

# Retail Energy Choice in 2020

An in-depth discussion on what  
the most recent data  
really means for consumers

# Connecticut Power & Energy Society

## Who We Are

CPES is Connecticut's leading association of energy professionals, is dedicated to generating information, sharing ideas and educating Connecticut about energy.

# CPES Annual Awards Nominations Due August 31<sup>st</sup>



Visit [www.ctpower.org](http://www.ctpower.org)

# For Today's Meeting.....

- The webinar is being recorded. Both the recording and slides will be available upon request.
- Questions will be addressed at the end of the presentation. Please use the Q&A function on the Control Panel and ask questions throughout.

# Today's Speakers



## Retail Energy Choice in 2020:

An in-depth discussion on what the most recent data really means for consumers

Moderator:



**Joey Lee Miranda**  
Robinson & Cole LLP

Panelists:



**Dan Allegretti**  
Sigma Consultants



**Richard S. Spilky**  
Constellation



**Guy Sharfman**  
Intelometry



**Alexandrea L. Isaac**  
Starion Energy

Webinar: Tuesday, August 25 | 12:00 PM - 1:00 PM

Hosted by Connecticut Power and Energy Society (CPES) and Retail Energy Supply Association (RESA)

Sponsored by CPES Platinum Partners



# Retail Energy Supply Association



The Retail Energy Supply Association is a broad and diverse group of retail energy suppliers who share the common vision that competitive retail energy markets deliver a more efficient, customer-oriented outcome than a regulated utility structure. RESA is devoted to working with all stakeholders to promote vibrant and sustainable competitive retail energy markets for residential, commercial and industrial consumers.



# **What Do Voters Actually Think About Retail Choice?**

# RESA Commissioned Ragnar Research Partners to Conduct a National Poll

- Poll was conducted March 2-5, 2020
- Telephone interviews were done with 1000 likely voters
- Ragnar polled a diverse demographic
  - The group polled varied by age, gender, ethnicity, education, political affiliation and region
- Questions were phrased two ways
- Polling included both choice and non-choice states
- The study has a margin of error = + or – 3%





# Voters Strongly Support Choice

Voters find it “very important” to have a choice when purchasing goods or services and “strongly agree” consumers should be able to shop for energy supplies like other goods

- Very Important - 52%
- Somewhat Important - 24%
- Don't Know - 4%
- Not Very Important - 11%
- Not At All Important - 9%



# Voters Support Market Prices

There is consistent support by voters to allow the market to dictate energy prices rather than have prices set by regulation

- The cost of energy like electricity or natural gas should be able to change in response to competition from other energy suppliers in the market - **61% agree**
- The cost of energy like electricity or natural gas should be set and controlled by regulations - **29% agree**



# Voters Support Market Investments

A strong plurality (**49%**) would rather have investors bear the cost of infrastructure rather than consumers

- The energy companies should rely on private investors to bear the cost of developing and expanding energy infrastructure - **49% agree**
- Consumers should be willing to pay an increased rate on their energy bill to go toward developing energy infrastructure, in order to provide better overall services - **35% agree**



# Voters Support More Product Choices

If you knew that allowing customers to choose their energy supplier would increase the number of low cost, green energy products, would you be more or less likely to support increasing the number of energy supplier in the market?

- More likely - **70%**
- Less likely - **14%**



# Choice is a Voting Issue

Would you be less likely or more likely to vote for a legislator who opposed allowing customers to choose their own energy supplier?

- Less likely - **51%**
- More likely - **25%**



# Conclusions

- While there is anecdotal evidence of antipathy toward choice among policymakers, choice continues to enjoy strong public support
- This support includes market-based prices and merchant infrastructure investment as well as product choice
- Choice appears to be a voting concern

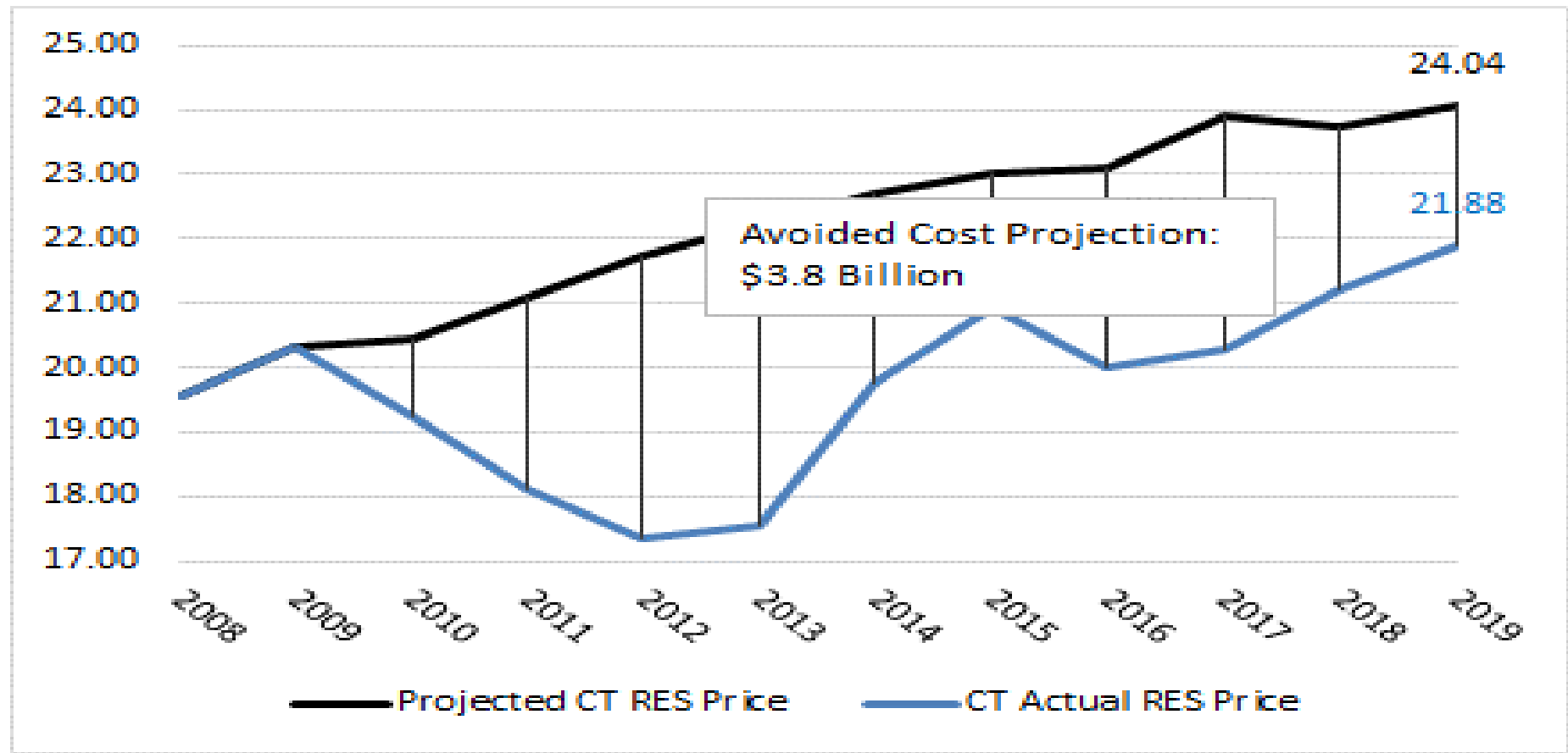




# How are CT customers faring compared to customers in the monopoly states?

Richard Spilky – Constellation  
(on behalf of RESA)

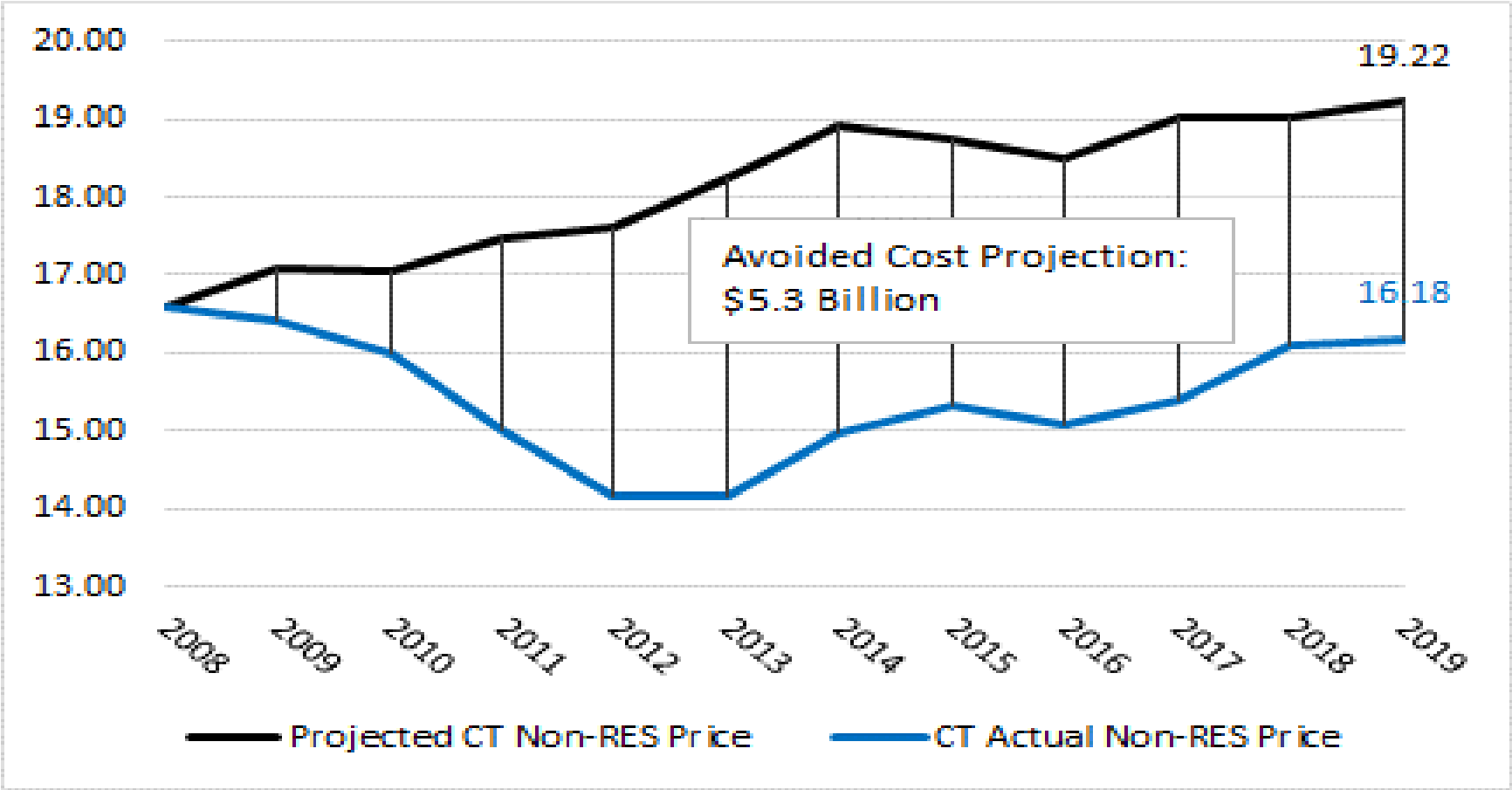
Connecticut Residential Customer Savings Projection 2008 - 2019, Source: EIA-861M



The information presented in this document represent the views of RESA as an organization and may not necessarily reflect the views of any particular RESA member.



Connecticut Non-Residential Customer Savings Projection 2008 - 2019, Source: EIA-861M



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*Intelometry, Inc.*

*Presentation to the  
Connecticut Power Energy Society*

*Serving Retail Energy Markets Since 2003*

# INTRODUCTION

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- Intelometry, Inc. ("Intelometry") is an energy systems, data and consulting company that specializes in U.S. retail, wholesale and renewable energy arenas
- Founded in 2003, Intelometry works with energy companies, trade associations, banks, brokers, consumers and governmental entities to assist in energy matters across the country
- In 2018, we began producing Intelometry market savings reports ("IMSR") for the Retail Energy Supply Association ("RESA") that compare posted offers from retail energy suppliers to the local price to compare

# INTELOMETRY MARKET SAVINGS REPORTS

- Launched in January 2018, the IMSR tracks retail energy supplier residential offers and available customer savings in:
  - ✓ Connecticut
  - ✓ D.C.
  - ✓ Illinois
  - ✓ Massachusetts
  - ✓ Maryland
  - ✓ Ohio
  - ✓ Pennsylvania
- To calculate market savings, the IMSR compares the lowest 'clean' supplier offer posted for a given utility to that utility's price to compare ("PTC") on a monthly basis
  - ✓ Intelometry defines a clean offer as one where the both the price and term of the offer are clearly defined.
  - ✓ For example, teaser rates are not considered clean offers because total rate paid for the offer term is not known

# INTELOMETRY MARKET SAVINGS REPORTS

## ➤ IMSR Findings:

- ✓ In every market surveyed, savings over the PTC was attainable from publicly available offers
- ✓ In most months and for all markets, multiple clean offers were available that the beat the prevailing PTC
- ✓ Products falling below the PTC fell into all major categories including fixed, variable and green products
- ✓ Total market savings would be substantial if all or a large number of customers in each market took advantage of the lowest offer and remained on the offer for the offer term

# INTELOMETRY MARKET SAVINGS REPORTS



# CONNECTICUT

- We pull supplier offers from the Energize Connecticut website
  - ✓ <https://www.energizect.com/>
- We derive the PTC from utility tariffs
- PTC values are also available via the following sources:
  - ✓ Eversource - CL&P
    - ❑ <https://www.eversource.com/content/ct-c/residential/my-account/billing-payments/about-your-bill/rates-tariffs/generation-rates>
  - ✓ United Illuminating
    - ❑ [https://www.uinet.com/wps/portal/uinet/account/understandyourbill/pricing!/ut/p/z1/tZJdb4lwFIZ\\_yy64JK0WpV4ileoG-DEYHzekUMQaKciKc\\_9-ddHNZJksW9a7k5zz9jnveUEMQhBzcmAFEaziZCfrKB4mqOdYU82ELp5pA7icPzrug-314QKB4GbDEIH4J\\_Pwm2fArvknEIM446IWGxC1jOeCFE3yuYMCNzmheaNAkmVVy4UCWy7rZ0E4fa3aJmW7nQLrhMWMFyexOmMURDDtY6QTpFJthFUtxbqK1-IIHVG0RrRHNZ3iU3dgOsnEno8NOzHnrmeFHogU6M9cyzMmq8S9ApmeQYwLiP8BEkmQ8Tvl4gwSdBkf37YtOMF1XKZLI5IM-pWCPtOkwtLDnu8hiAYgOLD8Bfi8akqZlcfubf0rZX86b-MnEJw3xUimfJ-45iOvH9NxEZlfF2B8GtOOHjJiZxg2\\_0-NmT4Ki7yo5D9f05fXfp-iVGphnA7KEp8VCfBwjbu3gB4vSK\\_/?1dmy&current=true&urile=wcm%3apath%3a%2FUINETAGR\\_Navigation%2FHeader%2FAccount%2FUnderstandYourBill%2FPricing%2F](https://www.uinet.com/wps/portal/uinet/account/understandyourbill/pricing!/ut/p/z1/tZJdb4lwFIZ_yy64JK0WpV4ileoG-DEYHzekUMQaKciKc_9-ddHNZJksW9a7k5zz9jnveUEMQhBzcmAFEaziZCfrKB4mqOdYU82ELp5pA7icPzrug-314QKB4GbDEIH4J_Pwm2fArvknEIM446IWGxC1jOeCFE3yuYMCNzmheaNAkmVVy4UCWy7rZ0E4fa3aJmW7nQLrhMWMFyexOmMURDDtY6QTpFJthFUtxbqK1-IIHVG0RrRHNZ3iU3dgOsnEno8NOzHnrmeFHogU6M9cyzMmq8S9ApmeQYwLiP8BEkmQ8Tvl4gwSdBkf37YtOMF1XKZLI5IM-pWCPtOkwtLDnu8hiAYgOLD8Bfi8akqZlcfubf0rZX86b-MnEJw3xUimfJ-45iOvH9NxEZlfF2B8GtOOHjJiZxg2_0-NmT4Ki7yo5D9f05fXfp-iVGphnA7KEp8VCfBwjbu3gB4vSK_/?1dmy&current=true&urile=wcm%3apath%3a%2FUINETAGR_Navigation%2FHeader%2FAccount%2FUnderstandYourBill%2FPricing%2F)

# CONNECTICUT

## ➤ *Results breakdown by Utility:*

<b>Eversource - CL&amp;P</b>	<b>2018 through 2020 Year to Date</b>	<b>2020 Year to Date</b>
Average percentage savings per month	8%	14%
Number of posted offers lower than the PTC per month	26	40
Percentage of posted offers lower than the PTC per month	34%	58%
Percentage of posted fixed offers lower than the PTC per month	44%	71%
Percentage of posted green offers lower than the PTC per month	20%	40%
<b>United Illuminating</b>	<b>2018 through 2020 Year to Date</b>	<b>2020 Year to Date</b>
Average percentage savings per month	14%	22%
Number of posted offers lower than the PTC per month	29	49
Percentage of posted offers lower than the PTC per month	39%	71%
Percentage of posted fixed offers lower than the PTC per month	47%	85%
Percentage of posted green offers lower than the PTC per month	28%	62%



# CONNECTICUT

➤ *Attributes; PTC v posted retail supplier offers:*

Attribute	PTC	Posted Retail Supplier Offers
Maximum fixed price period available	6 month	Up to 48 months
Green options available	No	Yes
Value added services	None	Many available. Some examples include: <ul style="list-style-type: none"><li>- <i>Electric vehicle charger rebate and free weekend EV charging, not to exceed 250 kWhrs per month</i></li><li>- <i>Monthly dining certificate available</i></li><li>- <i>Monthly shopping/dining certificate</i></li><li>- <i>Cash back program</i></li><li>- <i>Supplier will make a charitable donation based on customer usage</i></li></ul>

An abstract graphic featuring several concentric, overlapping circular bands in various shades of green and yellow. The bands are thick and have a slight 3D effect, with some appearing to wrap around the central text. The background is a light gray gradient.

**QUESTIONS**

# Speaker Contact Information



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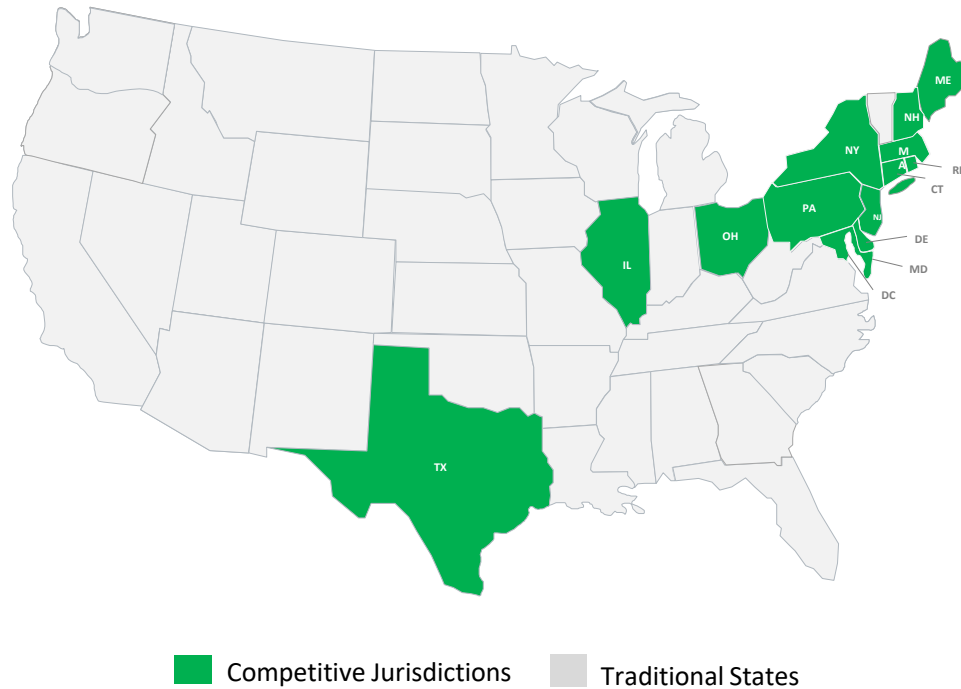


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# Appendix

## 14 Customer Choice Jurisdictions

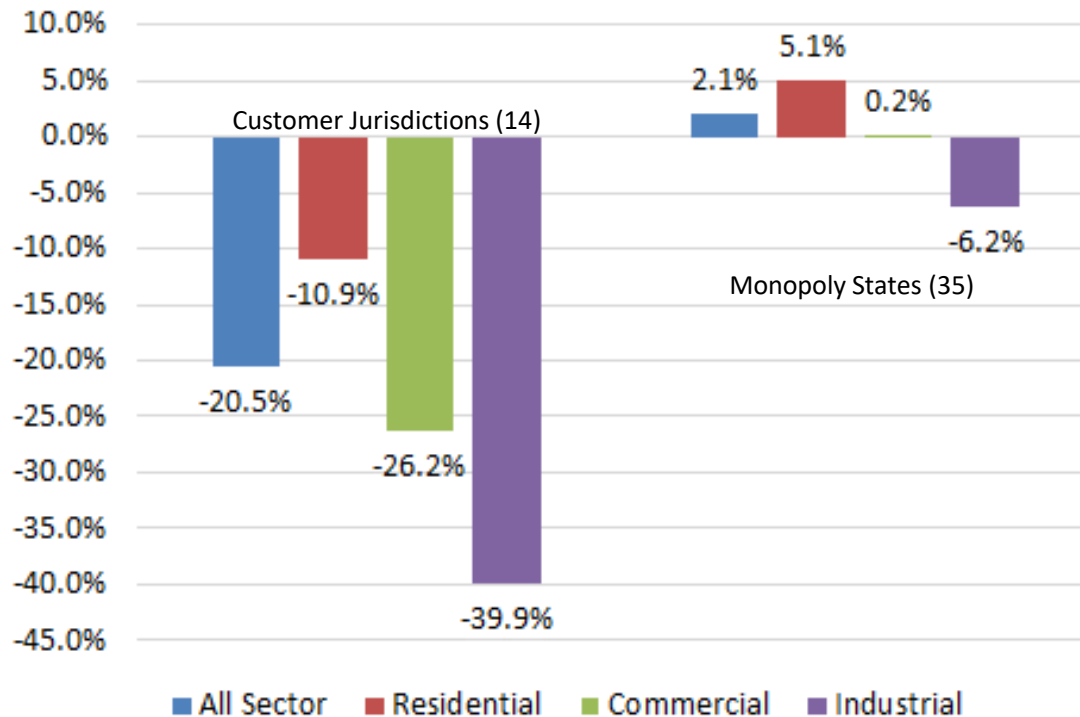
These 14 jurisdictions (13 states plus Washington DC) each have enabled Retail Choice for Nearly All Customers. These jurisdictions represent nearly 1/3 of all electricity consumption in the continental US



The information presented in this document represent the views of RESA as an organization and may not necessarily reflect the views of any particular RESA member.

## Inflation-Adjusted Weighted Average Percentage Price Change by Customer Class, Choice vs. Monopoly States, 2008-2019

Source: EIA-861M

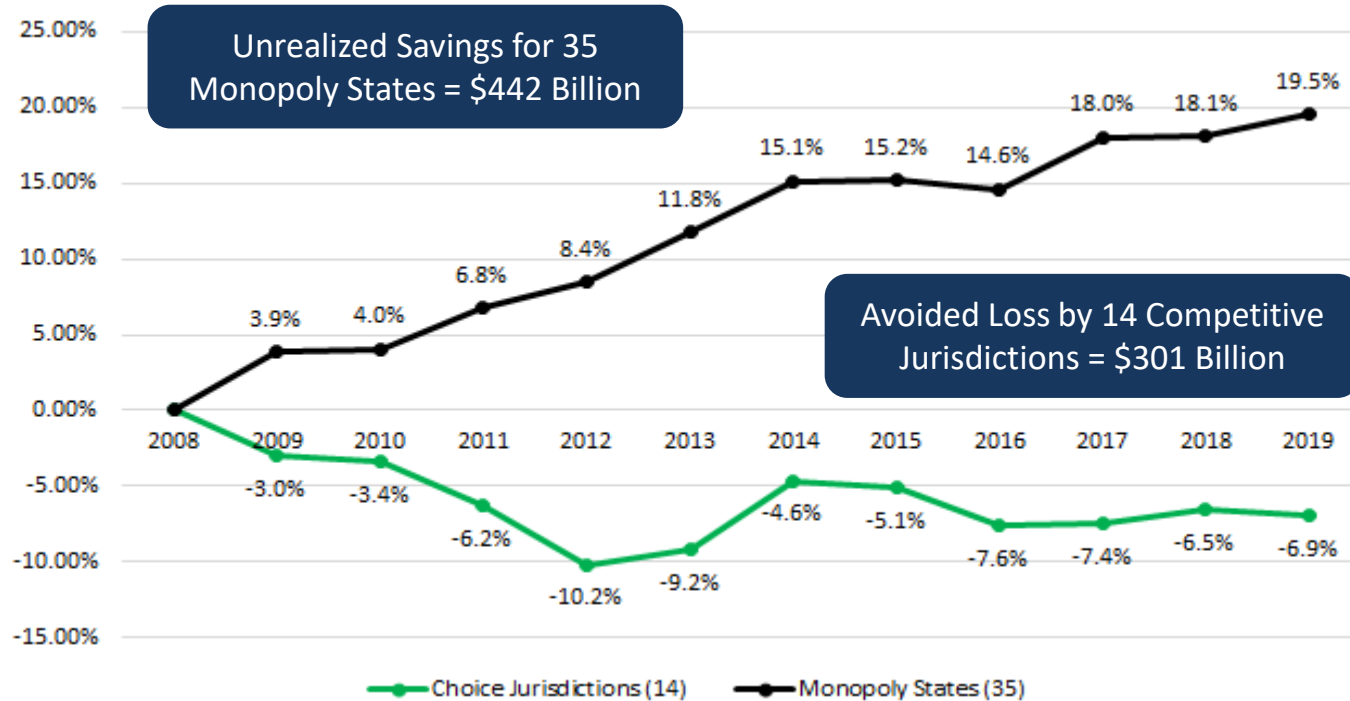


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## All-Sector Weighted Average Percentage Price Change, Choice vs. Monopoly States, 2008-2019

% Price Change – 26.4% Spread

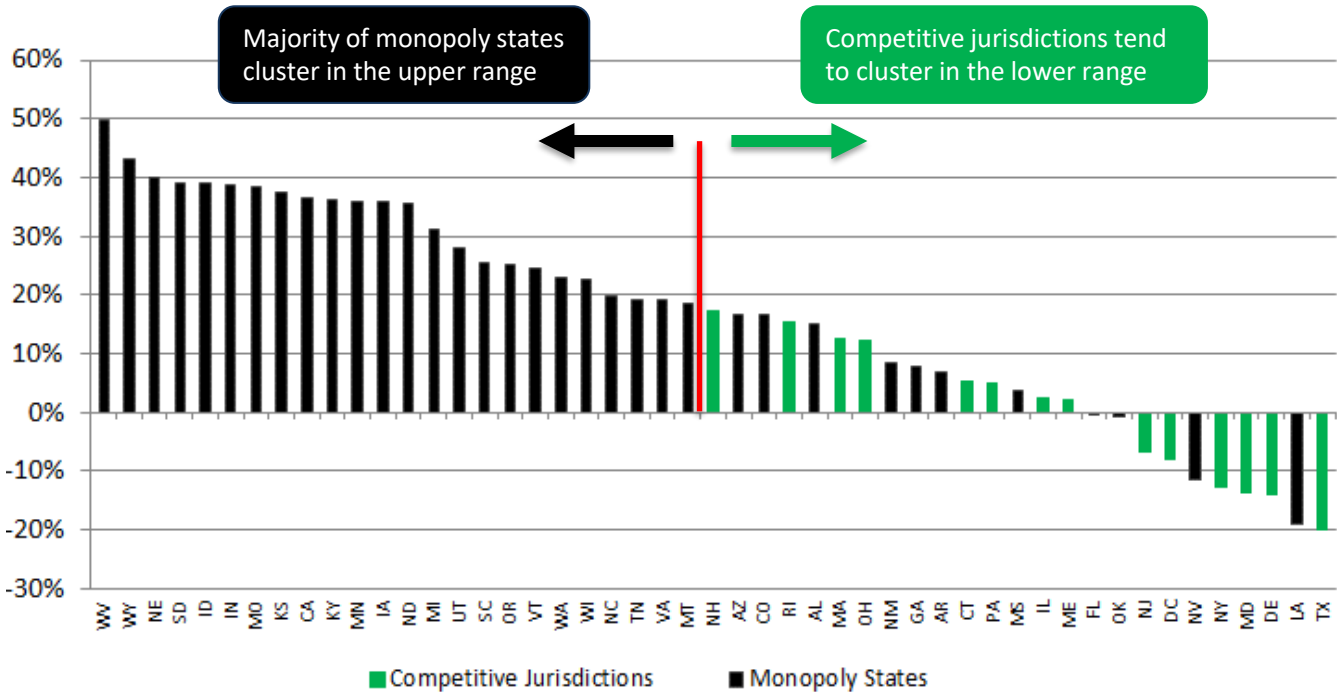
Source: EIA-861M



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# All Sector Price % Price Change by State, 2008-2019

Source: EIA-861M



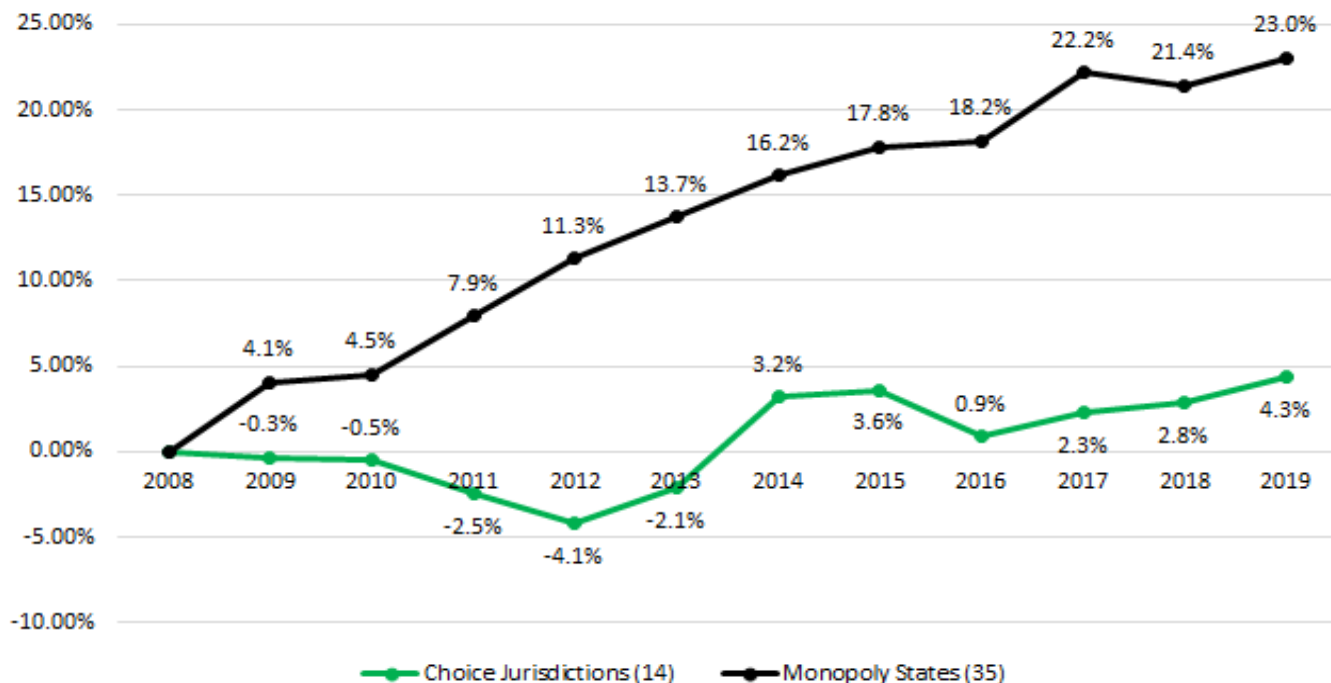
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## Residential Weighted Average Percentage Price Change, Choice vs. Monopoly States, 2008-2019

*% Price Change – 18.7% Spread*

Source: EIA-861M

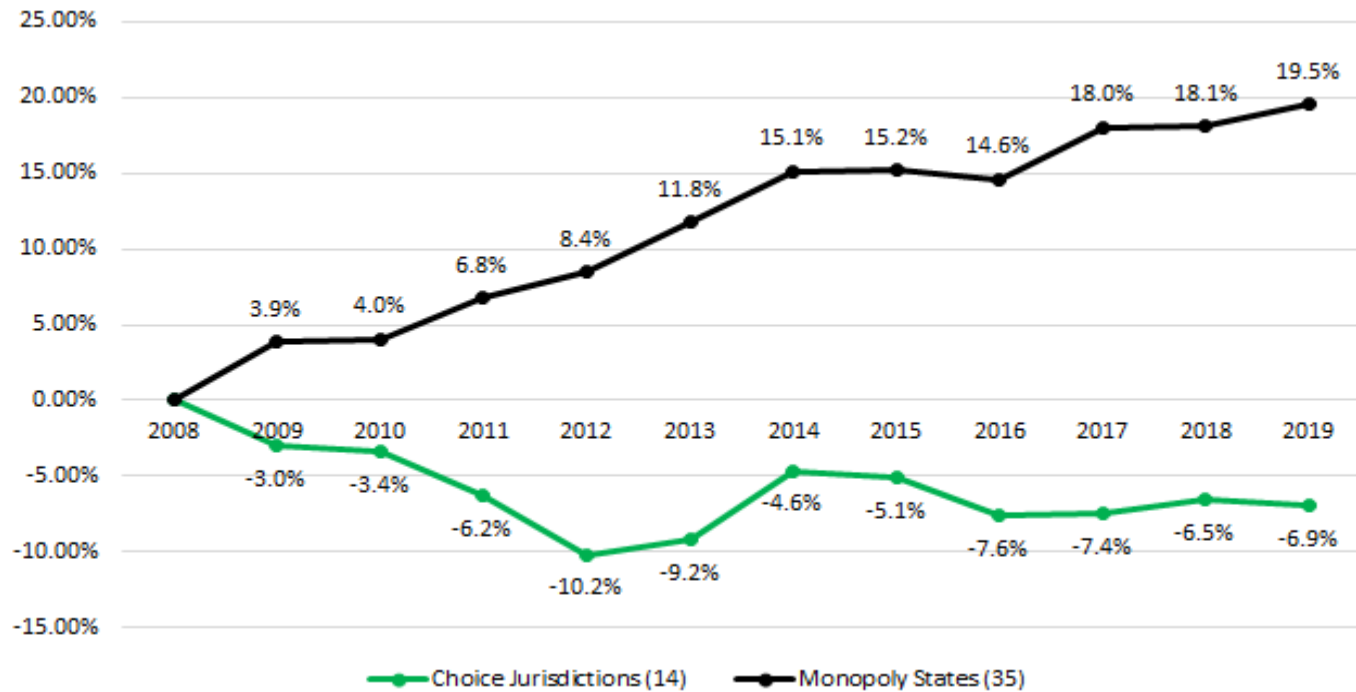


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## All-Sector Weighted Average Percentage Price Change, Choice vs. Monopoly States, 2008-2019

*% Price Change – 26.4% Spread*

Source: EIA-861M



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## RETAIL ENERGY CHOICE BENEFITS CONSUMERS

Millions of consumers have chosen a new competitive energy supplier to take control of their energy costs and benefit from innovative services.

[LEARN ABOUT THE BENEFITS >](#)



### RETAIL ENERGY IN YOUR STATE

A third of U.S. states have energy market structures that promote electricity and natural gas competition at retail.

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## RESA/O'CONNOR WHITEPAPERS AND UPDATES

RESA has continued to support the work and thought leadership regarding the benefits of competitive power markets advocated by the late Dr. Phil O'Connor (who passed in late September of 2018). The material made available on this website are based on the two groundbreaking whitepapers Dr. O'Connor wrote on RESA's behalf.

[▶ Learn More](#)

