



**COMMUNITY
POWER COALITION
OF NEW HAMPSHIRE**

BOARD OF DIRECTORS – MINUTES

Meeting Type:	Meeting of the Board of Directors
Meeting Location:	Legislative Office Building, Room 102-A 33 North State Street, Concord NH 03301
Meeting Date:	Thursday, August 18, 2022
Meeting Time:	Noticed for 9:00 AM on CPCNH.org and at Lebanon City Hall

AGENDA

1. Welcome & Roll Call
2. Approve Minutes of 6/16 and 7/28 Board Meetings (Action Item)
3. Remarks by General Counsel Michael Postar of DWGP
4. Chair & Executive Committee Report
5. Risk Management Committee Report (Action Item)
6. Treasurer's Report
7. Finance Committee Report (Action Item)
8. Directors' Report: RMC Miller & Chair Below (Action Item)
9. Fall meeting dates and locations. (Action to adopt schedule.)
10. Committee and Member Updates, Questions, and Announcements
11. Adjournment



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1. Welcome & Roll Call

Chair Clifton Below called the meeting to order at 9:04am and thanked Senator Sue Prentiss for providing space to host the meeting. Senator Prentiss welcomed the Coalition and expressed appreciation and support for its good work. Rollcall was called:

<u>Member</u>	<u>Director</u>	<u>Present / Absent</u>	<u>Alternate</u>	<u>Present / Absent</u>
Cheshire County	Terry Clark	Absent	Chris Coates	Absent
Dover	Chris Parker	Present Virtually	Jackson Kaspari	Absent
Durham	Mandy Merrill	Present	Nat Balch	Absent
Enfield	Kim Quirk	Present Virtually	Jo-Ellen Courtney	Present Virtually
Exeter	Nick Devonshire	Absent	Julie Gilman	Absent
Hanover	April Salas	Present Virtually	Peter Kulbacki	Absent
Harrisville	Andrea Hodson	Absent	Andrew Maneval	Absent
Hudson	Craig Putnam	Present	Kate Messner	Absent
Lebanon	Clifton Below	Present	Greg Ames	Absent
Nashua	Doria Brown	Present Virtually		
Newmarket	Toni Weinstein	Absent	Steve Fournier	Absent
New London	Jamie Hess	Absent	Tim Paradis	Absent
Peterborough	Steve Walker	Present Virtually	Danica Melone	Absent
Pembroke	Matt Miller	Present	Jackie Wengenroth	Absent
Plainfield	Evan Oxenham	Present Virtually	Steve Ladd	Absent
Portsmouth	Kevin Charette	Present Virtually	Peter Rice	Absent
Rye	Lisa Sweet	Present	Howard Kalet	Absent
Walpole	Paul Looney	Present Virtually	Dennis Marcom	Absent
Warner	Clyde Carson	Present Virtually	George Packard	Present Virtually
Webster	Martin Bender	Present	David Hemenway	Present Virtually

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The Directors and Alternates attending virtually noted that it is not reasonably practicable for them to attend in person.

2. Approve Minutes of 6/16 and 7/28 Board Meetings (Action Item) p. 3 & p. 9

Chair Below noted the following correction to the minutes: in the 7/28 minutes, Item 2 says “approve minutes of 6/16 and 6/23”; 6/16 should be struck as those minutes were not included in the packet.

Treasurer Kimberly Quirk noted the following correction: page 16 reads, “at 10:40 Kim joined the meeting,” which is inaccurate as she was there for the duration, and thus this text should be struck.

With no objection, Chair Clifton Below declared the minutes of 6/16 and 7/28 approved with the corrections to the 7/28 minutes.

3. Remarks by General Counsel Michael Postar of DWGP

Overview of new Conflict-of-Interest Policy

Attorney Michael Postar reviewed the Conflict-of-Interest Policy, emphasizing the importance of adhering to such policies as a public institution serving the public interest. The decisions made by the Coalition will affect hundreds of thousands of New Hampshire citizens. The Coalition creates a record of its decisions, there may be dissatisfied parties, there may be different interests from utilities and other entities, and it is important that the Coalition can stand up to the strictest scrutiny.

Financial interests are ground for recusal at the earliest possible moment. If a Director or affiliate of the Coalition recognizes they need to be recused, they must submit a recusal statement in writing to the Chair or Committee Chair. There is also a “material relationship” conflict of interest which goes beyond family to personal and business relationships which similarly requires written recusal. There are certain permissible financial involvements that are detailed in the policy.

The policy remains in effect, even as it is updated, so long as the signer remains an affiliate of the Coalition. DWGP stores client documents that come to it. CPCNH should have a process for routine storage of membership records including those related to conflicts of interest.

Director’s Matt Miller and Craig Putnam noted that the topic of document storage fit with the ad-hoc IT group’s discussions. Chair Below noted that the conflict-of-interest policy stated that the statement of recusal will be maintained by the Secretary as a record of the corporation. Secretary Doria Brown noted she will work with Director’s Miller and Putnam to set up a folder for recusal statements.

Michael Postar is available to answer questions at any time.



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Contract Negotiations and Next Steps

Chair Clifton Below recalled that on 7/28, the Board passed a resolution to have regular meetings with General Counsel on contract negotiations. Those meetings will commence next Monday at 11am and all members of the board are invited to attend.

Attorney Michael Postar noted that the for first meeting, he anticipates spending considerable time on best-practices for approaching the negotiations.

4. Chair & Executive Committee Report p. 18

Chair Clifton Below referenced the report in the Board Packet and noted that due to illnesses of the Joint Legislative Committee on Administrative Rules (JLCAR) staff, the JLCAR meeting on Community Power rules has been pushed to September 15. If rules are approved by the end of September, early October, it should not derail CPCNH's critical path.

August 30 is the anticipated deadline for Public Utilities Commission (PUC) approval of Lebanon's Electric Aggregation Plan (EAP). Chair Below anticipates the Lebanon EAP will be approved.

5. Risk Management Committee Report (Action Item) p. 19

Risk Management Committee Chair Matt Miller reviewed the report. The Board has acted on recommendations to enter negotiations with firms for Retail Customer Services and for Financial Services. Today's discussion is about the recommendation to enter negotiations with Ascend Analytics for the provision of Energy Portfolio Management Services. Accounting Services are being separated out into a stand-alone Request for Qualifications (RFQ). The Risk Management Committee has yet to make a recommendation on Member Services.

Services offered by Ascend include:

- Technical Assessment of the regional and state markets and CPCNH's business model, including cashflow analysis, and resulting in a conclusion about the feasibility of CPCNH's business model;
- Review CPCNH Joint Powers Agreement and recommend improvements as needed;
- Support development of policies and procedures such as Cost Sharing Agreement, Energy Risk Management Policy, rate setting procedures, etc.;
- Direct and agile engagement with CPCNH Board Members to maintain the critical path;
- Electric demand, price and risk modeling; scenario analysis and stochastic modeling to minimize risk; training and technical assistance for CPCNH to internally learn how to use software modeling tools
- Rate setting;
- Providing credit support and liquidity to purchase electricity.

Summary of Financial Impact:



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- \$1.5 million in deferred compensation between Board approval of recommendation and launch of electricity supply, amortized and paid back over a three-year period starting upon launch of energy service.
- \$5 million for the 3 years + Ascend software payments/licensing.
- Credit support priced at \$1/MWh, which figure will ramp down as CPCNH builds financial reserves and starts taking on its own credit, which is an attractive offer and more flexible and less costly than other offers that were more rigid and did not necessarily allow for CPCNH to move quickly towards self-financing from reserves and thus lowering financing costs.
- Service fees represent 1.5-2% of the value of the CPCNH portfolio.

Ascend offered two lines of credit (1) \$2.5 million to defer invoices until after launch, pay those invoices on credit for up to 18 months post launch; (2) \$1 million to defer non-Arcend services for the 18 months following launch (e.g., consultants, staff, etc.). Financing terms are detailed in the memo.

Pros of Ascend Analytics:

- Extremely responsive to CPCNH requests for clarifications and further detail. The RFP process included extensive back-and-forth questions from CPCNH to proposers. Ascend was consistently timely, not at all vague, clear in their written responses, and good problem solvers. They stood out culturally in their professionalism and responsiveness.
- Modeling capabilities were more flexible than any others we saw and could handle more granularity of pricing (e.g., supporting different rates for different Member Community Power Aggregations (CPAs), different rates for different Electric Distribution Utilities)
- Was prepared in their understanding of ISO New England, the CPCNH Joint Powers Agreement (JPA); other vendors did not review CPCNH materials as thoroughly or at all.
- Provided more flexible credit support that starts with a price of \$1/MWH, and then tapers down in price as CPCNH develops reserves, allowing for improved savings.
- Enthusiastically prepared to conduct local project valuation (e.g., SB 321 generation and storage pilots)
- Already active in ISO New England and working with other Load Serving Entities (LSEs) in the market, publishing a semi-annual report on market intelligence for ISO New England
- Supportive in valuing and developing renewable and battery storage resources
- Good organization support services
- Good references
- Understand regulatory dynamics and requirements
- Other items documented in the report

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Cons of Ascend Analytics:

- Initial proposal was highly focused on modeling and analytics, and did not include energy trading. This was resolved throughout the RFP process and their clarified proposal fully covers the required energy trading services.
- Slightly more expensive than certain alternatives, but to the extent Ascend provides superior service, the higher price of that service is likely to be offset by the improved financial reserve accrual (like paying more for service and getting lower rates and more reserves more quickly as a result)

Ascend’s CEO and staff were very positive about doing whatever is possible to help CPCNH achieve its goals. Ascend will run a competitive solicitation for Load Serving Entity (LSE) services and will pass through the cost of LSE services without marking up the cost. The recent federal clean energy bill may open up funding opportunities for CPCNH and its members. There is an option to develop a customer elasticity model with Ascend, which can forecast how customers will behave in relation to price/rate changes of different severities and the resulting customer migration away from or back to CPCNH energy supply. Ascend is equipped to could provide the services comprehensively.

The Board discussed Purchase of Receivables (POR). Utilities are required to submit proposal for POR within 90 days of adoption of the rules. Ascend’s proposal is not contingent on POR being in place, which could give CPCNH an advantage in that brokers may not be able to launch service without POR. The cost of bad debt / customer non-payment is built into POR. Any LSE that is part of a CPA program can benefit from POR by receiving regular and predictable payments, but those payments include the cost of bad debt. POR is designed so that the utility automatically pays what the Coalition is owed to the Coalition, with the money passed along from the utility to the Coalition being slightly less than full value to reflect customer non-payments. Until POR is in place, CPCNH bills customers through the utility, the utility remits payments as they come in from customers, and some customers are tracked for late-payment or eventual default. Credit support help cover bad debt and non-payment; reserve funds cushion un-expected market volatility until rates can be adjusted. Utilities and power agencies, as stand practice, build in the cost of bad debt into their rate-making just as they build in other costs such as O&M, administrative and general, energy market, etc. POR brought more suppliers into the Connecticut and Massachusetts markets and is likely to do the same in New Hampshire.

Director Kevin Charette commented that the Coalition may have some exposure until POR is in place, and will have to pay the suppliers dollar for dollar while absorbing the cost of delinquency rates. Historically, write-offs have been about 1% of revenue.

The Board discussed that vast majority of customers will be on utility-provided consolidated billing, with an energy supply line-item, for example, “Webster Community Power”. There may be a few exceptional cases

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where customers receive dual bills, such as Net Metering 2.0 customers, which Calpine can readily accommodate.

Director April Salas noted there may be a discrepancy between the expectation set for CPCNH Members with regards to local control authorities and the ability of each CPCNH Member to individualize pricing, programs, reserve funds, etc., and the reality of how CPCNH may actually operate at least during the initial launch. There may be differences between CPCNH at launch and CPCNH steady-state. Director Salas cautions the Members that it may not be the case that on day 1 we will have 20 different pricing schemes and reserve funds. The Cost Sharing Agreement is a critical next step and we need to ensure communities have clear expectations as these details have not yet been fully resolved.

Director Lisa Sweet moved to authorize entering into contract negotiations with Ascend Analytics, LLC for the provision of Portfolio Management Services (inclusive of Load Service Entity services and Credit Support). Director Kimberly Quirk seconded. Motion carried 15-0.

<u>Member</u>	<u>Director</u>	<u>Vote</u>	<u>Alternate</u>	<u>Vote</u>
Cheshire County	Terry Clark	Absent	Chris Coates	
Dover	Chris Parker	Yes	Jackson Kaspari	
Durham	Mandy Merrill	Yes	Nat Balch	
Enfield	Kim Quirk	Yes	Jo-Ellen Courtney	
Exeter	Nick Devonshire	Absent	Julie Gilman	
Hanover	April Salas	Yes	Peter Kulbacki	
Harrisville	Andrea Hodson	Absent	Andrew Maneval	
Hudson	Craig Putnam	Yes	Kate Messner	
Lebanon	Clifton Below	Yes	Greg Ames	
Nashua	Doria Brown	Yes		
Newmarket	Toni Weinstein	Absent	Steve Fournier	
New London	Jamie Hess	Absent	Tim Paradis	
Pembroke	Matt Miller	Yes	Jackie Wengenroth	



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Peterborough	Steve Walker	Yes		
Plainfield	Evan Oxenham	Yes	Steve Ladd	
Portsmouth	Kevin Charette	Yes	Peter Rice	
Rye	Lisa Sweet	Yes	Howard Kalet	
Walpole	Paul Looney	Yes	Dennis Marcom	
Warner	Clyde Carson		George Packard	Yes
Webster	Martin Bender	Yes	Dave Hemenway	

Director Matt Miller moved that Chair Clifton Below, Secretary Doria Brown, Alternate Peter Kulbacki, and Attorney Michael Postar be the focal point of negotiations with Ascend Analytics for Energy Portfolio Management. Director Craig Putnam seconded. Motion carried 15-0.

<u>Member</u>	<u>Director</u>	<u>Vote</u>	<u>Alternate</u>	<u>Vote</u>
Cheshire County	Terry Clark	Absent	Chris Coates	
Dover	Chris Parker	Yes	Jackson Kaspari	
Durham	Mandy Merrill	Yes	Nat Balch	
Enfield	Kim Quirk	Yes	Jo-Ellen Courtney	
Exeter	Nick Devonshire	Absent	Julie Gilman	
Hanover	April Salas	Yes	Peter Kulbacki	
Harrisville	Andrea Hodson	Absent	Andrew Maneval	
Hudson	Craig Putnam	Yes	Kate Messner	
Lebanon	Clifton Below	Yes	Greg Ames	
Nashua	Doria Brown	Yes		
Newmarket	Toni Weinstein	Absent	Steve Fournier	



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New London	Jamie Hess	Absent	Tim Paradis	
Pembroke	Matt Miller	Yes	Jackie Wengenroth	
Peterborough	Steve Walker	Yes		
Plainfield	Evan Oxenham	Yes	Steve Ladd	
Portsmouth	Kevin Charette	Yes	Peter Rice	
Rye	Lisa Sweet	Yes	Howard Kalet	
Walpole	Paul Looney	Yes	Dennis Marcom	
Warner	Clyde Carson		George Packard	Yes
Webster	Martin Bender	Yes	Dave Hemenway	

The Board recessed for 10 minutes.

Director Matt Miller noted that on August 30 from 8:30am – 10:30am, the Risk Management Committee would hold a public deliberative session on Member Services in Dover.

6. Treasurer’s Report p. 64

Treasurer Kimberly Quirk presented the Treasurer’s report.

7. Finance Committee Report (Action Item) p. 69

Treasurer Kimberly Quirk noted that the Finance Committee is recommending approving 200 additional hours for the Community Choice Partners contract.

Director Lisa Sweet noted discrepancy between title of the document, “Request for Qualifications” and occurrence of RFP throughout the document, which should be corrected.

Director Matt Miller moved to approve the release of a Request for Qualifications for Accounting Services in substantially the same form as in the Agenda Packet and with the definition of the communication protocol and point of contact. Seconded by Director Mandy Merrill. Motion carried 14-0.



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Cheshire County	Terry Clark	Absent	Chris Coates	
Dover	Christopher Parker	Absent	Jackson Kaspari	
Durham	Mandy Merrill	Yes	Nat Balch	
Enfield	Kim Quirk	Yes	Jo-Ellen Courtney	
Exeter	Nick Devonshire	Absent	Julie Gilman	
Hanover	April Salas	Yes	Peter Kulbacki	
Harrisville	Andrea Hodson	Absent	Andrew Maneval	
Hudson	Craig Putnam	Yes	Kate Messner	
Lebanon	Clifton Below	Yes	Greg Ames	
Nashua	Doria Brown	Yes		
Newmarket	Toni Weinstein	Absent	Steve Fournier	
New London	Jamie Hess	Absent	Tim Paradis	
Pembroke	Matt Miller	Yes	Jackie Wengenroth	
Peterborough	Steve Walker	Yes		
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8. Directors’ Report: RMC Miller & Chair Below (Action Item) p. 81

Director Matt Miller reviewed the report. The RFP process is going very well. CPCNH has an excellent vendor team coming together. Samuel Golding has done an excellent job in supporting this process and contributing to its success, documenting the entire process in a very thorough and professional manner. There are three areas in which his services are still needed: (1) Member Services has yet to come to resolution; (2) knowledge transfer from Mr. Golding to the various vendors (e.g., cashflow modeling); (3) support in negotiating service agreements to understand scope of services and to identify potential gaps. We estimate 5-6 weeks at 40 hours per week for up to 200 hours to bring CPCNH through completion of the RFP and getting the service agreement negotiations well underway. September 30 is the anticipated end point for these services.

Director Kevin Charette noted he was not convinced that the end of September is a sufficient window to complete all of that.

Chair Clifton Below noted he is comfortable with the 200 hours, but the date could be set further into October.

Director Matt Miller noted that while it is important to have Mr. Golding support early contract review to identify gaps/pitfalls, he need not be available through final signing of contracts.

Secretary Doria Brown voiced her support for extending the contract noted the importance of planning for a handoff and transition to internal capacity.

Director April Salas voiced her agreement, noted that month-by-month is helpful. CEO and Staff Search Committee is looking at releasing solicitations. It will be helpful to know if there is a hard and fast date by which Community Choice Partners in no longer available.

Director Matt Miller moved to authorize a one-month extension of the consulting contract with Community Choice Partners, Inc., from 8/31 to 9/30/22 with up to an additional 200 hours of time authorized. Director Lisa Sweet seconded. Motion carried 14-0.

<u>Member</u>	<u>Director</u>	<u>Vote</u>	<u>Alternate</u>	<u>Vote</u>
Cheshire County	Terry Clark	Absent	Chris Coates	
Dover	Christopher Parker	Absent	Jackson Kaspari	
Durham	Mandy Merrill	Yes	Nat Balch	



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Hanover	April Salas	Yes	Peter Kulbacki	
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Peterborough	Steve Walker	Yes		
Plainfield	Evan Oxenham	Yes	Steve Ladd	
Portsmouth	Kevin Charette	Yes	Peter Rice	
Rye	Lisa Sweet	Yes	Howard Kalet	
Walpole	Paul Looney	Yes	Dennis Marcom	
Warner	Clyde Carson		George Packard	Yes
Webster	Martin Bender	Yes	Dave Hemenway	

*Director Mandy Merrill moved to amend the budget as presented on p. 80 of the Agenda Packet.
 Director Matt Miller seconded. Motion carried 14-0.*

Member	Director	Vote	Alternate	Vote
Cheshire County	Terry Clark	Absent	Chris Coates	
Dover	Christopher Parker	Absent	Jackson Kaspari	



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Enfield	Kim Quirk	Yes	Jo-Ellen Courtney	
Exeter	Nick Devonshire	Absent	Julie Gilman	
Hanover	April Salas	Yes	Peter Kulbacki	
Harrisville	Andrea Hodson	Absent	Andrew Maneval	
Hudson	Craig Putnam	Yes	Kate Messner	
Lebanon	Clifton Below	Yes	Greg Ames	
Nashua	Doria Brown	Yes		
Newmarket	Toni Weinstein	Absent	Steve Fournier	
New London	Jamie Hess	Absent	Tim Paradis	
Pembroke	Matt Miller	Yes	Jackie Wengenroth	
Peterborough	Steve Walker	Yes		
Plainfield	Evan Oxenham	Yes	Steve Ladd	
Portsmouth	Kevin Charette	Yes	Peter Rice	
Rye	Lisa Sweet	Yes	Howard Kalet	
Walpole	Paul Looney	Yes	Dennis Marcom	
Warner	Clyde Carson		George Packard	Yes
Webster	Martin Bender	Yes	Dave Hemenway	

9. Fall meeting dates and locations. (Action to adopt schedule.)

Without objection, the Board allowed that the Executive Committee would set the September Board Meeting date.

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10. Committee and Member Updates, Questions, and Announcements, as time allows.

Director’s Report, MOEC Chair’s Report on Member Services Needs p. 83

Director Lisa Sweet referenced her report which details the Member Services needs for the organization, which are ramping up.

CEO & Staff Search Committee

Director April Salas commented that some of the start-up funding could be used to support search and hiring of a CEO. First there may be an RFQ for a search firm, which may be accompanied by the posting of the CEO job description.

Regulatory & Legislative Affairs Committee

Director Mandy Merrill noted that the Committee had its first meeting following the July Board meeting. The Committee has no recommendations to bring to the Board at this point. The Committee may meet again towards the end of the year near the end of the legislative bill filing period. The Committee will also focus on coming up with its charter.

11. Adjournment

Mandy Merrill moved to adjourn. Seconded by Matt Miller. Meeting adjourned without objection.