemptions to the Public Records Law.

## **ARTICLE 18 REGULATORY EVENT/NEW TAXES**

### **18.1 REGULATORY EVENT**

If, after the Effective Date, a Regulatory Event occurs or any New Taxes are imposed, and such event or taxes have a direct, material effect on the economic benefits to a Party of this Agreement, the affected Party shall send written notice to the other Party, setting forth the Regulatory Event or New Taxes and reasonably demonstrating the effect of the same on the affected Party. Upon delivery of such notice, the Parties shall use reasonable efforts to negotiate an amendment to this Agreement to mitigate such effect. Alternatively, if as a direct result of such a Regulatory Event or New Tax, Competitive Supplier incurs additional costs, Competitive Supplier shall provide a written notice to the Municipality that documents: a) the effective date of the Regulatory Event or New Tax; b) a detailed explanation and reasonable demonstration of the material cost incurred as a result of the Regulatory Event or New Tax; c) the timing of the cost impact to be incurred by the Competitive Supplier; d) the proposed price increase per kWh to be passed on to Participating Consumers; e) a proposed plan for coordinating with the LDC for an increase in the price per kWh that is billed by the LDC, designed to reimburse the Competitive Supplier for such cost impact. If the Municipality and the Competitive supplier cannot agree on the amendment to this Agreement or reimbursement contemplated by this section, the matter shall be subject to dispute resolution in accordance with section 13.2.

## **ARTICLE 19 MISCELLANEOUS**

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### **19.1 NO ASSIGNMENT WITHOUT PERMISSION**

Other than in connection with a sale of all or substantially all of its competitive electric supply business, Competitive Supplier shall not assign its rights and privileges under this Agreement without the prior written approval of the Municipality. Such approval may be denied at the reasonable discretion of the Municipality if it determines that the proposed assignee does not have at least the same financial ability, experience, and qualifications as the assigning Competitive Supplier. Notwithstanding the foregoing, the Town may not unreasonably withhold its consent to an assignment to an affiliated entity under common control or management with Competitive Supplier or Competitive Supplier's corporate parent that has the financial ability, qualifications, and experience to fulfill all obligations of Competitive Supplier under this Agreement, and which agrees, in writing to be bound by the terms and conditions of this Agreement. By making any assignment under this Article, Competitive Supplier shall be deemed to have represented and warranted to the Municipality that the assignee possesses such financial ability, qualifications, and experience. The Municipality may assign this Agreement without the prior consent of Competitive Supplier provided that the proposed assignee has at least the same financial ability as the Town and such assignment would not in any way impair the rights and interests of Competitive Supplier under this Agreement. The rights and obligations created by this Agreement shall inure to the benefit of, and be binding upon, the successors and permitted assigns of, the respective Parties hereto.

### **19.2 DIRECT MARKETING**

Prior to the introduction of any new product or service that Competitive Supplier desires to make

available to Participating Consumers or other Eligible Consumers, Competitive Supplier agrees to (i) give the Municipality written notice of such new product of service and (ii) discuss with the Municipality the possible inclusion of such new product or service in the Program or another Municipality aggregation program. The Parties agree to negotiate in good faith the terms, conditions, and prices for such products and services that the Parties agree to include in the Program or another Municipality aggregation program.

Competitive Supplier also agrees not to engage in any direct marketing to any Participating Consumer or Eligible Consumers that uses or relies upon knowledge of, or access to, such consumers that Competitive Supplier gained, in whole or in part, as a result of this Agreement. For the purposes of this provision, "direct marketing" shall include any telephone call, text messaging, social media communications, mailing, electronic mail, or other contact between the Competitive Supplier and the Consumer. Broad-Based Programs of the Competitive Supplier that do not rely on any unique knowledge or access gained through this Agreement shall not constitute such "direct marketing." Broad Based Programs shall be defined to mean generic corporate marketing programs directed at consumers in general as opposed specific marketing efforts directed at consumers in the municipality.

### 19.3 NOTICES

All notices, demands, requests, consents or other communications required or permitted to be given or made under this Agreement shall be in writing and addressed to:

If to Competitive Supplier:

Consolidated Edison Solutions, Inc.  
25 Corporate Drive  
Burlington, MA 01803  
Attention: Sam Morgan, Regional Sales Manager  
With a copy to:  
Consolidated Edison Solutions  
100 Summit Lake Drive  
Valhalla, NY 10595  
Attention: General Counsel

If to City:

Mayor	City Solicitor
Salem City Hall	Salem City Hall
93 Washington St.	93 Washington St
Salem MA 01970	Salem MA 01970

Notices hereunder shall be deemed properly served (i) by hand delivery on the day and at the time on which delivered to the intended recipient at the address set forth in this Agreement; (ii) if sent by mail, on the third business day after the day on which deposited in the United States certified or registered mail, postage prepaid, return receipt requested, addressed to the intended recipient at its address set forth in this Agreement; or (iii) if by Federal Express or other reputable express mail service, on the next business day after delivery to such express mail service, addressed to the intended recipient at its address set forth in this Agreement. Any Party may change its address and contact person for the purposes of this Article 19.3 by giving written

notice thereof in the manner required herein.

#### **19.4 CHANGES IN EMERGENCY AND SERVICE CONTACT PERSONS**

In the event that the name or telephone number of any emergency or service contact for the Competitive Supplier changes, Competitive Supplier shall give prompt oral or written notice to the Municipality.

#### **19.5 ENTIRE AGREEMENT; AMENDMENTS**

This Agreement and the Related Documents constitute the entire agreement between the Parties hereto with respect to the subject matter hereof and supersedes all prior oral or written agreements and understandings between the Parties relating to the subject matter hereof. This Agreement may only be amended or modified by a written instrument signed by all Parties hereto.

#### **19.6 FORCE MAJEURE**

If by reason of *Force Majeure* either Party is unable to carry out, either in whole or in part, its obligations herein contained, such Party shall not be deemed to be in default during the continuation of such inability, provided that: (i) the non-performing Party, within fourteen (14) days after the event of the *Force Majeure*, gives the other Party hereto written notice describing the particulars of the event; (ii) the suspension of the performance is of no greater scope and of no longer duration than is required by the event of *Force Majeure*; (iii) no obligations of the Party which were to be performed prior to the occurrence causing the suspension of performance shall be excused as a result of the event; and (iv) the non-performing Party shall use all Commercially Reasonable efforts to remedy with all reasonable dispatch the cause or causes preventing it from carrying out its obligations and to mitigate the effects thereof. If any event of *Force Majeure* continues for a period of one hundred eighty (180) days or longer, either Party may terminate this Agreement by sending the other Party a written notice; *provided, however*, that neither the existence of such an event nor the termination of this Agreement on account thereof as aforesaid shall constitute a default of any Party and shall not give rise to any damages.

#### **19.7 EXPENSES**

Each Party hereto shall pay all expenses incurred by it in connection with its entering into this Agreement, including, without limitation, all of its attorneys' fees and expenses, except as otherwise expressly provided in this Agreement.

#### **19.8 NO JOINT VENTURE**

Competitive Supplier will perform all services under this Agreement as an independent contractor. Nothing herein contained shall be deemed to constitute either Party a partner, agent or legal representative of the other Party or to create a joint venture, partnership, agency or any relationship between the Parties. The obligations of the Municipality and the Competitive Supplier hereunder are individual and are neither collective nor joint in nature.

#### **19.9 JOINT WORK PRODUCT**

This Agreement shall be considered the work product of the Parties hereto, and, therefore, no rule requiring of construction of the Agreement against a Party alleged to be responsible for drafting the Agreement shall be applied against either Party.

#### **19.10 COUNTERPARTS**

This Agreement may be executed in counterparts, each of which shall be deemed an original and all of which shall constitute a single agreement. Facsimiles and or copies of signatures shall be deemed originals for purposes of the execution of this Agreement.

#### **19.11 COST RECOVERY**

The Parties acknowledge that the price for energy as described in Exhibit A includes the Consultant Commission described in Exhibit A to cover the cost of developing, implementing and operating the Aggregation. The Competitive Supplier agrees to include this cost adder in the Price for energy, and to make the monthly commission payments on behalf of Participating Consumers, in the manner described in Exhibit A, and acknowledges this obligation as a material obligation of this Agreement.

#### **19.12 WAIVER**

No waiver by either Party hereto of any one or more defaults by the other Party in the performance of any provision of this Agreement shall operate or be construed as a waiver of any future default, whether of like or different character. No failure on the part of either Party hereto to complain of any action or omission on the part of the other Party, no matter how long the same may continue, shall be deemed to be a waiver of any right hereunder by the Party failing to complain. A waiver of any of the provisions of this Agreement shall only be effective if unequivocal, and made in writing and signed by the Party who is making such waiver.

#### **19.13 AGGREGATION PLAN**

Competitive Supplier agrees that it has been provided with and had a reasonable opportunity to examine and has examined the Aggregation Plan. The Parties agree that the Aggregation Plan, in the form as it exists on the Effective Date, shall be construed harmoniously with this Agreement to the greatest practicable extent. Notwithstanding the foregoing, in the event of any conflict between this Agreement and the Aggregation Plan, the Agreement shall govern.

#### **19.14 ADVERTISING LIMITATIONS**

Competitive Supplier agrees not to use the name of the Municipality, or make any reference to the Municipality, in any advertising, publication, or other information to be distributed publicly for marketing or educational purposes, unless the Municipality expressly agrees to such usage. Any proposed use of the name of the Municipality must be submitted in writing for agreement and prior approval. The Municipality acknowledges that the Competitive Supplier and/or the Competitive Supplier's corporate affiliates own the exclusive rights to the trademarked logo and trade name used by Competitive Supplier. No right, license or interest in this trademark and/or trade name is granted to the Municipality hereunder, and the Municipality agrees that it shall not assert any right, license or interest with respect to such trademark and/or trade name.

#### **19.15 PRESS RELEASES**

The Municipality reserves the right to issue press releases with respect to this Agreement and the Program in general without the prior review, approval, or agreement of the Competitive Supplier, provided that the Municipality shall give three (3) business days' notice to the Competitive Supplier of any press release that mentions the Competitive Supplier by name. The purpose of

this notice requirement is to provide opportunity to the Competitive Supplier to reasonably comment on the content of such press release and to give the Municipality the opportunity to take such comments into consideration before making the final discretionary decision regarding the content of any such press release. If a response from the Competitive Supplier is not received by the Municipality within such three (3) business day period, the Municipality may issue the press release.

#### **19.16 HEADINGS AND CAPTIONS**

The headings and captions appearing in this Agreement are intended for reference only, and are not to be considered in construing this Agreement.

#### **19.17 SURVIVAL OF OBLIGATION**

Termination of this Agreement for any reason shall not relieve the Municipality or the Competitive Supplier of any obligation accrued or accruing prior to such termination.

#### **19.18 REMEDIES**

##### **A. General**

Subject to the limitations set forth in this Article and Article 6, the Municipality and the Competitive Supplier reserve, and shall have, all rights and remedies available to each of them at law or in equity with respect to the performance or non-performance of the other Party under this Agreement.

##### **B. Limitations**

NEITHER PARTY HERETO SHALL BE LIABLE FOR CONSEQUENTIAL, INCIDENTAL, PUNITIVE, EXEMPLARY OR INDIRECT DAMAGES, LOST PROFITS OR OTHER BUSINESS INTERRUPTION DAMAGES, BY STATUTE, IN TORT OR CONTRACT. THIS LIMITATION SHALL NOT APPLY TO CLAIMS OF THE MUNICIPALITY AGAINST THE COMPETITIVE SUPPLIER FOR INDEMNIFICATION FOR THIRD-PARTY CLAIMS UNDER ARTICLE 14, BUT ONLY TO THE EXTENT OF SUCH THIRD-PARTY CLAIMS.

#### **19.19 COMPLIANCE WITH LAWS**

By entering into this Agreement, the Parties specifically represent that they have exercised due diligence to review and have fully complied with all relevant regulations and orders of the FERC, the Department, Massachusetts Attorney General, and DOER and any other governmental authorities having jurisdiction over any element of the transactions contemplated by this Agreement.

IN WITNESS WHEREOF, the Parties hereto have executed this Agreement as of the Effective Date.

**Consolidated Edison Solutions, Inc.**

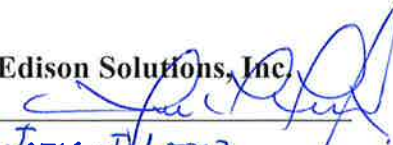
By:

Name:

Title:

Address:

Dated:

  
Jorge J. Lopez  
President and Chief Executive Officer  
100 Summit Lake Drive, Suite 410, Valhalla, NY 10595  
October 19, 2015

**City Of Salem**

By:

Name:

Title:

Address:

Dated:

  
Kimberley Driscoll  
Mayor  
93 Washington Street  
Salem, MA 01970

October 19, 2015

**EXHIBIT A  
PRICES AND TERMS  
For Fixed Prices**

**All prices:** fixed and inclusive of all ancillary services and quoted in \$ per kWh.

**Base Prices:** Include statutory mix required by Renewable Portfolio Standard

**Rate Classes:** as per Basic Service categories of the LDC.

(For example, R series Residential, G1 & S series Commercial, G2 & G3 Industrial)

**Service Start:** January 2016 Meter Reads

**TABLE 1: 12 MONTH LEVEL PRICE**

Read in to Read in	Jan 2016 Jan 2017	GREEN PREMIUM			TOTAL PRICE		
		Standard Product	Alternate Product 2	Premium Green Option	Standard Product	Alternate Product 2	Premium Green Option
Residential	.1008	.0031	none	.011	.1039	.1008	.1118
Commercial	.1008	.0031	none	.011	.1039	.1008	.1118
Industrial	.1008	.0031	none	.011	.1039	.1008	.1118

**Terms and Conditions:**

- 1. Renewable Portfolio Standard:** The Competitive Supplier shall include Renewable Energy in the All Requirements Power Supply mix in an amount no less than that required by any Governmental Authority, including laws, regulations or policies adopted pursuant to the provisions of G.L. c. 26A, section 11F and 11F1/2, starting with the requirement on the Start-Up Service Date, or pay all penalties imposed by any Governmental Authority related to Renewable Energy requirements.
- 2. Standard Product:** The total prices quoted in Table 1 above for the standard product (which consumers will be enrolled in unless they Opt Out) include the cost to purchase the MA RPS and APS requirements of approximately 22% statutory mix requirements, plus 5% MA class 1, and the balance of approximately 73% in ME hydro.
- 3. Alternate Product 2:** The total prices quoted in Table 1 above for the Alternate Product 2 (which consumers may choose by Opting IN) contains the statutory mix required by the Renewable Portfolio Standard described above, with no additional RECS
- 4. Premium Green Option:** The total prices quoted in Table 1 for the Premium Green Option(which consumers may choose by Opting in) includes the purchase of RECs as specified Table 2 below:

**TABLE 2**

<b>Table 2: Green Option Contract Lapsing in Jan 2017</b>		
1	RECS to satisfy all requirements of the MA RPS and APS	As required
2	Additional MA Class 1 Wind	20%
3	ME Hydro RECs*	RECs required to hit 100%
4	Total	100%

Competitive Supplier shall identify the technology, vintage, and location of the renewable generators that are the sources of the RECs for the Standard and the Green Option. All such RECs shall be created and recorded in the New England Power Pool Generation Information System or be certified by a third party satisfactory to the Town such as Green-e.

5. **Term:** The period of delivery of All Requirements Power Supply shall commence with Participating Consumers' first meter read date after January 1, 2016 and terminate with Participating Consumers' first meter read date after January 1, 2017, unless terminated earlier pursuant to Article 6 of the Agreement.
6. **Eligible Consumer Opt-Out:** Participating Consumers are free to opt-out of the Program using the procedures described in Exhibit C. There are no fees or charges for Participating Consumers to opt-out or terminate service.
7. **Competitive Supplier's Standard Credit Policy:** The Competitive Supplier will not require a credit review for any consumer participating in the Program, nor does Competitive Supplier require any consumer to post any security deposit as a condition for participation in the Program. The Competitive Supplier may terminate service to a Participating Consumer and return such consumer to Basic Service in the event that the Participating Consumer fails to pay to Competitive Supplier amounts past-due greater than sixty (60) days.
8. **Consultant Commission:** All prices quoted above include a commission fee equal to \$0.001 (1 mil) per kWh of Participating Consumers actual usage payable to Bay State Consultants, LLC, the consultant hired by the Municipality to develop, implement, and administer the Program. The Competitive Supplier agrees to include this commission fee in the Price for energy and to make the monthly commission payments on behalf of Participating Consumers, and acknowledges this obligation as a material obligation of this Agreement. The competitive supplier shall pay the commission fee sixty (60) calendar days following the close of each month, with such commission being calculated on the basis of the kWh of usage described in the monthly report required by Section 12.1.1. This provision shall be binding upon the Parties and all permitted assigns and other successors-in-interest of the Parties. Except as provided in this provision, there shall be no other third-party beneficiaries to this Agreement.



**EXHIBIT B  
MONTHLY REPORT OF SALES**

**Standard Product**

Rate Code	Rate Name	Accounts	Customers	kWh
R-1	Res. Non-Heat/Annual	[x]	[x]	[x]
R-2	Res. Assist	[x]	[x]	[x]
R-3	Res. Space Heating	[x]	[x]	[x]
R-4	Res. Assist. Space Heating	[x]	[x]	[x]
G-1	General – Annual	[x]	[x]	[x]
G-2	General-Medium TOU	[x]	[x]	[x]
G-3	General-Large TOU	[x]	[x]	[x]
G-5	General-Comm. Heating	[x]	[x]	[x]
G-7	General TOU	[x]	[x]	[x]
R-5	Res. General-Water Heating	[x]	[x]	[x]
S-1	Street & Traffic Lights	[x]	[x]	[x]
S-2	Customer Owned Street Ltg.	[x]	[x]	[x]
<b>Total:</b>		[x]	[x]	[x]

**Green Option**

Rate Code	Rate Name	Accounts	Customers	kWh
R-1	Res. Non-Heat/Annual	[x]	[x]	[x]
R-2	Res. Assist	[x]	[x]	[x]
R-3	Res. Space Heating	[x]	[x]	[x]
R-4	Res. Assist. Space Heating	[x]	[x]	[x]
G-1	General – Annual	[x]	[x]	[x]
G-2	General-Medium TOU	[x]	[x]	[x]
G-3	General-Large TOU	[x]	[x]	[x]
G-5	General-Comm. Heating	[x]	[x]	[x]
G-7	General TOU	[x]	[x]	[x]
R-5	Res. General-Water Heating	[x]	[x]	[x]
S-1	Street & Traffic Lights	[x]	[x]	[x]
S-2	Customer Owned Street Ltg.	[x]	[x]	[x]
<b>Total:</b>		[x]	[x]	[x]

**Note:** Rate Codes and Rate Names are listed for illustration. Supplier shall list actual Rate Codes and Rate names served in the program.

**EXHIBIT C**  
**CUSTOMER ENROLLMENT, OPT-OUT, AND OPT-IN PROCEDURES FOR**  
**MUNICIPAL AGGREGATION**

**National Grid Service Territory**

Supplier shall comply with LDC procedures for timely processing of enrollment requests, Opt Out requests, and Opt In requests as those procedures are amended from time to time. In the event of any conflict between LDC procedures and the procedures outlined in this exhibit, the LDC procedures shall apply.

The following protocols describe the procedures for customer enrollment, opt out, and opt in. The protocols are designed to be consistent with the LDC's Terms and Conditions for Municipal Aggregators, as amended or superseded from time to time. In the event of a conflict between these protocols and those Terms and Conditions, the Terms and Conditions shall govern.

**1. Pre-Enrollment Opt-Out Notice, Pre-Enrollment Opt-Out Procedure, and Initial Enrollment**

1.1. Opt-Out Notice and Reply Card

1.1.1. The Municipality shall design an Opt-Notice informing customers of the aggregation and their right to opt out and an Opt-Out Reply Card that customers may mail to exercise their opt-out right.

1.1.2. The Competitive Supplier shall print the Opt-Out Notice and Opt-Out Reply Card.

1.2. Customer List

1.2.1. After approval by the DPU and execution of the Electric Service Agreement (ESA) with a Competitive Supplier, the Local Distribution Company (LDC) will electronically transmit a Customer List, including the name, address, and existing power supply option (i.e., Basic Service or competitive supply) of each eligible consumer, to the Municipality's designated Competitive Supplier to facilitate the notification and opt-out requirements of the program.

1.3. Opt-Out Mailing Within five (5) business days of receiving the Customer List, the Competitive Supplier shall mail the Opt-Out Notice and Opt-Out Reply Card to all Basic Service customers in the Municipality

1.4. Customer Opt-Outs

During the period of thirty (30) days from the date of the postmark of the Opt-Out Notice, customers may opt-out of the aggregation by:

1.4.1. Mailing the opt-out reply card to the Competitive Supplier; or

1.4.2. Calling the Competitive Supplier's customer service number and requesting to opt out.

1.5. Customer Enrollment and Commencement of Generation Service

1.5.1. Within five (5) business days after the conclusion of the 30-day opt-out period,

the Competitive Supplier shall submit an “enroll customer” transaction to the LDC for all Basic Service customers in the Municipality that did not opt out, pursuant to section 1.4.1 or 1.4.2.

1.5.2. Subject to the LDC’s Terms and Conditions for Municipal Aggregators, generation service will commence as follows:

1.5.2.1. On the customer’s next scheduled meter read, for customers with meter read dates at least two business days after the date of the enrollment transaction;

1.5.2.2. On the customer’s subsequent scheduled meter read, for customers with meter read dates less than two business days after the date of the enrollment transaction.

1.6. Report to Municipality

Within five (5) business days after sending the “enroll customer” transactions, the Competitive Supplier shall provide the Municipality with the Customer List, with fields added for each customer indicating the date the Opt-Out Notice was mailed, whether the customer opted out, and if so the date, and whether an enrollment transaction for the customer was submitted to the LDC, and if so the date.

1.7. Undeliverable Opt-Out Notices.

If any Opt-Out Notices are returned as undeliverable, the Competitive Supplier shall make Commercially Reasonable Efforts to identify a correct mailing address and re-send the notice. If the second Opt-Out Notice is not returned, and if the customer does not opt-out within thirty (30) days from the date of the postmark of the second mailing, the Competitive Supplier shall submit an enrollment transaction for the customer no less than five (5) business days after the conclusion of the 30-day opt-out period.

**2. New Customers**

2.1 New Customers are customers that become customers of the LDC after the date of the initial opt-out notice, for example because they moved into the Municipality.

2.2. On a monthly basis, the LDC shall provide the Competitive Supplier with a Customer List for all New Customers in the Municipality.

2.3. Within five (5) business days after receiving the Customer List, the Competitive Supplier shall mail the Opt-Out Notice and Reply Card to all New Customers.

2.4. Within five (5) business days after the conclusion of the 30-day opt-out period for the new customers, the Competitive Supplier shall submit an “enroll customer” transaction to the LDC for all New Customers that did not opt-out within the 30-day opt-out period. If any Opt-Out Notices are returned as undeliverable, Competitive Supplier shall attempt to identify a correct address and re-send the notice as described in section 1.7.

2.5 Commencement of Service. As specified in the LDC’s Terms and Conditions for Municipal Aggregators, generation service will commence as follows:

2.5.1. On the customer’s next scheduled meter read, for customers with meter read dates at least two business days after the date of the enrollment transaction;

2.5.2. On the customer’s subsequent scheduled meter read, for customers with meter read dates less than two business days after the date of the enrollment transaction.

2.5.3. Competitive Supplier will not be responsible for delays caused by the LDC.

### **3. Opt-Out After Initial Enrollment**

- 3.1. Opt-Out Procedure. Subsequent to enrollment, a customer may elect to opt out of receiving generation service through the aggregation as follows:
  - 3.1.1. By calling the Competitive Supplier's customer service number and requesting to opt-out, in which case the Competitive Supplier shall submit a "supplier drops customer" transaction to the LDC within one (1) business day;
  - 3.1.2. By enrolling with an unrelated competitive supplier, in which case the unrelated competitive supplier shall submit an "enroll customer" transaction to the LDC; or
  - 3.1.3. By calling the LDC and requesting to be returned to Basic Service, in which case the LDC shall submit a "customer drops supplier" transaction.
- 3.2. Effective Date
  - 3.2.1 Where the customer opts out by contacting the Competitive Supplier or enrolling with an unrelated competitive supplier, the customer will no longer receive Generation service through the aggregation as of:
    - 3.2.1.1 the customer's next scheduled meter read, for customers with meter read dates at least two business days after the date of the drop or enrollment transaction;
    - 3.2.1.2 the customer's subsequent scheduled meter read, for customers with meter read dates less than two business days after the date of the drop or enrollment transaction.
  - 3.2.2 Where the customer opts out by contacting the LDC, the customer will no longer receive Generation service through the aggregation as follows:
    - 3.2.2.1 for residential customers, within two business days
    - 3.2.2.2 for other customers, as of the customer's next scheduled meter read.

### **4. Opt-In Procedure**

- 4.1. Applicability
  - 4.1.1. Customers not being served by the aggregation may opt in at any time.
  - 4.1.2. The opt in procedure applies to the following customers:
    - 4.1.2.1. Opt-out Customers. Customers that opt-out of the aggregation, either before or after enrollment; and
    - 4.1.2.2. Former Competitive Supply Customers. Customers that were not previously enrolled in the aggregation because they were served by a competitive supplier at the inception of the program.
- 4.2. Prices
  - 4.2.1. Prices for opt-in customers shall be as follows:
    - 4.2.1.1. All Opt-out Customers and Former Competitive Supply Customers other than residential and small business customers shall be offered a price based on prevailing market rates at the time of the opt in.
    - 4.2.1.2. Former Competitive Supply Customers that are residential or small business customers shall be offered the standard contract price
  - 4.2.2. The Competitive Supplier shall notify the Municipality of all prices offered to

opt-in customers.

4.2.3. Unless this requirement is waived by the Municipality, the end date of any opt-in contract shall be coterminous with end date of the Standard Product.

4.3. Opt-in Process

4.3.1. Customers may opt in to the aggregation by calling the Competitive Supplier's customer service number and requesting to opt in.

4.3.2. The Competitive Supplier shall fully disclose to the customer the price and all other terms and conditions of service. If the customer agrees to the price and terms and conditions, the Competitive Supplier shall submit an "enroll customer" transaction to the LDC within five (5) business days.

5. Optional Products

5.1. Prior to enrollment, Customers may elect an Optional Product by calling the Competitive Supplier's customer service number. The Competitive Supplier shall enroll such customers on the Optional Product.

5.2 Customers enrolled in the program may elect an Optional Product, or a return to the Basic Product, by calling the Competitive Supplier's customer service number. Within five (5) business days after a customer makes such an election, the Competitive Supplier shall submit a "change supplier data" transaction to the LDC to make the change in the customer's rate option. Once submitted to the LDC, the change shall become effective as provided in the Terms and Conditions for Municipal Aggregators.

6. Program Termination

6.1. In the event that the municipality elects at any time to terminate the program, the Competitive Supplier shall return all customers to the LDC's basic service via Electronic Data Interchange in accordance with the rules set forth in the Electronic Business Transactions Working Group Report.

**EXHIBIT D**  
**CUSTOMER SERVICE POLICY AND PRACTICES**

The detailed terms of service are more fully described in the Agreement executed on \_\_\_\_\_, which is posted and available on the \_\_\_\_\_ web site at the following link: \_\_\_\_\_ . Competitive supplier will provide a copy of this Agreement to any participating Consumer that requests a copy.

It is the Policy of the Competitive Supplier to:

- 1) Provide for Customer services that are reasonably accessible to all Participating Consumers during normal working hours and that allow Participating Consumers to transact business they may have with the Competitive Supplier; Such Customer service to include availability of Bilingual (Spanish) customer service representative; online customer chat line; customer emails responded to within one business day, and after hours voice messages answered by experienced customer service rep the following business day.
- 2) Provide a toll-free telephone number that will be established by Competitive Supplier and be available for Participating Consumers to contact Competitive Supplier during normal business hours (9:00 A.M. – 5:00 P.M. Eastern Standard Time or Eastern Daylight Saving Time, as applicable, Monday through Friday) to resolve concerns, answer questions and transact business with respect to the service received from Competitive Supplier;
- 3) Include the offer to resolve any dispute with any Participating Consumer pursuant to the dispute resolution procedures described in 220 CMR 25.02 (4), or MGL c 164 (1) (F) (2).
- 4) All Participating Consumers will have the right to opt out of the Program at any time without penalty. Participating Consumers who opt out will have the right to return to the Program at a price that reflects market prices at the time of their return.
- 5) Competitive Supplier will assign a senior Customer Service Team representative, as described in Exhibit E to be primary contact for the municipality.

## **EXHIBIT E**

### **SERVICE CONTACTS**

As required by Article 7.3, the Municipality may contact the following representatives of the Competitive Supplier with requests for information or clarification at the telephone numbers and or email addresses listed below:

Name: Nancy Warwick

Title: Manager Customer Operations

Office Address: 100 Summit Lake Drive Suite 400 Valhalla, NY 10595

Telephone 914 286 7039

Email: warwickn@conedsolutions.com

Name: Sam Morgan

Title: Sales Manager, New England

Office Address: 25 Corporate Dr Burlington MA 01803

Telephone: 781 203 2707

Email: morgansa@conedsolutions.com

These Service Contacts may be updated from time to time without the need for an amendment of this Agreement

EXHIBIT F AGGREGATION PLAN

(To be included in final contract)



# City of Salem

## Municipal Aggregation Plan

May 7, 2015

The City of Salem has developed Salem PowerChoice to bring the benefits of renewable energy and electricity choice to its residents and businesses. The program will feature renewable energy in the power supply, support for local renewable energy projects, and maximum consumer protections, all at a price at or below the price of Basic Service power from the utility. The program is part of Salem's efforts to promote environmental sustainability and economic growth.

Before being implemented, the aggregation program must be reviewed and approved by the Massachusetts Department of Public Utilities (DPU). The DPU will ensure that the program satisfies all of the statutory requirements, including that the plan provides universal access and a reliable power supply and treats all customer classes equitably. This aggregation plan was developed to demonstrate that Salem's program satisfies all of the requirements necessary for DPU approval.

### I. Key Features

The key features of Salem's municipal aggregation program will include:

**Renewable power:** Salem's aggregation will maximize the use of power from renewable resources such as hydro, wind, and solar. Our goal is to use 100% clean power.

**Price protection:** Salem will secure its power supply by requesting competitive bids from the largest and most experienced power suppliers in the region. This competition will result in the best possible price. Salem will only launch the aggregation when it obtains a price that meets or beats the price of utility Basic Service.

**Consumer protection:** Salem's program will include the strongest consumer protections, including the ability for any customer to leave the program at any time with no fee. There will be no hidden charges of any kind.

**Local power sources:** Salem will seek to purchase and include in the power supply Renewable Energy Certificates (RECs) from renewable energy generators in Salem, including any current or future solar energy projects in City, and RECs from solar and wind generation in the Northeast Massachusetts (NEMA) electricity load zone.

**Product options:** Salem will offer at least one optional product (PowerChoice Plus) as an alternative to the standard product (PowerChoice), giving customers a choice of environmental characteristics and price.

### II. Support for Renewable Energy

A centerpiece of Salem's aggregation program will be support for renewable energy. Salem has a long-standing commitment to reducing its carbon footprint. The City has implemented many environmental initiatives, including conversion of streetlights to LED fixtures, Salem Spins bicycle share program, curbside composting and expanded recycling opportunities, Solarize Salem, municipal and school solar net

metering, energy efficiency upgrades in public buildings, and an expansive climate change vulnerability assessment and mitigation plan. Municipal aggregation will enable Salem to make renewable energy a core component of the City's power supply.

### 1. A Greener Standard Product

The program will provide a standard electricity product (PowerChoice) that is greener than utility basic service. When procuring power, Salem will request bids for power with a higher renewable content than is required by the Renewable Portfolio Standard. To test the price of different options, the City will seek bids incorporating RECs from a variety of renewable resources within New England and bids incorporating Green-e certified RECs from other parts of the country. Salem will select the bid that offers the best combination of renewable content and price. Our goal is to secure a power supply that is 100% clean, comprises – as much as possible – a renewable energy portfolio from local renewable energy generation, and also meets or beats the utility basic service price. We expect that there will be limitations on the variety of RECs that can be incorporated while meeting the price goal, and therefore we will offer an even greener optional product, as described below.

### 2. An Even Greener Optional Product

The program will also offer at least one optional product (PowerChoice Plus) that is even greener than the standard product. For example, the optional product may include a higher percentage of RECs from new, renewable resources within New England. Or, it may include a higher percentage of solar. This will enable Salem's residents and businesses to make choices about the environmental content of their power supply and to purchase an even cleaner product if they choose to do so.

### 3. Incorporating Local Renewable Resources

In order to support local renewable energy resources and to make a connection between local generating projects and the power supplied to the City's residents and businesses, Salem will make a particular effort to secure RECs from renewable generation within Salem. Because many of these projects may have sold their RECs under multi-year contracts, this initiative may start slowly. However, the City anticipates that it will grow as new projects are built and as more RECs from existing projects become available. Over time this will become a central feature of the aggregation program.

## III. Statutory Requirements

The municipal aggregation statute, G.L. c. 164, sec. 134, sets out the requirements that a plan must meet in order to be approved by the DPU. Those requirements include procedural requirements, specified plan elements, and substantive requirements. Salem's plan satisfies all of these requirements, as discussed below.

### 1. Local Approval

The Municipal Aggregation Statute requires that the City obtain approval from the local governing authorities before initiating the development of the plan. Salem satisfied the local approval requirement when the City Council voted to initiate the process of municipal aggregation on November 20, 2014. The Council Order is attached as Exhibit A.

## 2. Consultation with the Department of Energy Resources (DOER)

The aggregation statute also requires the City to consult with the DOER in developing the plan. Salem submitted a draft of the plan to DOER and Salem officials met with DOER to discuss that draft on April 6, 2015. DOER provided many helpful comments on the draft which were incorporated into the final version of the plan.

## 3. Citizen Review

Salem has made the plan available for review by its electricity customers and held a public meeting on the plan at the February 26, 2015 Salem City Council Meeting. The draft aggregation plan was also posted on the City's web site.

## IV. Elements of the Plan

The Municipal Aggregation Statute requires that the plan contain the following elements:

- Organizational structure
- Operations
- Funding
- Details on rate setting and other costs to participants
- The method of entering and terminating agreements with other entities
- The rights and responsibilities of program participants
- The procedure for termination of the program

Each of those elements is discussed in turn below.

### 1. Organizational Structure

The organizational structure of the aggregation program will be as follows:

**Mayor and City Council:** The aggregation will be overseen by the Mayor and the City Council, the elected representatives of the citizens of Salem. The City Council and Mayor authorized the initiation of the process of municipal aggregation. The Mayor approved the aggregation plan with input by the City Council and Salem electricity customers, supervises the aggregation consultant, and will sign the supply contract.

**Consultants:** The City's aggregation consulting team (hereinafter jointly referred to as "Consultant") will manage the aggregation under the Mayor's direction. Their responsibilities will include managing the supply procurement, developing and implementing the public education plan, interacting with the local distribution company, and monitoring the supply contract. Through a competitive procurement process, Salem has selected the team of Bay State Consultants and Peregrine Energy Group to provide these services for an initial three-year term.

**Competitive Supplier:** The competitive supplier will provide power for the aggregation, provide customer support including staffing, a toll-free number for customer questions, and fulfill other responsibilities as detailed in the Competitive Electric Service Agreement.

## 2. Operations

Following approval of the Plan by the Department of Public Utilities (DPU), the key operational steps will be:

- a. Issue supply Request for Proposals (RFP) and select winning competitive supplier
- b. Implement public information program, including 30-day opt-out notice
- c. Enroll customers and provide service, including quarterly notifications

### a. Issue supply RFP and select winning competitive supplier

#### i. Power supply

After the DPU approves the plan, the next step is to procure an energy supply contract.

Salem will solicit bids from leading competitive suppliers, including those currently supplying aggregations in Massachusetts and other states. The RFP will require that the supplier satisfy key threshold criteria, including:

- Licensed by the DPU
- Strong financial background
- Experience serving the Massachusetts competitive market or municipal aggregations in other states
- Demonstrated ability, supported by references, to provide strong customer service

In addition, suppliers will be required to agree to the substantive terms and conditions of Salem's model electricity service agreement. The agreement requires the supplier to:

- Provide all-requirements service
- Allow customers to exit the program at any time with no fee
- Agree to specified customer service standards
- Comply with all requirements of the DPU and the local distribution company

Salem will solicit price bids from suppliers that meet the threshold criteria and agree to the terms and conditions. The City will request bids for a variety of terms and for power from different sources. If none of the bids are satisfactory, the City will reject all bids and repeat the solicitation for prices as often as needed until market conditions yield a price that is acceptable to the City. Salem will only accept a bid that enables it to launch the aggregation with a price that is equal to or less than the Basic Service price.

#### ii. RECs

In addition to soliciting bids for power supply that meets the required MA RPS obligation, Salem will solicit bids to supply additional Renewable Energy Certificates (RECs) for both the standard product and the optional product. Salem's goal is for the standard product to be 100% green.<sup>1</sup> The optional product will be even greener than the standard product, for example by including a higher percentage of "new"

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<sup>1</sup> Green electricity sources include both renewable resources, such as wind and solar, and clean, non-renewable resources, such as combined heat and power, required by the Massachusetts Alternative Energy Portfolio Standard.

renewables. The City will seek RECs from a variety of renewable sources, and will choose the proposals that offer the best combination of environmental benefit and price.

Salem will ask bidders to identify the technology, vintage, and location of the renewable generators that are the sources of the RECs. It will require that the RECs either be created and recorded in the New England Power Pool Generation Information System or be certified by a third party such as Green-e.

**b. Implement public information program, including 30-day opt-out notice**

Once a winning supplier is selected, Salem will implement a public education program.

The delivery of a public education plan and associated materials are pivotal to ensuring clarity, participation, and enthusiasm for the aggregation. The City will use a variety of communication vehicles to communicate the plan's objectives, the primary terms and conditions of the contract, and the right to opt out at any time.

The public education plan will include both broad-based efforts and a 30-day opt-out notice to be mailed to every eligible customer on basic service.

*i. Broad-based education efforts*

The broad-based efforts will take advantage of traditional media, the Web, and social media to ensure as many people as possible learn about the aggregation. Planned elements include:

- An announcement introducing the program and the competitive supplier, which will be sent to media contacts at local newspapers, the local radio station, and other outlets identified as valuable by the City
- A dedicated informational Web site that explains the aggregation plan, community benefits, the opt-out process, and other helpful information. This site will be available during the initial educational outreach and also on an ongoing basis so that customers can find information about the program for its duration.
- A toll-free customer information and support hotline
- Interviews with local media outlets, including the local cable access channel
- Public service announcements on the local cable access channel
- Social-media-based connections with local community groups. Specifically, Salem will provide announcement text to local groups for posting on their active Facebook pages
- Informational documents that mirror the aggregation web site content and can be used as handouts during the community presentation. These materials will also be made available through the web site as downloadable files and in the City Hall and other public buildings.
- A community-wide presentation, open to all community members.

A detailed timeline for these efforts will be developed by Salem as the launch gets closer.

*ii. 30-day opt-out notice*

In addition to the broad-based education initiatives, a 30-day opt-out notice will be mailed to every eligible customer on basic service. The notice will be an official City communication, and it will be sent in an envelope clearly marked as containing time-sensitive information related to the program. The notice will: (1) introduce and describe the program; (2) inform customers of their right to opt-out and that they will be automatically enrolled if they do not exercise that right; (3) explain how to opt out; and (4)

prominently state all program charges and compare the price and primary terms of the City's competitive supply to the price and terms of National Grid's basic service. The opt-out notice is attached to this Plan as Exhibit B.

The direct mailing will include an opt-out reply card. Customers will have 30 days from the date of the mailing to return the reply card if they wish to opt out of the program by this method. The notice will be designed by Salem and printed and mailed by the competitive supplier, who will process the opt-out replies. The opt-out reply card is attached to this Plan as Exhibit C.

**c. Enroll customers and provide service, including quarterly notifications**

After the completion of the 30-day opt-out period, the competitive supplier will enroll into the program all basic service customers that did not opt out. All enrollments and other transactions between the competitive supplier and National Grid will be conducted in compliance with the relevant provisions of DPU regulations, National Grid's Terms and Conditions for Municipal Aggregators (as amended or superseded from time to time), and the protocols of the Massachusetts Electronic Business Transactions Working Group.

Once customers are enrolled, the electricity supplier will provide all-requirements power supply service. The supplier will also provide ongoing customer service, maintain the program web site, and process new customer enrollments, ongoing opt-outs, opt-back-ins, and customer selections of optional products. Prior to the expiration of the initial power supply agreement, Salem intends to procure a new supply agreement

As part of its ongoing service, Salem will provide the quarterly disclosure information required by G.L. c. 164, § 1(F)(6) and 220 C.M.R. § 11.06. Like the other Massachusetts aggregations, Salem requests a waiver from the requirement that the disclosure label be mailed to every customer and seeks permission instead to provide the information through alternative means, including press releases, announcements on cable television, postings at City Hall, and postings on the program website. As the DPU has found with other aggregations, this alternate information disclosure strategy will allow Salem to provide the required information to its customers as effectively as quarterly mailings.

**c. Annual report to DOER**

On an annual basis, Salem will report to DOER on the status of the program, including number of customers enrolled and opting-out, kilowatt-hour sales, customer savings, participation in green products, and such other information as DOER may request.

### 3. Funding

All of the costs of the program will be funded through the supply contract.

The primary cost will be the competitive supplier's charges for the power supply. These charges will be established through the competitive solicitation for a supplier.

The administrative costs of the program will be funded through a per kilowatt-hour adder that will be included in the supply price and paid by the competitive supplier to the Consultant, as specified in the electricity supply agreement (ESA). This fee will cover the services of the Consultant, including developing the aggregation plan, managing the DPU approval process, managing the supply procurement, developing and implementing the public education plan, providing customer support, interacting with the local distribution company, monitoring the supply contract, and providing ongoing reports. This charge has

been set initially at \$0.001 per kilowatt-hour and was established through the competitive solicitation that Salem conducted for an aggregation consultant.

#### 4. Rate Setting and Other Costs to Participants

As described above, the program's generation charges will be set through a competitive bidding process and will include the administrative adder. Prices, terms, and conditions may differ among customer classes. The City will seek bids for a variety of terms and may also seek bids for a variety of pricing periods within each contract term. For each customer class, prices will be fixed for periods at least as long as the basic service price period for the class.<sup>2</sup>

The program affects only customers' electricity supply charges. Delivery charges will be unchanged and will continue to be charged by National Grid in accordance with tariffs approved by the DPU.

Participants will receive one bill from National Grid that includes both the electricity supply charge and National Grid's delivery charges.

#### 5. Method of Entering and Terminating Agreements with Other Entities

Salem's process for entering, modifying, enforcing, and terminating all agreements associated with the plan will comply with the City's charter, federal and state law and regulations, and the provisions of the relevant agreement.

When the City has decided that it is timely to solicit bids for a new electric service agreement, the procurement steps will be as follows:

1. The City's consultants will prepare and issue an RFP on behalf of the City for both energy and RECs
2. Salem will receive and evaluate contractual responses (without prices)
3. The City's consultants will issue a final call for prices
4. A few days prior to the pricing date Salem will receive from its consultants a memo providing the most recent information on energy market trends
5. On pricing day, Salem will receive and evaluate bids and, if acceptable, execute a contract with the winning bidder. The Mayor will be responsible for executing the supply contract.

If the prices bid on any given bid date are not satisfactory, Salem will wait to see if market conditions improve and then repeat the process.

If Salem determines that it requires the services of an aggregation consultant for the period after the expiration of the City's current contract with Bay State Consultants, the City will conduct a competitive procurement. The City will draft and issue a Request for Proposals (RFP) pursuant to the authority granted in MGL c. 30B, §1(b)(32).

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<sup>2</sup> Basic service pricing periods vary by customer class. For residential and small commercial and industrial customers, the prices change every six months. For medium and large commercial and industrial customers, prices change monthly.

## 6. Rights and Responsibilities of Program Participants

All participants will have the right to opt out of the program at any time without charge. They may exercise that right by any of the following: 1) calling the Competitive Supplier's toll-free number; 2) contacting National Grid and asking to be returned to basic service; 3) returning the opt-out reply card; or 4) enrolling with another competitive supplier.

All participants will have the consumer protection provisions of Massachusetts law and regulations, including the right to question billing and service quality practices. Customers will be able to ask questions of and register complaints with the City, Consultant, the competitive supplier, National Grid, and the DPU. As appropriate, the City and Consultant will direct customer complaints to the competitive supplier, National Grid, or the DPU.

Participants will be responsible for paying their bills and for providing access to metering and other equipment necessary to carry out utility operations.

## 7. Extension or Termination of Program

Prior to the end of the term of the initial ESA, Salem will solicit bids for a new supply agreement and plans to continue the program with the same or a new competitive supplier.

Although the City is not contemplating a termination date, the program could be terminated upon the termination or expiration of the ESA without any extension, renewal, or negotiation of a subsequent supply contract, or upon the decision of the Mayor to dissolve the program effective on the end date of any outstanding supply agreement. In the event of termination, customers would return to National Grid's basic service unless they choose an alternative competitive supplier.

Salem will notify National Grid of the planned termination or extension of the program. In particular, Salem will provide National Grid notice: (1) 90 days prior to a planned termination of the program; (2) 90 days prior to the end of the anticipated term of the program's ESA; and (3) four business-days after the successful negotiation of a new electricity service agreement.

## V. Substantive Requirements

The Municipal Aggregation Statute also requires that the aggregation plan satisfy three substantive requirements:

- Universal access
- Reliability
- Equitable treatment of all customer classes

Salem's program will satisfy all three requirements, as discussed below.

### 1. Universal Access

The plan provides for universal access by guaranteeing that all customer classes will be included in the program under equitable terms.

Most importantly, all customers will have access to the program. All existing basic service customers will be automatically enrolled in the program unless they choose to opt out.



As new customers move into Salem, they will have an opportunity to join the program. New customers will initially be placed on basic service. They will then receive an opt-out notice and will be enrolled in the aggregation unless they choose to opt out within 30 days of the opt-out notice. New customers will be enrolled at the same price as the existing customers, with the exception of new Very Large C&I Customers (“VLC&I Customers”). New VLC&I Customers are defined as any customer that is on the utility’s largest rate class and has historical or projected consumption in excess of 1,000,000 kWh per year. These customers, if any, will be enrolled at a price that reflects market prices at the time of enrollment.

All customers will have the right to opt out of the program at any time. Customers that opt out will have the right to return to the program at a price that reflects market prices at the time of their return.

## 2. Reliability

Reliability has both physical and financial components. The program will address both through the ESA with the competitive supplier. From a physical perspective, the ESA commits the competitive supplier to provide all-requirements power supply and to use proper standards of management and operations (ESA, Article 2.) The local distribution company will remain responsible for delivery service, including the physical delivery of power to the consumer, maintenance of the delivery system, and restoration of power in the event of an outage. From a financial perspective, the ESA requires the supplier to pay actual damages for any failure to provide supply at the contracted rate (i.e., to pay the difference between the contract rate and the utility supply rate). The ESA requires the competitive supplier to maintain insurance (ESA, Article 16) and the RFP for a competitive supplier will require that an investment-grade entity either execute or guarantee the ESA. Accordingly, the program satisfies the reliability requirement of the statute.

## 3. Equitable Treatment of all Customer Classes

The Aggregation Statute requires “equitable” treatment of all customer classes. The DPU has determined that this does not mean that all customers must be treated “equally,” but rather that similarly-situated classes be treated “equitably.” In particular, the DPU has allowed variations in pricing and terms and conditions between customer classes to account for the disparate characteristics of those classes.

The program makes four distinctions between groupings of customers. First, the program will distinguish among customer classes (residential, commercial, industrial) by soliciting separate pricing for each of those classes. The program will use the same customer classes that National Grid uses for its basic service pricing.

Second, the program will distinguish between customers receiving the standard PowerChoice product and customers that affirmatively choose the optional PowerChoice Plus product. Customers selecting the optional product will be charged the price associated with that product.

Third, as described above under “Universal Access,” among New Customers, the program will distinguish between a) New VLC&I Customers, and b) all other New Customers. The program will offer New Customers other than New VLC&I Customers the standard contract pricing. However, the program will offer new VLC&I Customers pricing based on market prices at the time the customer seeks to join the aggregation.

Finally, consistent with DPU rulings, among customers that are served by a competitive supplier at the time of program launch and later seek to join the aggregation, the program will distinguish between a) residential and small C&I customers, and b) medium, large, and very large C&I customers. Residential and

small C&I customers will be offered standard contract pricing. Medium, large, and very large C&I customers will be offered market-based rates which will reflect market conditions at the time the customer seeks to join the aggregation.

## VI. PLANNED SCHEDULE

Milestone	Day Estimate
RFQ for competitive supplier issued	Day 1
RFP for final supply prices issued	Day 35
Electricity Supply Agreement executed	Day 49
Broad-based educational campaign begins, including the announcement of supply contract and pricing and the launch of program web site.	Day 50
Opt-out notice mailed to customers	Day 56
Opt-out deadline	Day 86
Service begins as of each customer's next meter read date	Day 90

The planned schedule is presented for illustrative purposes. The final schedule will be established when the City receives regulatory approval.<sup>3</sup>

## VII. CONCLUSION

Salem PowerChoice meets all of the requirements of the municipal aggregation statute, including providing universal access and a reliable power supply and treating all customer classes equitably. Salem looks forward to the approval of this plan by the DPU so that the City can launch the program and bring the benefits of renewable energy and electricity choice to the residents and businesses of Salem.

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<sup>3</sup> The planned schedule is designed to give the competitive supplier sufficient time to satisfy EDI testing requirements. However, the schedule will be adjusted if additional time is needed to meet those requirements.

EXHIBIT A

City Council Order Authorizing Aggregation



# CITY OF SALEM

In City Council, June 26, 2014

**Ordered:** The Salem City Council, with the approval of the Mayor, hereby authorizes the City of Salem to initiate the process of aggregating the electrical load of interested electricity consumers within the City, pursuant to M.G.L. Chapter 164, Section 134.

In City Council June 26, 2014

Referred to the Committee on Ordinances, Licenses and Legal Affairs co-posted with Committee of the Whole

In City Council September 11, 2014

Referred to the Committee of the Whole

In City Council November 20, 2014

Authorize City of Salem to initiate process and explore options of aggregating the electrical load at no expense to the City and report back to City Council

CHERYL A. LAPOINTE  
CITY CLERK

ATTEST:

EXHIBIT B

Opt-Out Notice



## ELECTRICITY PROGRAM NOTIFICATION LETTER

<Month> <Day>, 2015

Dear Salem Electric Service Customer,

Welcome to the **Salem PowerChoice** – a new local option for electricity!

**Salem PowerChoice** is a new City program that gives you electricity supply alternatives to National Grid while helping to support Salem's sustainability efforts.

All eligible residential and commercial electricity customers will receive their electricity supply from <VENDOR NAME> instead of National Grid, starting on the first meter read after <MONTH> <DAY>, 2015.



### How You Benefit

- **Savings:** Salem has negotiated an electricity supply price that is lower than National Grid's price.
- **Renewable energy, cost effectively:** Your electricity will now be powered by 100% green energy, vastly reducing our community's collective carbon footprint.
- **Choice:** The program gives you a choice in the type of renewable energy that supplies you. (For more information, visit [www.salem.com/PowerChoice](http://www.salem.com/PowerChoice).)
- **Predictability:** Salem has negotiated an XX-month contract with <VENDOR NAME>, which means your electricity supply price will not change in that time. (National Grid prices change every six months.)

These benefits are possible because Massachusetts law allows communities like Salem to select an electricity supplier and bring the benefits of that choice to all eligible residents and businesses. This kind of program is a municipal electricity aggregation program.

### No Interruption in Power, Billing, or Customer Service

Participating in **Salem PowerChoice** will change only your electricity supplier. National Grid will continue to read meters, maintain distribution and transmission lines, and provide customer service.

**If you are on a budget plan or are eligible for a low-income delivery rate or fuel assistance, you will continue to receive those benefits.**

The only change you will see is a notification on your next bill from National Grid of a supplier change. On future bills, you will see <VENDOR NAME> printed as a line item for supply services. Otherwise:

- Your bill will continue to come from National Grid
- You will continue to send bill payments to National Grid
- You will continue to call National Grid if your power goes out

### You Will Be Automatically Enrolled

To participate in **Salem PowerChoice**, you don't need to do anything. As an eligible National Grid Basic Service customer, you will be automatically enrolled and a part of Salem's efforts to meet its commitment to sustainability.

### How to Opt Out

If you prefer not to participate, you may opt out by filling out, signing, and returning the enclosed postcard within 30 days of the date on

QUESTIONS? LEARN MORE  
CALL 1-XXX-XXX-XXXX

► **Read the FAQ online at:**  
[www.salem.com/PowerChoice](http://www.salem.com/PowerChoice)

### YOUR NEW SUPPLY PRICE

- **Residential accounts**  
XX.XX ¢/kWh
- **Small business accounts**  
XX.XX ¢/kWh
- **Medium and large business accounts**  
XX.XX ¢/kWh

COMPARE TO NATIONAL GRID  
RATES ON THE BACK ►

this letter. There is *no penalty, fee, or charge* for opting out of the program, and you may do so *at any time*. To opt out in the future, call <VENDOR NAME> at 1-XXX-XXX-XXXX.

If you opt out, you will remain a National Grid Basic Service customer. At that time, you also have the option to choose a different electricity supplier on your own, if you wish.

NOTE: If you have already established a contract with a different electricity supplier but you received this letter, *you should opt out of the program*.

## COMPARATIVE ELECTRICITY SUPPLY RATES AND TERMS

	<b>Salem PowerChoice</b>	<b>National Grid Basic Service</b>
<b>Rate Term</b>	<MONTH> <YEAR> meter read – <MONTH> <YEAR> meter read	<MONTH> <DAY>, <YEAR> – <MONTH> <DAY>, <YEAR>
Residential accounts	XX.XX ¢/kWh	XX.XXX ¢/kWh
Small business accounts	XX.XX ¢/kWh	XX.XXX ¢/kWh
Medium and large business accounts	XX.XX ¢/kWh	XX.XXX ¢/kWh (<MONTH> <DAY> - <MONTH> <DAY>, <YEAR>)
<b>Duration</b>	Rate is in effect from <MONTH> <YEAR> meter read through <MONTH> <YEAR> meter read	National Grid’s fixed Basic Service rates change every six (6) months for residential and small business accounts and every three (3) months for medium and large business accounts.
<b>Exit Terms</b>	No exit charge	May receive a reconciliation charge or credit.



CITY OF SALEM  
C/O <VENDOR NAME>  
1 SUPPLIER STREET  
SUPPLIER, MA 00000

PRESORTED  
STANDARD  
US POSTAGE PAID  
CITY, MA  
PERMIT, NO XX

**Do not discard! Time-sensitive notice regarding electricity rates!**



EXHIBIT C

Opt-Out Reply Card

# OPT-OUT REPLY CARD



## OPT-OUT INSTRUCTIONS

You do not need to take any action to participate in Salem PowerChoice.

If you **do not** wish to participate:

1. Sign and date this card
2. Drop it in the mail

This card must be signed by the Customer of Record whose name appears in the address on this card. You have 30 days from the postmark of the Customer Notification Letter to return the card.

X \_\_\_\_\_  
Signature Date

NO POSTAGE  
NECESSARY  
IF MAILED  
IN THE  
UNITED STATES

# **BUSINESS REPLY MAIL**

FIRST-CLASS MAIL PERMIT NO. XX CITY, STATE

POSTAGE WILL BE PAID BY ADDRESSEE

CITY OF SALEM  
C/O <VENDOR NAME>  
1 SUPPLIER STREET  
SUPPLIER, MA 00000