

# PAUL GROMER, LLC

## ATTORNEY AT LAW

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85 Merrimac Street | BOSTON, MA 02114

December 1, 2017

Mark D. Marini, Secretary  
Department of Public Utilities  
One South Station  
Boston, MA 02110

**Re: City of Salem Municipal Aggregation; D.P.U. 15-58**

Dear Secretary Marini:

I have enclosed for filing the City of Salem Municipal Aggregation Annual Report.

In addition, please note that our address has changed. The new address is:

Paul Gromer, LLC  
85 Merrimac St., 3<sup>rd</sup> Floor  
Boston, MA 02114

Sincerely yours,



Paul W. Gromer

Enclosures

cc: Elizabeth Lydon, Department of Public Utilities  
Service List (electronic)

**City of Salem Municipal Aggregation Annual Report  
to the Massachusetts Department of Public Utilities  
December 1, 2017**

The Salem municipal aggregation program was approved by the Department of Public Utilities on September 14, 2015 in docket no. D.P.U. 15-58. The program launched in January 2016 and is completing its second year.

1. Competitive supplier

The current competitive supplier for the program is Agera Energy.

2. Term of energy services agreement

The term of the current energy services agreement is for the meter readings from June 2017 through June 2019.

3. Enrollment statistics

**Customer accounts**

Month	Residential	Commercial	Industrial	Total
Oct-16	1,382	613	22	2,017
Nov-16	12,468	2,224	49	14,741
Dec-16	12,215	2,202	49	14,466
Jan-17	11,920	2,088	33	14,034
Feb-17	7,286	1,639	1	8,926
Mar-17	12,330	2,217	2	14,549
Apr-17	1,236	583		1,819
May-17	11,969	2,165	2	14,136
Jun-17	11,953	2,114	19	14,086
Jul-17	6,411	1,577	26	8,014
Aug-17	12,358	2,103	31	14,492
Sep-17	12,439	2,249	46	14,734

*Note: The table reports the number of accounts with meter reads in each month. The number of accounts fluctuates significantly because many accounts in Salem are at the start of the meter read cycle. These accounts are read twice in some calendar months and are not read in the adjacent months.*

#### 4. Optional products

In addition to offering a 100% green default product that includes National Wind RECs in addition to the RPS requirement, the program also offers two options:

- a. An optional 100% green energy product that includes 20% Class I RECs over and above the RPS requirement, as well National Wind RECs. The incremental cost for the 100% green product is 0.10 cents/kWh.
- b. An optional basic product that meets minimum RPS requirements only and is not 100% green. The incremental cost reduction from the default product to the basic product is 0.045 cents/kWh.

#### 5. Information disclosure

**New contract announcement:** Salem signed a new electricity supply contract in 2017 that took effect in June. Salem made an announcement about the new contract and new pricing that was sent to the City press release list, posted on Salem.com, sent to the City email list, and mentioned in the Mayor's newsletter. Additionally, a link to the program website was added to the City's Renewable Energy Task Force web page.

**Opt-out letters:** On a monthly basis, new utility basic service customers in Salem received an opt-out letter informing them that they would be automatically enrolled in the program, explaining their options, and explaining their right to opt out.

**Aggregation website:** The program-specific website remains in place, and is updated regularly with current basic service prices and also with energy mix disclosure labels. The site includes robust information about pricing, program options, and online forms for opting out and submitting customer support questions. The program website is available from the City website and can be accessed at [www.masspowerchoice.com/salem](http://www.masspowerchoice.com/salem).

**Energy disclosure label:** The current energy disclosure label is available on the aggregation website and was posted in City Hall, on the municipal website, and mentioned in the Mayor's newsletter. A copy of the current label is attached.

# Salem PowerChoice Customer Disclosure Label

The Massachusetts Department of Public Utilities (DPU) requires that we provide our customers with a disclosure label.



Demand for electricity from all Agera Energy customers in the period was met by generation sources described in the New England System Mix shown below.



Agera Energy procures renewable energy content to meet the Massachusetts renewable portfolio standard requirements and to supply voluntary green products chosen by customers. Information about Agera Energy Power Attribute Content is shown below.

Generation Prices (cents per kilowatt hour)	POWER CHOICE STANDARD	POWER CHOICE PLUS	POWER CHOICE BASIC	Period in effect
All Customers	\$ 0.09965	\$ 0.10065	\$ 0.0992	June 2017 to June 2019
Generation prices do not include regulated charges for customer service and delivery. Those charges are billed by your local distribution company.				

## Agera Energy April 2017 to June 2017 Disclosure Label

New England System Mix	
Fuel	Percentages
Biogas	0.01%
Biomass	1.97%
Coal	2.18%
Diesel	.99%
Digester gas	0.08%
Efficient Resource (Maine)	0.22%
Fuel cell	0.30%
Geothermal	0.00%
Hydroelectric/ Hydropower	10.13%
Hydrokinetic	0.00%
Jet	0.03%
Landfill gas	0.57%
Municipal solid waster	1.13%
Natural Gas	39.79%
Nuclear	24.63%
Oil	8.45%
Solar Photovoltaic	2.86%
Solar Thermal	0.00%
Trash-to-energy	2.28%
Wind	2.96%
Wood	1.40%
<b>Total</b>	<b>100.00%</b>

Agera Energy Power Attribute Content					
PowerChoice Standard		PowerChoice Plus		PowerChoice Basic	
Source	Percentage	Source	Percentage	Source	Percentage
MA Renewable Portfolio Standard Requirements	22.34%	MA Renewable Portfolio Standard Requirements	22.34%	MA Renewable Portfolio Standard Requirements	22.34%
National Wind	77.66%	MA Class I Renewable Resources	20.00%	System Mix	77.66%
		National Wind	57.66%		
<b>Total</b>	<b>100.00%</b>	<b>Total</b>	<b>100.00%</b>	<b>Total</b>	<b>100.00%</b>

**Labor Information:** 95% of the electricity associated with Agera Energy came from power sources with union contracts with their employees. 0% of the electricity associated with Agera Energy came from power sources that used replacement labor during labor disputes during the referenced time period.

**For further information contact:**

Massachusetts Department of Energy Resources: 617-626-7300  
 DOER.Energy@State.MA.US  
<http://www.mass.gov/eea/grants-and-tech-assistance/guidance-technical-assistance/agencies-and-divisions/doer/>

Massachusetts Department of Public Utilities: 1-877-886-5066

Agera Energy: 1-844-692-4372  
[www.ageraenergy.com](http://www.ageraenergy.com)

## Air Emissions

Emissions for each of the following pollutants are based on System Mix data provided by the New England Power Pool (NEPOOL) and ISO New England for the most current data available at the time of filing.

Agera Energy Emission Type	Lbs. per MWh
Nitrogen Oxides (NO <sub>x</sub> )	1.10
Sulfur Dioxide (SO <sub>2</sub> )	.80
Carbon Dioxide (CO <sub>2</sub> )	789.86

### NOTES:

Electricity customers in New England are served by an integrated power grid, not particular generating units. The above is based on the ISO-New England's information for the referenced time period.

**Sulfur Dioxide (SO<sub>2</sub>)** is formed when fuels containing sulfur are burned, primarily coal and oil. Major health effects associated with SO<sub>2</sub> include asthma, respiratory illness and aggravation of existing cardiovascular disease. SO<sub>2</sub> combines with water and oxygen in the atmosphere to form acid rain, which raises the acid level of lakes and streams, and accelerates the decay of buildings and monuments.

**Nitrogen Oxide (NO<sub>x</sub>)** is formed when fossil fuels and biomass are burned at high temperatures. NO<sub>x</sub> contributes to acid rain and ground-level ozone (or smog), and may cause respiratory illness in children with frequent high level exposure. NO<sub>x</sub> also contribute to oxygen deprivation of lakes and coastal waters which is destructive to fish and other animal life.

**Carbon Dioxide (CO<sub>2</sub>)** is released when fossil fuels (e.g., coal, oil and natural gas) are burned. Carbon dioxide, a greenhouse gas, is a major contributor to global warming.