



# SOLAR NET METERING

## Town of Goffstown & School District



JAN 8, 2026



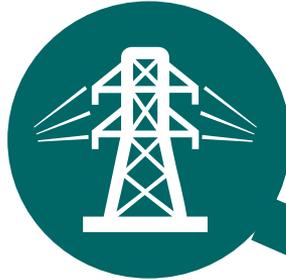
# AGENDA

- Net Metering Contracting
  - Process & Risks
- Financial Projection
- Fee Structure
- Contract Language Review
- Example Net Metering Audit
- Timeline for approval

# REVIEW | Solar Net Metering Process

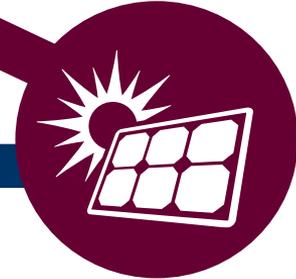
## 2 UTILITY

Monetary credits are issued by the **UTILITY** back to project (ex. \$100,000)



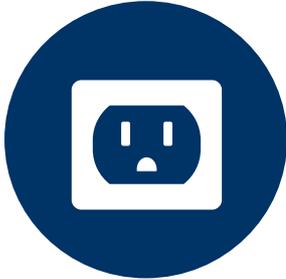
## 1 PROJECT

**PROJECT's** excess electricity is provided to the **UTILITY** (ex. 1,000,000 kWhs)



## 3 HOST

**PROJECT** pays **HOST** based on discount rate (ex. \$10,000)



## EXAMPLE

GENERATION (KWh)	CREDIT VALUE (\$/KWh)	TOTAL CREDITS (\$)	CREDIT PRICE (\$/KWh)	NET SAVINGS (\$)
1,000,000 kWhs (annual output of ~800 kW system)	\$0.10/kWh (est. Crediting Rate)	\$100,000 (Must have utility costs)	\$90,000 (10% discount example)	\$10,000

## LEGISLATIVE RISK

- Program is altered in the future - could program get better, like other NE states
- Managed by limiting commitments under current program

## DEVELOPER SELECTION

- Chosen developer goes bankrupt/doesn't complete the project - projects are typically owned by a tax equity partner who would find an alternate project developer/operator to keep the project going in order to receive payback on initial capital

## PROJECT UNDERPERFORMANCE

- Only save money based on generation, no financial commitment for Goffstown – only “Renting” your utility bill

## TERM RISK

- If the end user reduces its utility spend during the 20 year term, then credits could be reassigned to other accounts/entities

## PRICE RISK

- Credit value per kWh drops – this means electricity costs are declining and Goffstown's relative share of credits will go down but never negative

- Market standard contract term of 20 years
- Market base net metering credit rate ranges from \$0.10 to \$0.115  
(*rates set by Eversource update each Feb. & Aug.*)
  - Credit Rate in analysis is assumed at \$0.10/kWh
- Consumption of 2,000,000 kWh/ yr. to be enrolled in this program  
(*Town 500,000 kWh & School District 1,500,000 kWh*)
- Market average 10% Discount Rate from solar developers (*\$200,000 in credits/yr. = \$20,000/yr. gross savings*)
  - **School District net annual savings: \$13,500/ yr.\***
  - **Town of Goffstown net annual savings: \$4,500/ yr.\***

\* = Assuming 10% annual revenue share structure after RFP cost is reimbursed

## Option 1 Summary:

Credits reimburse RFP cost before rev share starts

### School District

- \$3,000 for RFP
- **\$13,500/yr. revenue** net of CES 10% Rev Share

### Town

- \$1,000 for RFP
- **\$4,500/yr. revenue** net of CES 10% Rev Share

		FEE BREAKDOWN	SCOPE OF SERVICES
OPTION 1	UPFRONT FEE (One-Time)	\$4,000	<ul style="list-style-type: none"> <li>• Run mini RFP (Minimum 3 Proposals)</li> <li>• Present Findings</li> <li>• Contract Negotiations</li> <li>• Annual Auditing Report</li> </ul>
	REV SHARE (Annual) ★	10%	
	TERM	20 years	



For first several years of flowing monetary credits, the fixed upfront fee will be applied against the Group Net Metering Credits. After Town & School District are reimbursed, only then does CES start the 10% revenue share. Annual reporting will still start year 1 regardless.



# THANK YOU

