



**2024**

# LOCAL ENERGY SOLUTIONS

Conference

## DIGITAL PROGRAM

AGENDA  
SPEAKERS & SESSIONS  
INTERACTIVE CONTENT  
EXHIBITOR MAP

FRIDAY, NOVEMBER 1, 2024

MANCHESTER, NH



**CLEAN ENERGY NH**  
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# WELCOME LETTER

## FROM SAM EVANS-BROWN

In 2013, the **Edison Electric Institute** released “**Disruptive Challenges: Financial Implications and Strategic Responses to a Changing Retail Electric Business**,” a report that warned utilities about the coming wave of renewable energy, customer-owned generation, and changing consumer expectations. At the time, the industry’s response was mixed. Some utilities did experiment with programs to increase flexibility, but others sought to change rate structures to stamp out these disruptive challenges. Still, on the whole, the response was skeptical. Would customers really “cut the cord” for a service that is so essential as electricity?

Utilities play a central role in decarbonization. They build the infrastructure, manage the grid, and navigate the regulatory frameworks of the system that we hope will become the primary energy carrier for an increasing share of the economy. But these institutions are built for reliability, not rapid transformation. They are proudly risk-averse, and rightly prioritize stable service over taking bold action. After all, when the grid goes down people die.

I haven’t thought about the EEI paper in nearly the entire interceding decade, but recently an academic paper landed in my inbox that startled me. The paper was titled “**The threat of economic grid defection in the U.S. with solar photovoltaic, battery and generator hybrid systems**” and detailed jurisdictions across the country where the leveled cost of completely independent electrical power systems were at or below the cost of grid power. As expected, high cost states like Hawaii and California were listed as potential places where “grid defection” was a risk, but I was floored to see New Hampshire listed in the “marginal grid defection” category.

But now, a decade later, the urgency of EEI’s warnings has escalated. The falling cost of distributed generation and storage is rewriting the playbook.

We need our utilities to recognize this challenge and adapt swiftly, because a world in which we don’t all need to be energy islands unto ourselves is a dramatically better world. The utilities expertise, scale, and infrastructure make them an essential partner in creating a system that balances renewable sources and reliably serves millions. But perhaps more importantly, without utilities fully embracing this shift, we risk a fragmented energy landscape—one where only those who can afford the upfront cost distributed generation and storage benefit, while others are left behind on an aging, expensive grid.

**We need to think hard about how to collectively avoid that future.  
That, in part, is what we’re gathered together today to do.**

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TO VISIT THE INTERACTIVE PAGES



# A WORD FROM OUR SPONSORS



Calpine is a strong supporter of Community Energy and the right to choice across the country. Community Power Coalition of NH (CPCNH) is showing the promise of Community Choice in New Hampshire and Calpine is proud to be a part of that success. The LES Conference gives us the unique opportunity to meet participants in effecting the change in NH along with facilitating the necessary dialogue needed to learn from each other and focus on innovation to benefit our end customers.



# AGENDA

## 2024 LES CONFERENCE

**8:00AM**

*Registration, Breakfast, Exhibitor Hall and Networking*

**9:00AM**

### **WELCOMING REMARKS**

**9:15AM**

**KEYNOTE ADDRESS: Ari Peskoe**, *Director, Harvard Electricity Law Initiative*

**10:15AM**

*Electric School Bus Demo, Exhibitor Hall and Networking*

**10:45AM  
SESSIONS**

### **MORNING SESSIONS**

- Power Moves: Shaping NH's Energy Policy Agenda
- Resilience in Action: Responding to Intensifying Storms
- Navigating the Transition: Balancing Infrastructure, Interests, and Environmental Stewardship
- The Nexus of Housing and Energy Transition

**12:00PM**

*Lunch courtesy of ReVision Energy, Exhibitor Hall and Networking*

**1:15PM  
SESSIONS**

### **AFTERNOON SESSIONS**

- After NEM (Net-Energy Metering) 2.0: A Look Ahead at the Market for Distributed Generation
- NH Energy Forward: Optimizing Distributed Energy Resources (DER) to Lower Costs
- Boots on the Ground: Lessons from Community-Based Success Stories
- Energy Financing Hiding in Plain Site

**2:30PM**

*Exhibitor Hall and Networking*

**3:00PM  
SESSION**

### **PLENARY SESSION**

- A Vision for Utilities: Managing the New Era of Growing Electricity Demand

**4:30PM**

*Conference Adjourns  
After Hours Social @ The Penstock*





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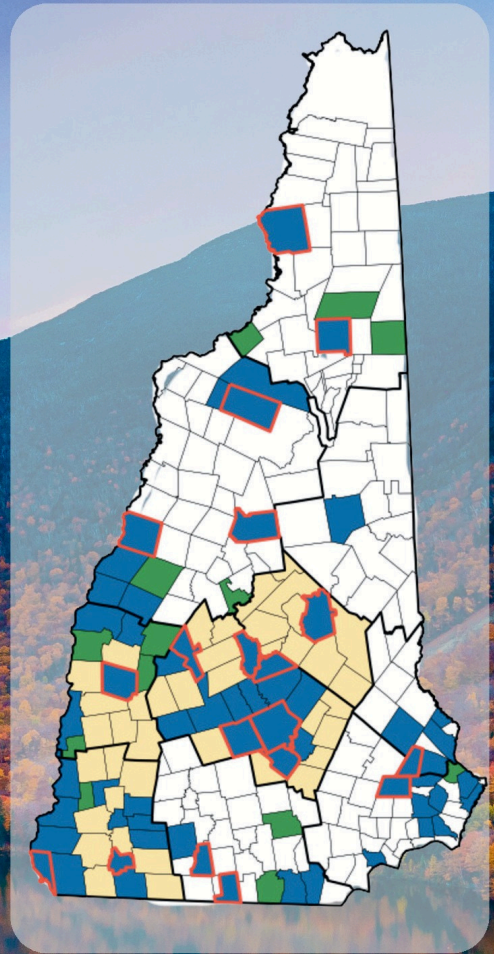
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# KEYNOTE SPEAKER



*Ari Peskoe*

DIRECTOR

HARVARD  
ELECTRICITY LAW  
INITIATIVE

Ari Peskoe is the Director of the **Electricity Law Initiative at Harvard Law School**. Ari has written extensively about electricity regulation, on issues ranging from rooftop solar to constitutional challenges to states' energy laws. Prior to the Electricity Law Initiative, he was an associate at a law firm in Washington, D.C., where he litigated before the **Federal Energy Regulatory Commission (FERC)** about the Western Energy Crisis of 2000-2001. Before that, Ari was a Peace Corps Volunteer in Ghana and spent two years trying to bring the 2012 Olympics to New York. He received his J.D. from Harvard Law School and graduated from the University of Pennsylvania with degrees in electrical engineering and business.

Ari will address problems with the regulatory framework governing regional utility decision-making, where the Federal Energy Regulatory Commission (FERC) has relinquished many of its ratepayer protection responsibilities to regional transmission operators (RTOs), whose governance structures give substantial decision-making power to incumbent interests. For those interested in a deeper dive, **Peskoe has authored an in-depth history of FERC's regulation of RTOs, providing valuable insight into how we arrived at the current state of affairs.**

**IS THE UTILITY TRANSMISSION SYNDICATE FOREVER?**

(PUBLISHED JUNE 5, 2021)

**OPINION PIECE: IEEE SPECTRUM**  
(PUBLISHED FEBRUARY 22, 2024)



**OPINION PIECE: UTILITY DRIVE**  
(PUBLISHED OCTOBER 24, 2024)

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# MORNING SESSIONS

## 10:45A - 12:00P



Armory Room

### POWER MOVES: SHAPING NH'S ENERGY POLICY AGENDA

In the face of looming budget constraints in 2025, New Hampshire's energy transition requires strategic, proactive, and prescient policymaking. This panel brings together experienced state lawmakers from both sides of the aisle to discuss pragmatic interventions to advance the adoption of clean energy technologies to meet the needs of Granite Staters while navigating the fiscal realities and institutional barriers they will surely face in the next legislative session, regardless of which way the political winds blow on November 5th. Join us for a thoughtful discussion on the key policy initiatives, regulatory challenges, and opportunities before us as we pursue our mission to lead NH's clean energy transition.

**MODERATOR:** Nick Paul, *Clean Energy NH*

**PANELISTS:** Representative Kat McGhee, Representative Michael Vose, and Senator David Watters.



Piscataquog Room

### RESILIENCE IN ACTION: RESPONDING TO INTENSIFYING STORMS

As storms grow more frequent and severe, utilities and organizations must adapt quickly to ensure reliable power and protect communities. This session will examine the strategies being implemented to build resilience in the face of increasing storm intensity. Panelists will discuss infrastructure upgrades, emergency response planning, grid modernization, and the role of innovative technologies in minimizing disruptions. Attendees will learn how utilities are preparing for future challenges and collaborating with stakeholders to safeguard critical services while addressing the evolving demands of a changing climate.

**MODERATOR:** Christa Daniels, *Antioch University - New England*

**PANELISTS:** Sarah Brock, *Clean Energy NH*; Paul Kasper, *NH Department of Energy*; Elli Ntakou, *Eversource Energy*; and Sara Sankowich, *Unitil*.

# MORNING SESSIONS

## 10:45A - 12:00P



Merrimack Room

### NAVIGATING THE TRANSITION: BALANCING INFRASTRUCTURE, INTERESTS, AND ENVIRONMENTAL STEWARDSHIP

A responsible transition to clean energy demands careful management of the challenges involved in siting and constructing projects, modernizing infrastructure, and integrating community interests while safeguarding New Hampshire's natural resources for future generations. This discussion will explore potential statutory, regulatory, and administrative solutions to balance environmental impacts, community concerns, and economic development, ensuring that clean energy projects move forward in a sustainable and equitable way.

**MODERATOR:** **Amy Manzelli**, *BCM Environmental & Land Law, PLLC*

**PANELISTS:** **Sam Feigenbaum**, *Kearsarge Energy*; **Debra Perry**, *International City/County Management Association / SolSmart*; **Jessica Wilkinson**, *The Nature Conservancy*; and **Mark Zankel**, *ReVision Energy*.



Contoocook Room

### THE NEXUS OF HOUSING AND ENERGY TRANSITION

This panel will explore the intersection of housing and energy efficiency in the context of emissions reductions. By focusing on reducing the energy intensity of the built environment through energy-efficient design, electrification, and grid-connected systems, the panel will highlight how these efforts can simultaneously expand housing stock and improve affordability. Experts will discuss how upcoming federal funding opportunities will lead to more energy-efficient dwellings that not only address environmental goals but also lower utility costs and reduce overall housing expenses increasing affordability. The panel will also explore how innovations in demand side management and electric rate design have potential to both support the clean energy transition and achieve further cost reductions for consumers beyond traditional energy efficiency.

**MODERATOR:** **Matt Siska**, *GDS Associates, Inc.*

**PANELISTS:** **Josh Brock**, *Calpine Community Energy*; **Erin Cosgrove**, *Northeast Energy Efficiency Partnerships (NEEP)*; and **Elissa Margolin**, *Housing Action NH*.



# ELECTRIC SCHOOL BUS DEMO



10:00AM - 12:00PM

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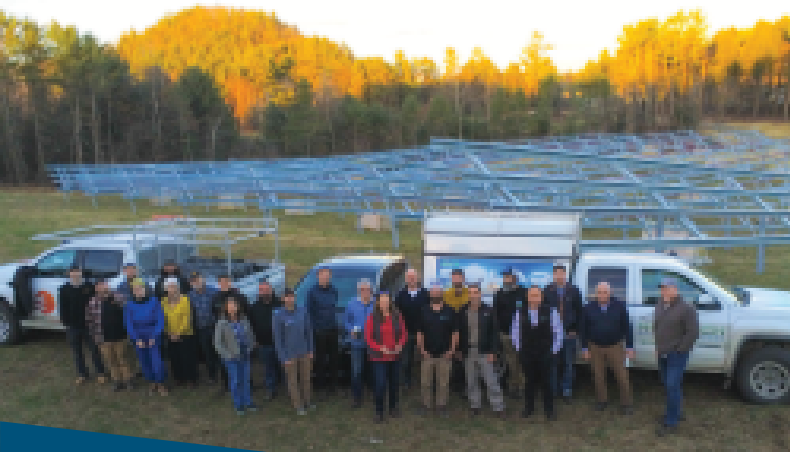


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# AFTERNOON SESSIONS

## 1:15P - 2:30P



Armory Room

### AFTER NEM (NET-ENERGY METERING) 2.0: A LOOK AHEAD AT THE MARKET FOR DISTRIBUTED GENERATION

As New Hampshire moves to the next phase in its Net Energy Metering (NEM) policies, the future of distributed generation is evolving rapidly. This session will explore what comes next for the market for small scale solar. Experts will discuss the impacts of regulatory changes, federal funding and new programs on the distributed generation landscape. Attendees will gain insight into the opportunities and challenges ahead, and how these shifts will shape the future of energy in the state.

**MODERATOR:** **Jessica Robertson**, *New Leaf Energy*

**PANELISTS:** **Mark Bolinger**, *Community Power Coalition of NH (CPCNH)*; **Lindsay Bourgoine**, *ReVision Energy*; **Jeannie Oliver**, *NH Community Loan Fund*; and **Tim Trefren**, *Recheck*.



Piscataquog Room

### NH ENERGY FORWARD: OPTIMIZING DISTRIBUTED ENERGY RESOURCES TO LOWER COSTS

As the energy system evolves the potential value of distributed energy resources (DERs) grows significantly. Harnessing the flexibility of these resources, including distributed generation, distributed storage, heat pumps, EV chargers, and smart thermostats, can unlock substantial savings and create new revenue streams for businesses and households through participation in demand flexibility and DER programs and markets. Federal incentives, including home energy rebate programs and generous tax credits, are expected to accelerate this trend. This session will explore strategies to optimize these customer grid-edge resources, align market compensation structures with their value, and identify policy and regulatory measures that can enhance energy system efficiency while reducing costs for all ratepayers. Additionally, we will examine lessons learned from neighboring and other retail choice states.

**MODERATOR:** **Deana Dennis**, *Community Power Coalition of NH (CPCNH)*

**PANELISTS:** **Philip Bartlett**, *Maine Public Utilities Commission (PUC)*; **Clif Below**, *City of Lebanon*; **Travis Kavulla**, *NRG Tree*; and **David Kolata**, *Sealed*.

# AFTERNOON SESSIONS

## 1:15P - 2:30P



Merrimack Room

### BOOTS ON THE GROUND: LESSONS FROM COMMUNITY-BASED SUCCESS STORIES

Hear four brief and inspiring stories from community-based clean energy projects happening right now across the state. Learn about NH's first municipally owned multi-megawatt solar project, navigating the challenges of installing solar on a historical building, operating municipally-owned EV charging infrastructure, and a volunteer energy-coaches program under development in the Monadnock region. These stories will be followed by a brief overview of Elective Pay, a game-changing new funding source for municipalities and nonprofits.

**MODERATOR:** **Sarah Brock**, *Clean Energy NH*

**PANELISTS:** **Dori Drachman**, *Monadnock Sustainability Hub*; **Paul Looney**, *Walpole Community Power Committee*; **Zeke Schmois**, *Kensington Energy Committee*; and **Dave Sharpels**, *Exeter Town Planner*.



Contoocook Room

### ENERGY FINANCING HIDING IN PLAIN SITE

This panel will examine the financial strategies available to support the clean energy transition in New Hampshire, with a focus on leveraging the available federal funding available through the IIJA and IRA, complementing those resources with private investment. Panelists will discuss the portfolio of federal funding programs administered by state agencies as well as innovative funding models, public-private partnerships, and policy frameworks that can drive market transformation.

**MODERATOR:** **Madeline McElaney**, *National Rural Electric Cooperative Association (NRECA) and Hammond Wheeler Realty*

**PANELISTS:** **Doria Brown**, *City of Nashua*; **Mike Davey**, *Energy Efficient Investments (EEI)*; **Susan Peters**, *Town of Dublin Select Board and Energy Committee member*; and **Karen Rantamaki**, *NH Department of Administrative Services*.



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**EXHIBITOR HALL ENTRANCE**

*(vendors are located as shown above)*

**2024 EXHIBITOR HALL**





# PLENARY SESSION

## 3:00P - 4:15P



Armory Room



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**BOB COATES**  
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**VINCE GAETO**  
*President,  
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Liberty



**TOM MEISSNER**  
*CEO*  
Unitil

### A VISION FOR UTILITIES: MANAGING THE NEW ERA OF GROWING ELECTRICITY DEMAND

As New Hampshire embraces the transition to a cleaner, electrified economy, the demand for electricity is projected to grow significantly. This session will feature insights from utility leaders who are navigating the complexities of increasing electricity loads while ensuring affordability and reliability for consumers. Panelists will discuss strategic initiatives aimed at modernizing infrastructure, enhancing grid resilience, and fostering innovation in energy management. Participants will learn about the challenges and opportunities presented by economic electrification and how utilities are positioning themselves to meet the needs of a sustainable future. Explore the collaborative efforts that will shape New Hampshire's energy landscape in the coming years.

**MODERATOR:** Sam Evans-Brown, Clean Energy NH



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