



TEC
TOWNSEND ENERGY COMMITTEE
272 Main Street
Townsend, Massachusetts, MA 01469

Brent R Carney, Chairman; Michael Brown, Ph.D., Vice-Chairman; Kathy Thompson;
Edward Hermann; Ron Montgomery

FEBRUARY 10, 2021, 7:30 PM
TOWNSEND ENERGY COMMITTEE

Rec'd Townsend Town Clerk
4 FEB '21 PM 1:10

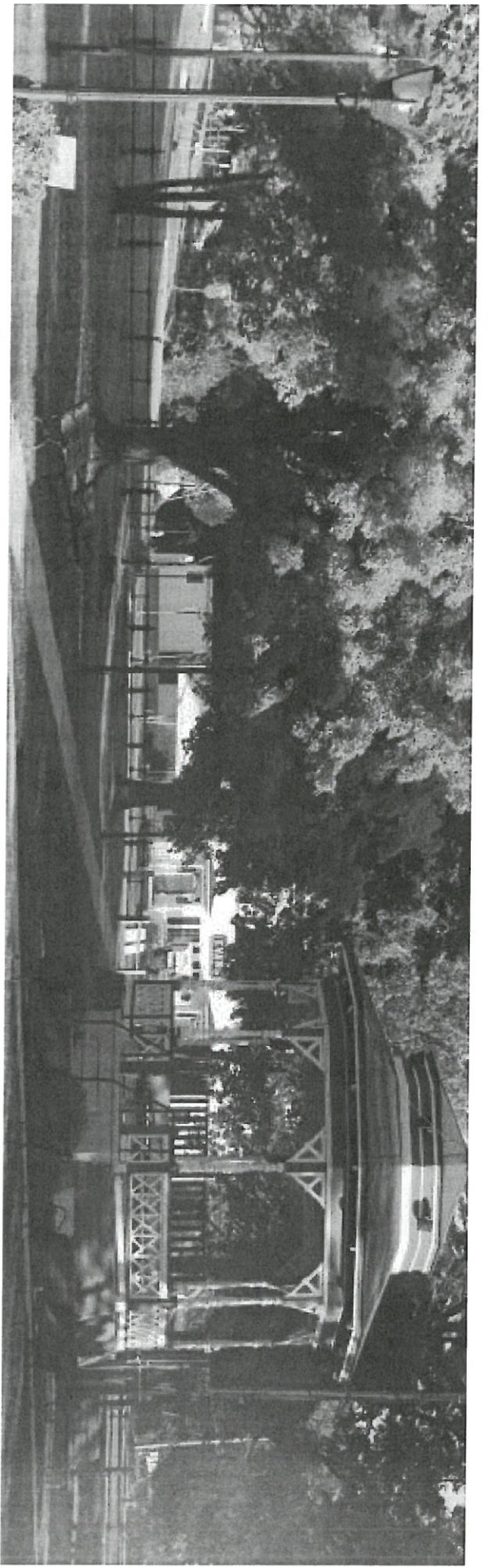
ZOOM Meeting:

<https://us02web.zoom.us/j/84509869586?pwd=OGtPU3ZZeEtMZjBaWStVVWZnMkI5Zz09>

Meeting ID: 845 0986 9586

Passcode: 634462

- **Call Meeting to Order:**
- **Energy Aggregation Presentation by Freedom Energy Logistics, LLC:**
- **Topics Not Reasonably Expected by the Chair 48 Hours Before the Meeting:**
- **Next Meetings – March 3, and March 10, 2021 both at 7:30 p.m. to discuss the 2021 Green Communities Competative Grant Application.**
- **Adjourn:**



Presented to:

Energy Committee
Town of Townsend, MA

Presented by:

Steve Jorgensen
Freedom Energy Logistics

RECEIVED
APR 08 2021
TOWN OF TOWNSEND
TOWN CLERK

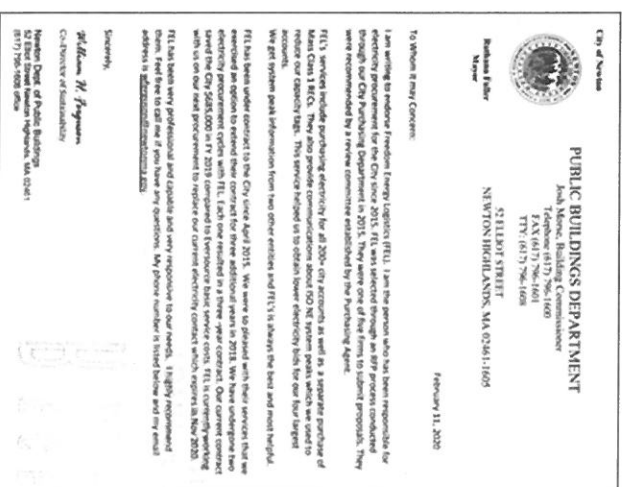
February 2021

Freedom Energy Logistics

'Our Mission is to be our clients' go-to Energy Advisor providing the most effective energy supply management and renewable solutions in support of their unique business goals and sustainability objectives.'

As your Energy Advisor, our team:

- Takes the time to understand your energy goals and objectives
- Advocates for you and works to continually add value
- Offers a comprehensive portfolio of energy management solutions that are custom tailored to support your unique energy requirements, bottom-line objectives, risk tolerance, and sustainability goals
- Focuses on delivering client service and excellence for your long-term satisfaction



"The program that we have signed up with Freedom Energy Logistics for provides electricity that will vary in price from hour to hour in a way that reflects actual wholesale electricity costs. Working with Freedom Energy Logistics allows the City to access real-time wholesale prices while avoiding the extensive process of registering as an independent load serving entity with ISO-NE, although we are considering working with Freedom Energy to eventually do that as well. Within one year we are planning for the city municipality to be powered by our landfill gas-to-energy project and solar arrays on a number of different facilities. Freedom will help us to make that transition."

Tad Montgomery, Lebanon's Energy and Facilities Manager

FREEDOM

energy logistics





Understanding Townsend's Goals and Energy Future

- What is your current energy procurement strategy?
- Utility supply?
- Cost stability?
- Which benchmarks do you use to measure success?
- Usage? Annual cost?
- Cost vs utility? Cost vs budget?
- Do you have sustainability goals or other planned energy initiatives?
- Carbon footprint? Green initiatives? Solar?
- EV Fleet/Charge Points?

As your Energy Advisor, Freedom assists you through the process.

Freedom Energy Logistics – Service Offerings

- Freedom offers a wide-range of energy solutions to best-suit our clients' requirements.
- Depending on the Town's energy objectives, we will strategize with you to provide the most effective solution to achieve your energy goals.

| | |
|--|---|
|  <h2>Electricity</h2> <ul style="list-style-type: none">• Direct-to-Grid• Capacity Tag Management• Demand Response• Fixed Supply |  <h2>Utilitrack</h2> <ul style="list-style-type: none">• Easily Track Invoices• Facility Benchmarking• Budget Forecasting• Discrepancy Alerts |
|  <h2>Go Green</h2> <ul style="list-style-type: none">• Virtual Net Metering• LED & Efficiencies• Hydro, Solar & Biomass• Direct to Green |  <h2>Natural Gas</h2> <ul style="list-style-type: none">• Basis Plus Nymex• Blended Hedging• Cash/Spot Market• Fixed Supply |

Choose a Solution that Supports Townsend's Energy Goals

FIXED energy options

A fixed price electricity solution enables you to lock-in a set rate for your supply. Your monthly bill varies based on consumption, but the rate you pay remains fixed.

Benefits:

- Provides budget certainty, price stability and predictability of your operational costs
- Protects you from energy-market price volatility
- Supports a Town's low risk tolerance for budget flexibility
- Offers contract terms typically from 12 to 48 months

This is a popular solution for Cities and Towns across MA based on their goals.

Freedom Energy Logistics

Our team adds value as we work with you. We ...

- Continually monitor the market
- Understand the difference between Municipal and C&I loads/budgets and manage accordingly
- Know the importance of vetting contracts in advance of a bid date
- Avoid language that allows termination damages when routine load shifting occurs each year
- Deliver competitive, transparent bidding based on vetted, fundamentally equivalent contracts and rounds of Indicative pricing
- Provide Post contract support:
 - Monitoring enrollments
 - Assisting with drops, adds, and contract amendments during the term
 - Advocating for you in event of a billing dispute
- Proactively manage your account

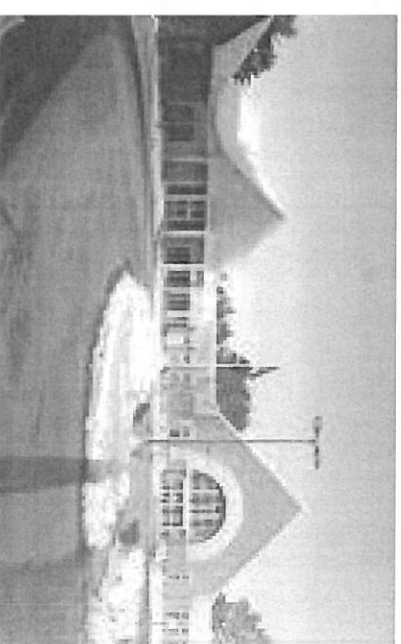
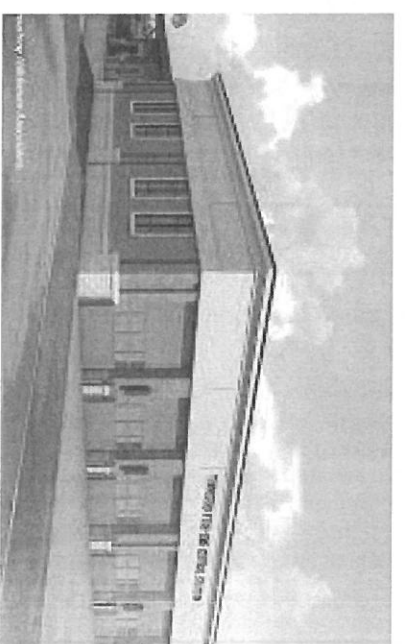


Representative Freedom Energy Clients

City of Newton, MA
City of Scarborough, ME
City of Lebanon, NH
Town of Merrimack, NH
Town of Wrentham, MA
Herb Chambers
Callaway Golf
General Dynamics
Retail Association of MA Aggregation
Convenient MD

Next Steps ...

- Submit your Energy Bills
- Provide Authorizations
- Schedule Time for our Next Meeting



Freedom Energy Logistics

RECOGNIZED
for EXCELLENCE

NH BUSINESS REVIEW

Business Excellence Award
2019 Business and Professional Services
2016 Consumer Services



INC. 5000

Named two consecutive years to America's
Fastest-growing Private Companies 2018, 2017



STAY WORK PLAY

2018 Coolest Company for Young Professionals

BUSINESS NH MAGAZINE

Named two consecutive years to Fastest Growing
Family-Owned Businesses in New Hampshire 2018, 2017

SMALL BUSINESS VENDOR OF THE YEAR

2016 General Dynamics | Bath Iron Works



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