

City of Salem  
2024 Municipal Aggregation Annual Report  
July 1, 2025

Public Access to Plan / Ongoing Program Information

Location	Description
Municipal website	<a href="http://SalemMA.gov">SalemMA.gov</a>
Program website	<a href="http://SalemMA.gov/PowerChoice">SalemMA.gov/PowerChoice</a>
<b>Communication vehicles/ Outreach activities</b>	
Social media accounts	<p><b>City of Salem</b></p> <ul style="list-style-type: none"> <li>- Facebook: <a href="https://facebook.com/cityofsalemma">facebook.com/cityofsalemma</a></li> <li>- Instagram: <a href="https://instagram.com/cityofsalem">instagram.com/cityofsalem</a></li> </ul> <p><b>Sustainability, Energy, and Resiliency Committee</b></p> <ul style="list-style-type: none"> <li>- Facebook: <a href="https://facebook.com/SalemSERC">facebook.com/SalemSERC</a></li> </ul> <p><b>Resilient Together</b></p> <ul style="list-style-type: none"> <li>- Facebook: <a href="https://facebook.com/ResilientTgthr">facebook.com/ResilientTgthr</a></li> </ul> <p><b>Resilient Together</b></p> <ul style="list-style-type: none"> <li>- Instagram: <a href="https://instagram.com/resilient_together">instagram.com/resilient_together</a></li> </ul>
Announcement to local/ regional media	City media list
Physical postings in municipal buildings	Bulletin board and service counters in City Hall
Municipal departments, boards, and committees	As appropriate.
Community organizations	As appropriate.
Cable access	Salem Access Television (SATV): <a href="https://satvonline.org/wordpress">satvonline.org/wordpress</a>
Events	Tabling at community events as appropriate.

## Organizational Structure

Core Functions	Performing Entity		
	Municipality	Consultant	Supplier
<b>Liaisons/Representatives/Agents</b>			
Municipal Representative/ Agent before Department		X	
Liaison with DOER		X	
Liaison with Electric Distribution Companies		X	
<b>Plan Elements</b>			
Procurement of Supply		X	
Product Determination	X		
Other Funding/Costs	X		
Customer Enrollment			X
Customer Notifications/Outreach/ Education	X	X	
Ongoing Program Information	X	X	
Program Termination	X		
Annual Reports		X	
<b>Customer Service</b>			
	Stacy Kilb Energy Coach 978-945-9595 x41013 (office) 978-333-0971 (cell) <a href="mailto:skilb@salem.com">skilb@salem.com</a>	MassPowerChoice 844-483-5004 <a href="mailto:salem@masspowerchoice.com">salem@masspowerchoice.com</a>	First Point Power 888-875-1711

## Equitable Treatment of Customer Classes

Plan Element					
Procurement of Supply (§ IV.B.2)	Product Rate Setting/Renewable Energy Content (§ IV.B.3)	Other Funding Sources/Costs (§ IV.B.4)	Customer Enrollment (§ IV.B.5)	Customer Notification (§ IV.B.6)	Ongoing Program Information (§ IV.B.7)
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Table IV.B.1.c identifies the Plan elements for which there may be variances in the treatment between customer classes or subclasses. Those variances in treatment are described below.

Medium/Large commercial and industrial customers enrolling in the Program after Program launch may be offered a market-based price rather than the contract price. Such differential treatment is equitable because these customers have more choices in the marketplace and impose greater costs on the Program than other customers when they join after Program launch.

Customers that previously opted out and later wish to re-enroll in the Program may be offered a market-based price. This differential treatment is equitable because these customers previously made a choice not to participate in the Program and as a result their load was no longer planned for by the electricity supplier.

Procurement of Supply

Procurement Steps	Timeline
Issue RFQs/RFPs	March 22, 2024, and April 24, 2024
Evaluate/Select Bids	May 7, 2024
Negotiate/Execute Contracts	May 7, 2024

## Representative Opt-Out Notification

Representative Opt-Out Notifications for 2024 can be found here:

- **English** - [https://www.masspowerchoice.com/wp-content/uploads/2024/07/Salem\\_Letter\\_Combined\\_072324.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/07/Salem_Letter_Combined_072324.pdf)
- **Spanish** - [https://www.masspowerchoice.com/wp-content/uploads/2024/07/Salem\\_Letter\\_Combined\\_072324\\_Spanish.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/07/Salem_Letter_Combined_072324_Spanish.pdf)

## Representative Notification of Product Change

Representative Notifications of Product Change can be found here:

### English:

- **Standard** - [https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE\\_Standard\\_account-number.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE_Standard_account-number.pdf)
- **Plus** - [https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE\\_Plus\\_account-number.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE_Plus_account-number.pdf)
- **Basic** - [https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE\\_Basic\\_account-number.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE_Basic_account-number.pdf)

### Spanish:

- **Standard** - [https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE\\_Standard\\_account-number\\_SPA.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE_Standard_account-number_SPA.pdf)
- **Plus** - [https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE\\_Plus\\_account-number\\_SPA.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE_Plus_account-number_SPA.pdf)
- **Basic** - [https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE\\_Basic\\_account-number\\_SPA.pdf](https://www.masspowerchoice.com/wp-content/uploads/2024/10/Salem-Price-Change-NOTICE_Basic_account-number_SPA.pdf)

## Annual Product Information

	Standard (Default)	Plus (Opt-In)	Basic (Opt-In)
<b>January - November</b>			
<b>Rate Components (in \$/kWh)</b>			
Supply & Renewable Energy Content	\$0.11217	\$0.13609	\$0.10650
Consultant Services	\$0.00100	\$0.00100	\$0.00100
<b>TOTAL</b>	<b>\$0.11317</b>	<b>\$0.13709</b>	<b>\$0.10750</b>
<b>Renewable Energy Content (in % of total)</b>			
Required	62%	62%	62%
Voluntary – All MA Class I RECs	15%	76%	0%
<b>TOTAL</b>	<b>77%</b>	<b>138%</b>	<b>62%</b>
<b>Supplier Name</b>	Dynergy Energy Services (East), LLC	Dynergy Energy Services (East), LLC	Dynergy Energy Services (East), LLC
<b>Effective Dates</b>	December 2021 – December 2024	December 2021 – December 2024	December 2021 – December 2024
<b>December</b>			
<b>Rate Components (in \$/kWh)</b>			
Supply & Renewable Energy Content	\$0.14181	\$0.16251	\$0.13381
Consultant Services	\$0.00100	\$0.00100	\$0.00100
<b>TOTAL</b>	<b>\$0.14281</b>	<b>\$0.16351</b>	<b>\$0.13481</b>
<b>Renewable Energy Content (in % of total)</b>			
Required	62%	62%	62%
Voluntary – All MA Class I RECs	20%	76%	0%
<b>TOTAL</b>	<b>82%</b>	<b>138%</b>	<b>62%</b>
<b>Supplier Name</b>	First Point Power, LLC	First Point Power, LLC	First Point Power, LLC

Effective Dates	December 2024 – December 2026		December 2024 – December 2026		December 2024 – December 2026	
2024 Participants and kWh						
Customer Class	Avg. # of Participants	kWh	Avg. # of Participants	kWh	Avg. # of Participants	kWh
Residential	11,584	65,524,433	130	823,686	810	5,940,930
Low-Income	891	5,038,266	1	5,288	61	462,166
Small Commercial & Industrial	2,261	19,173,895	5	23,626	106	1,697,302
Large Commercial & Industrial	36	6,264,753	0	0	9	3,650,573
TOTAL	14,772	96,001,347	136	852,600	986	11,750,971



## Annual Product Rate Component Information

Rate Component	Revenue (in \$)
Supply and Renewable Content	\$12,135,980
Consultant Services	\$108,605

### Descriptions:

#### Supply and Renewable Content

The Supply and Renewable Content rate component covers the cost of the products and services necessary to provide firm power supply to program participants, including:

- electrical energy;
- capacity;
- reserves;
- ancillary services;
- transmission services;
- the cost of distribution system losses; and
- congestion management.

This rate component also covers the cost of Renewable Energy Certificates (RECs), including:

- the RECs needed to meet the requirements of state law; and
- the additional RECs specified by the town.

#### Consultant Services

The Consultant Services rate component covers the costs of administering the program, including:

- representing the Town before the Department of Public Utilities, including securing regulatory approvals and maintaining regulatory compliance;
- conducting procurements for electricity supply as needed;
- providing customer support by telephone and email;
- providing public education, including through in-person events, printed communications (signs, banners, brochures), electronic communications (video, slides), and social media;
- developing and maintaining a comprehensive, branded program website, including ongoing updates to ensure regulatory compliance;
- receiving customer requests to enroll, change program options, or opt-out; forwarding those requests to the electricity supplier; and monitoring implementation;
- overseeing periodic automatic-enrollment mailings to new customers;
- monitoring electricity supplier performance;
- monitoring electricity market and regulatory developments; and
- preparing reports to the Department of Public Utilities and the town.

Annual Voluntary Renewable Energy Content Information

Category of Renewable Energy	MWh/Certificates	Tracking Mechanism
MA Class I	15,048	NEPOOL Generation Information System