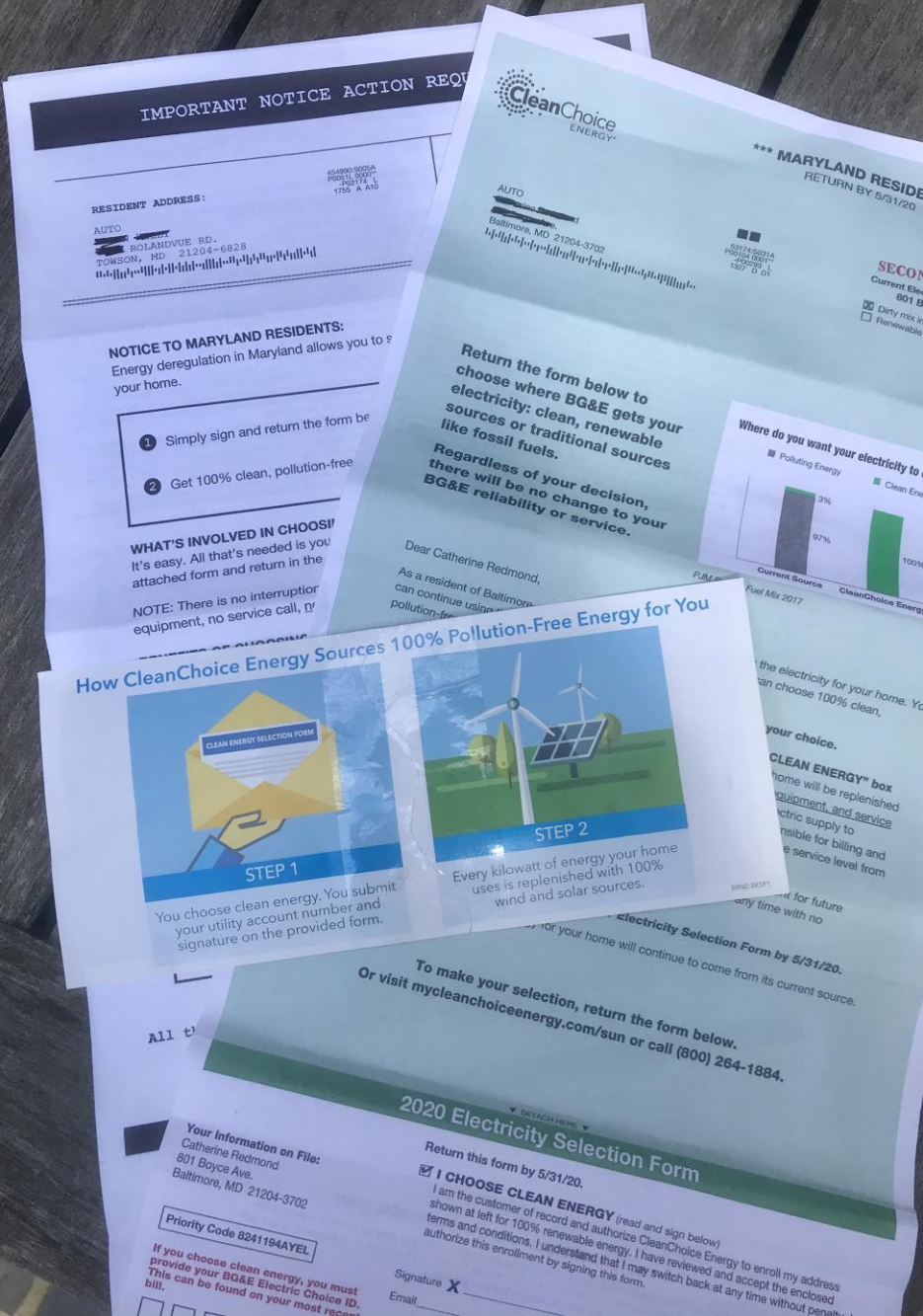


MD's DEREGULATED ENERGY SUPPLY RESULTS

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AUGUST 20, 2020

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ABELL REPORT: MARYLAND'S DYSFUNCTIONAL
RESIDENTIAL THIRD-PARTY SUPPLIER MARKET



Community Solar & Deregulated Energy Supply Are Different

- MD Pilot 2015 Community Solar law.
- Community Solar energy must be generated within customer's local utility service area.
- Generated solar energy fed into local grid.
- Virtual net metering - Energy produced on your share of local solar farm that you subscribed to is priced out and applied to your Potomac Edison bill.
- Solar developer keeps the SRECs and sells them, part of what allows them to give the customer a discount on the price.

Why do I get Lots of “Green Energy” Marketing?

- Maryland’s 1999 Electric Choice Act.
- 14 states deregulated energy. Northeast states & Texas. 15 million homes.
- Gamble was competition would lead to “economic benefits for all” and renewable
- Customer marketing began in 2011.

What This means for You: Delivery vs. Supply

- All accounts connect to local regulated utility (Potomac Edison, Washington Gas) for **DELIVERY** of energy: Poles, lines, service, outages, trucks, tree trimming.
 - Regulated utilities charge every account **DELIVERY** charges.
 - Exelon owns BGE, Pepco & Delmarva (83% homes)
- Consumers in MD have a choice about energy supply, price paid for energy used each month:
 1. Do nothing. Regulated utility is account's default **SUPPLIER**.
 2. Choose a third-party deregulated **SUPPLIER** (Constellation/Exelon, CleanChoice, Clearview, WGL, 60 others).

Rates: Potomac Edison is **\$0.06** per kilowatt hour through May 2021.

Washington Gas ~ **\$0.50** per therm.

NRG (Green Mountain) Brochure

HOW ENERGY CHOICE WORKS



Two Decades Later: Customer Counts

60+ third-party energy suppliers selling in MD.

MARYLAND	# ACCOUNTS	% ELECTRONS	LEADERS
RESIDENTIAL	425,000 H/H	20% MARKET	CONSTELLATION (Exelon) , WGL
COMMERCIAL	100,000	80% MARKET	CONSTELLATION (Exelon), WGL
SMALL BUSINESS	?		

Results:

2018 Electricity Supplier Prices vs. Utilities

NO state price reporting: Prices, rates for low-income hardship accounts, small business.
State data found on D.O.E. Energy Information Administration 861 Reporting. NO Gas data.

Residential
Pays +22%

Small Biz.*
(mom/pop shops,
Congregations)
Pays +21%

Large
Commercial
Saves -13%

Residential Premium is Significant



MARYLAND PRICING

'18 Electric Rates **+22%** Gas Rates Estimated **+50%**

LIST OF SHAME “Eco” is next slide.

2018 Residential Retail Choice Electricity Price Results ~ Maryland (suppliers in red seem in low-inco

	\$0.078	# Choice Households	Price Premium to State	Extra Paid / Customer	# Households by Loss/Save	Avg. k
1	Oasis Power, LLC	2,229	88%	\$918		
2	NRG - Energy Plus Holdings	3,892	90%	\$865		
3	Horizon Power and Light, LLC	1,112	59%	\$746		
4	Starion Energy PA, Inc.	2,616	83%	\$661		
5	Spark Energy, LP	3,167	67%	\$567		
6	Major Energy Electric	5,484	88%	\$545		
7	NRG - Reliant Energy	17,848	51%	\$501		
8	Public Power & Utility	4,218	56%	\$501		
9	Viridian Energy PA LLC	4,238	53%	\$499		
10	North American Power	6,103	43%	\$489		
11	IDT Energy, Inc.	9,930	62%	\$446		
12	HIKO Energy, LLC	948	75%	\$433		
13	Stream Energy Maryland, LLC	7,337	40%	\$424		
14	Park Power LLC	691	53%	\$399		
15	Discount Energy Group, LLC	217	36%	\$364		
16	Sperian (Tomorrow Energy)	3,042	35%	\$333		
17	SPRING POWER	1,576	51%	\$326		
18	Shiplee Choice, LLC	615	29%	\$309		
19	Palmco Power MD, LLC	5,125	52%	\$303		
20	Ambit Energy Holdings, LLC	13,151	29%	\$291		
21	Liberty Power Corp.	2,990	49%	\$286		
22	Plymouth Rock Energy, LLC	533	48%	\$284		
23	Greenlight Energy Inc.	612	36%	\$271		
24	MPower Energy NJ LLC	2,285	45%	\$248		
25	Interstate Gas Supply, Inc.	2,610	29%	\$215		

2018 Residential Retail Choice Electricity Price Results ~ Maryland (suppliers in red seem in low-inco

	\$0.078	# Choice Households	Price Premium to State	Extra Paid / Customer	# Households by Loss/Save	Avg. k
26	Direct Energy Services	35,363	27%	\$201		
27	MDGE- Energy Services	18,560	21%	\$192		
28	XOOM Energy Maryland, LLC	17,226	18%	\$160		
29	ENGIE Retail, LLC	2,459	15%	\$143		
30	Star Energy Partners, LLC	16,980	20%	\$136		
31	NextEra Energy Services, LLC	79	12%	\$127		
32	SmartEnergy Holdings, LLC	7,339	16%	\$117		
33	Agera Energy LLC	314	10%	\$108		
34	Great American Power, LLC	1,124	23%	\$102		
35	Just Energy (Commerce)	19,147	11%	\$96	221,160	
36	American Power & Gas	11	7%	\$83		
37	Energy.Me Midwest LLC	10	5%	\$73		
38	Planet Energy	41	10%	\$69		
39	WGL Energy Services, Inc.	45,719	6%	\$51		
40	Constellation EXELON	111,399	4%	\$43		
41	LifeEnergy, LLC	2,096	5%	\$42		
42	Nordic Energy Services, LLC	24	9%	\$31		
43	SFE Energy Maryland, Inc	6,458	3%	\$31	165,758	
44	Discount Power Inc - (CT)	86	-6%	-\$10		
45	Eligo Energy, LLC	1,055	-2%	-\$17		
46	MidAmerican Energy Services, LLC	345	-3%	-\$40		
47	First Point Power, LLC	7	-3%	-\$73		
48	AEP Energy	401	-11%	-\$122		
49	First Energy Solutions Corp.	8	-11%	-\$137		
50	AP Holdings LLC	1,000	-46%	-\$241	2,816	
	Maryland Total	389,820	22%	\$186		

Source: Dept. Of Energy E.I.A.861 Report. Excel file available upon request. Suppliers in bold sell in low-income zips.

Why? Perfect Storm of Issues

- Bait & switch evergreen contracts. (CleanChoice example next slide)
- No mass market consumer advertising – 100% direct market sales.
- **Uninformed consumer base.** Minimal interest. Utility bills are Greek. Set-it-and-forget-it mindset. Don't know rates (no ads). No idea what a variable rates means.
- **“Pro” supplier regulator:** Public Service Commission. Mis-regulated in favor of suppliers, risk on consumers. “Caveat emptor.” MDGA-some pro supplier.
- **No reporting:** “If a tree falls in a forest...”

Results:

“Eco-Market” Third-Party Suppliers

No transparency. No requirements from state. It's deregulated.

MD 2018 RESIDENTIAL “RENEWABLE ENERGY SUPPLIER RESULTS (E.I.A 861)

Supplier Name	Customer Count Residential	Avg Supplier kWh Rate charged	+/_ to standard Utility rate	Extra Paid for “green” over utility conventional
CleanChoice Energy	13,075	\$0.125	60%	\$440
Clearview Electric	12,803	\$0.097	24%	\$112
Inspire Energy	11,589	\$0.120	53%	\$420
NRG (Green Mtn.)	6,410	\$0.133	70%	\$628
	43,877	\$0.119	52%	\$367
MS 2018 Statewide Avg Utility Rate-conventional	\$0.078			
Revenues above SOS	\$16,084,359			

Renewable Energy Certificates (REC)

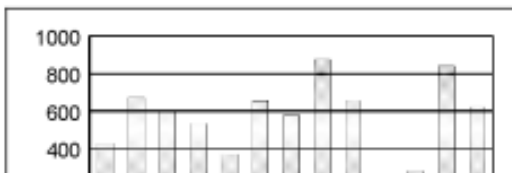
- “Renewable” suppliers purchase Renewable Energy Certificates to offset regular electricity.
- REC defined: Environmental attributes of energy produced and sold elsewhere.
 - Illinois wind, solar, incineration, biomass, methane capture.
 - Equal to 1 Megawatt of “renewable” energy fed into a power grid.
 - Assigned number, tracked and retired when used.
- Purpose: “Help renewable energy market to grow.” Market-based trading system.
- Data suggest REC value to buy 1 kilowatt hour is ~ 1 cent.

Customer Experience: Potomac Edison with CleanChoice

To report an emergency or an outage, call 24 hours a day 1-888-544-4877. For Customer Service, call 1-800-686-0011. For Payment Options, call 1-800-736-3401. Pay your bill online at www.firstenergycorp.com

Bill issued by: Potomac Edison, PO Box 3615, Akron OH 44309-3615

Messages	Account Summary	Amount Due			
To avoid a 1.50% Late Payment Charge being added to your bill, please pay the Amount Due by the Due Date.	Previous Balance	101.26			
Generation, Transmission & Energy Cost Adjustment Base Comparison Information: The current price for Standard Offer Service (SOS) electricity is 6.042 cents/kWh, effective through September 30, 2020. SOS electricity will cost 6.016 cents/kWh beginning on October 1, 2020 through May 31, 2021. The weighted average price of SOS electricity will be 6.042 cents/kWh through May 31, 2021. The price for SOS from June 1, 2021, through May 31, 2022 will be set in January 2021.	Payments/Adjustments	-17.87			
Your next meter reading is scheduled to occur on or about Jul 20, 2020.	Balance at Billing on Jun 24, 2020	0.00			
For a detailed explanation of how to read your bill, visit www.firstenergycorp.com/PEBill	Potomac Edison - Consumption	17.87			
The EmPOWER MD charge funds programs that can help you reduce your energy consumption and save you money. For more information, including how to participate, go to: www.energysavemd.com .	CleanChoice Energy	24.44			
Effective June 1, 2020, the Administrative Credit has changed. Also, the Generation Charge and Energy Cost Adjustment have changed for customers who have not selected an alternate electricity supplier. Please visit www.potomacedison.com , or call 1-800-686-0011.	Total Current Charges	42.31			
We continue to find ways to assist customers during the coronavirus pandemic and its aftereffects. We will resume disconnects for non-payment no sooner than September 15, 2020, and will comply with any state orders to postpone these activities as long as necessary. However, field personnel following proper safety measures, may be in the community performing customer outreach starting in August. Customers who are having difficulty paying their bills should call us to arrange an affordable payment plan. These arrangements will not interfere with any future payment options customers may choose. We encourage all customers with overdue balances who are unable to reach a payment arrangement to pay what they can to keep their total balance as manageable as possible. For information about assistance programs residential customers may be eligible for, please visit www.firstenergycorp.com/billassist .	Total owed by Jul 14, 2020	\$42.31			
Our utilities are continuing meter reading operations during the coronavirus health emergency. You may see these essential employees in your neighborhood if you're home during the day. Their work takes place entirely outdoors and without customer interaction. Please keep the path to your meter clear of snow and other debris, and keep dogs secured away from the area. Please do not approach our meter readers, as they are trained to maintain social distancing. All	As an Automatic Credit Card Payment customer - Total charges of \$42.31 will automatically be charged to your card account.				
	Usage Information for Meter Number S317190790				
	Jun 18, 2020 KWH Reading (ESTIMATE)	19,256			
	May 20, 2020 KWH Reading (Actual)	18,637			
	Kilowatt Hours Metered	619			
	KILOWATT HOURS BILLED	235			
	Jun 18, 2020 KWH Reading (ESTIMATE)	10,253			
	May 20, 2020 KWH Reading (Actual)	9,869			
	Kilowatt Hours Out	384			
	May 20, 2020 Banked KWH Credit	0			
	Jun 18, 2020 Banked KWH Credit	0			
	Charges From Potomac Edison				
	Customer Number: 0604552591 5000428211				
	Rate: Residential Service PE-RSRD				
	Customer Distribution Charge	5.70			
	Distribution Charge	4.22			
	Electric Universal Service Fee	0.32			
	Administrative Credit	-0.44			
	Electric Distribution Investment Surcharge	0.07			
	Cogeneration PURPA Surcharge	2.98			
	Franchise Tax	0.15			
	EmPower MD Surcharge	1.32			
	MD Environmental Surcharge	0.03			
	State Sales Tax	0.86			
	Montgomery County Tax	2.66			
	Current Consumption Bill Charges	17.87			
	Billing Information for CleanChoice Energy				
	1055 Thomas Jefferson St. Nw, Suite 650, Washington, DC 20007				
	Customer Service: 1-888-444-9452				
	Rate: CleanChoice				
	Billing Period: May 20, 2020 to Jun 18, 2020				
	Generation & Transmission 235 Kwh @ \$0.10400	24.44			
	Total CleanChoice Energy Current Charges	24.44			
	Thank You For Purchasing 100% Clean Energy And Helping Us All Enjoy Cleaner Air.				
	Additional messages, if any, can be found on back.				
	Usage History				
	05/27/20 Payment -101.26				
	Account Balances by Company				
	Previous Balance	Payments/Adjustments	Current Charges	Amount Due	
	Potomac Edison	35.59	-35.59	17.87	17.87
	CleanChoice Energy	65.67	-65.67	24.44	24.44
	Total	101.26	-101.26	42.31	42.31



CleanChoice Renewable Explanation

Signing Up

Pricing & Plans

How Clean Energy Works

Billing & Support

[← How Clean Energy Works](#)

Where will the clean energy come from?

The energy your home uses will be paired to renewable energy sources through the purchase of Renewable Energy Certificates (RECs) from wind and solar farms. CleanChoice Energy applies strict standards to its energy, sourcing our energy regionally based on where our customers live.

Was this article helpful?

Yes

No

Bait & Switch Evergreen Contracts

All use variable rates but (Constellation/WGL)

Electric Generation Supplier Information	CleanChoice Energy MD PSC License No. 11-2049 1055 Thomas Jefferson St. NW #650 Washington, DC 20007 (800) 264-1884 support@cleanchoiceenergy.com www.cleanchoiceenergy.com
Price Structure	Variable month to month ✓
Supply/Generation Price	7.60¢/kWh
Statement Regarding Savings	CleanChoice Energy does not guarantee savings with this plan
Contract Start Date	This contract will be effective after BG&E processes your enrollment
Contract Term/Length	Monthly billing cycle to monthly billing cycle until cancelled by either party ✓
Cancellation/Early Termination Fees	\$0 - No Cancellation Fee / No Early Termination Fee ✓
Renewal Terms	This contract renews month-to-month until cancelled by either party
Electric Distribution ("Utility") Company Information	BG&E is responsible for distribution charges, emergencies & outages. P.O. Box 1475 Baltimore MD 21203, 1-800-685-0123, www.bge.com

Electricity Source	CleanChoice Energy	PJM Fuel Mix
Coal	0%	28.68%
Oil	0%	0.21%
Natural Gas	0%	31.13%
Nuclear	0%	34.53%
Other	0%	0.04%
Renewable Energy:		
Solar	1%	0.26%
Wind	99%	2.63%
Biomass/Solid Waste	0%	0.73%
Captured Methane	0%	0.30%
Hydro	0%	1.50%
<i>PJM System Mix data for 2018</i>		

Important Rate Information: Our rate is for your electricity supply service and does not include any additional tax, distribution service charges, or other Utility fee or Charge. Supplier rates are not regulated. You will receive a variable supply rate with an introductory price for the first three (3) monthly billing cycles. **CleanChoice Energy's current introductory price is 7.60¢/kWh.** After the third month, your price may vary with no advance notice and is based on a number of costs which may include, but are not limited to: energy, transmission, capacity, ancillary services, renewable energy certificates, RTO system fees and other factors, plus CleanChoice Energy operating costs, expenses, and margins. This list of factors is not exhaustive and no single factor will determine the rate. Additionally, we seek to acquire a majority of our anticipated electricity supply in advance rather than from the spot market. For all of these reasons, your variable rate may not correlate with changes in wholesale market prices or your utility's rates. Your variable rate may be higher than your utility rate or other suppliers' rates.

Product Information: 100% of your electricity usage will be produced by wind and solar generation facilities. Electricity is the product of a mix of energy sources that is delivered over a system of wires. You will not have electricity from a specific generation facility delivered directly to your service address, but CleanChoice Energy ensures that your electricity usage is offset by the generation of energy from renewable energy sources on an annual basis. The energy your home uses will be paired with renewable energy sources through the purchase of Renewable Energy Certificates.

Additional Information: You may cancel or rescind your enrollment without penalty within three days of receiving this disclosure statement. CleanChoice Energy is solely responsible for the content of this marketing material and for the selling to, solicitation and enrollment of customer for energy