



4 January 2022

Deadline to Submit Questions on the RFI

Additional questions regarding CPCNH's Request for Information (RFI) should be submitted electronically via email by January 7th to: RFI-RFP@CPCNH.ORG

Responses to questions — without attribution to the source of the question — will be distributed by January 11th and posted online at: <https://www.cpcnh.org/solicitations>

Responses to Questions on the RFI

Be advised that answers to all questions received to-date regarding the RFI are below:

Question 1: Is CPCNH is currently designated a load serving entity (LSE) in the State of NH or if that is a consideration going forward?

Response 1: CPCNH has not registered as an LSE in the ISO-NE market. RSA 53-E does expressly allow community power aggregations to become load serving entities, and CPCNH's Joint Powers Agreement and Bylaws provides for the joint exercise of powers in this and other regards. Note that decisions regarding whether or when to apply to NEPOOL and ISO New England to become an LSE and direct market participant will be subject to the direction of the CPCNH Board.

The Draft Business Plan and Financial Proforma does assume that CPCNH would — after accruing financial reserves and arranging for the credit support necessary to satisfy the requisite collateral and creditworthiness requirements — register as an LSE with ISO-NE and as a publicly owned entity member with NEPOOL. For reference, the Draft Business Plan and Financial Pro Forma discusses CPCNH becoming an LSE on pages 3, 4, 32-34, 37-38 and 43. This document was included in the Reference Material accompanying the RFI and posted online below:

- <https://www.cpcnh.org/solicitations> — refer to document "3_CPCNH Draft Business Plan_14Aug2021.pdf" in the folder "4_CPCNH draft Business Plan".

Further, note that the RFI and the accompanying spreadsheet workbook requests that respondents describe their services, if any, regarding "ISO monitoring, stakeholder processes, collateral posting and onboarding support" on page 10 of the RFI and "Services" tab of the accompanying "1_CPCNH_RFI Response Tables.xls" workbook.

Question 2: Will CPCNH disclose which companies have received the RFI?

Response 2: The RFI and supporting document are publicly available on the CPCNH website at <https://www.cpcnh.org/solicitations>. CPCNH is not tracking which entities have downloaded the RFI but will post the name of entities that opt-in to sharing their contact information for potential partnerships.



In reference to the above opportunity, note that the RFI states on page 8:

Interest in Seeking Partnership Opportunities

Respondents should indicate whether CPCNH should publish their contact information on the solicitation web page for the purpose of enabling the formation of teaming arrangements associated with the solicitations.

Please also refer to the corresponding “Entity Information” tab of the workbook “1_CPCNH_RFI Response Tables.xls” accompanying the RFI, which instructs respondents to:

State whether your company name, primary contact name and email address should be posted on CPCNH's solicitation web page to facilitate teaming arrangement with other prospective respondents. Please answer "Yes" or "No" or provide alternative contact information for public posting.

Question 3: In reference to the anticipated RFP, the RFI states that “CPCNH intends to enter into an Agreement with the selected Proposer(s) for an initial 3-year term.” Considering that it could take up to 1½ years from the start of such a contract for cash flow to begin, would CPCNH consider entertaining an initial term of 5 to 10 years?

Response 3: CPCNH will take this suggestion under advisement and consider what range of options it will entertain in the final RFP text, which will likely include tying the term of repayment for services provided on an at-risk basis to when CPCNH Member CPAs enroll customers, commence service, and begin receiving revenues from participating customers.

Note that the Draft Business Plan and Financial Pro Forma proposes that the start-up costs incurred by Proposers would be amortized and recouped over a 3-year period beginning from when CPCNH begins receiving customer revenues. This document was included in the Reference Material accompanying the RFI and posted online below:

- <https://www.cpcnh.org/solicitations> — refer to document “3_CPCNH Draft Business Plan_14Aug2021.pdf” in the folder “4_CPCNH draft Business Plan”.