



HAMPSHIRE COUNCIL
OF GOVERNMENTS

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*For I, BOS,
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October 2, 2015

Board of Selectmen
Town of Petersham
PO Box 486
Petersham, MA 01366

Dear Friends,

We are writing you today to follow-up with advice on your town's future strategy for Community Choice Aggregation (CCA). The Hampshire Council of Governments is both disappointed and disturbed by the recent decision of the Department of Public Utilities (DPU) to deny your petition. This denial naturally led us to a great deal of institutional soul-searching about the process, and the way forward. We worked to enroll a total of 51 municipalities in our unique aggregation program, of which 35 received denials from DPU, while 16 were at earlier stages in the regulatory cycle. We invested several years, countless work hours, and considerable financial resources into making this work for you. We own the result. Now we owe you our best advice for your future strategy.

We are withdrawing from the 'aggregation agency' business. We are going to focus instead on competitive electricity supply: we know how to design cost-saving electricity solutions for municipal aggregations, municipal accounts, non-profits, and businesses. We've been doing it successfully for years.

We disagree with DPU, but we're not going to appeal their decision. We have prepared a point-by-point rebuttal of their decision, and we can send it to you if you are interested. Any appeal would take many months and cost hundreds of thousands of dollars in legal fees. What's more important, and more expedient, is for you to pursue CCA in the most time efficient manner possible. If your town remains committed to aggregation—and we hope that it does—we hope that you consider Colonial Power Group. Colonial Power Group is a Massachusetts owned-and-operated aggregation agency firm. They only do one thing, and they do it well: they consult with Massachusetts cities and towns to help manage Community Choice Aggregation programs. They currently work with 20 Massachusetts municipalities on their active and successful aggregation programs. They work with towns from Florida, MA (pop. 752) to Lowell, MA (pop. 108,861), so they know how to design and help manage these programs to scale. Best of all, **Colonial Power Group is working on an expedited solution specifically for the towns affected by the recent DPU decision.** This solution would mean that your town does NOT have to start over again from scratch. If you're interested in working with Colonial Power Group then just let us know, and we'll make an introduction for you right away.

As stated, the Hampshire Council of Governments will remain focused on the things we do well: specifically, delivering services and savings to towns like yours.

Thank you.

Signed, with gratitude for our long-standing working relationships.
On Behalf of the Staff and Elected Councilors of the Hampshire Council of Governments

Todd Ford
Executive Director

