

Are Massachusetts Consumers Benefiting from Competitive Energy Markets?

KNOW THE FACTS

RESA STRONGLY URGES THAT ANY LEGISLATIVE OR REGULATORY CHANGES TO THE CURRENT MARKET BE BASED ON SOUND & UNBIASED REVIEW OF RETAIL CHOICE



BOTTOMLINE

AGO's aim from the onset was to abolish retail energy choice in the Commonwealth as opposed to working to improve the market



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TIMELINE

MARCH 2018

Massachusetts Attorney General Office (AGO) publishes report - "Are Consumers Benefiting from Competition"

APRIL 2018

Retail Energy Supply Association reviews AGO's report and finds critical errors:

- Fails to address impact of utility Basic Service rates on customer behavior
- Disregards the reasons customers opt for retail service
- Only analyzes a single time frame of Basic Service rate decline
- Discounts the complexities of retail supply pricing and procurement
- Makes questionable comparisons between supplier prices and Basic Service rates
- Provides false derivations of consumer loss and unsubstantiated claims that consumer loss is getting worse
- Dismisses customers who save money with retail choice
- Makes claims that retail choice participation rates hurt consumers, but provides zero data or evidence that shows this is true

AUGUST 2019

AGO fails to abolish retail competition at legislative session & doubles down. Submits updated report with same issues as before:

- Report includes questionable, unsubstantiated data
- Report created to abolish residential retail electric competition in Massachusetts, regardless of facts

RESA responds with Public Records Request to obtain data used in both reports, AGO response was:

- Demonstrated the consultant retained by the AGO to prepare its reports was from the telecom industry and lacked understanding of energy markets
- Showed the consultant possessed limited analytical capability
- Revealed the AGO had concerns about the accuracy of the analysis in both reports
- Established that documents favorable to retail energy choice were inexplicably omitted from inclusion or mention in the report, despite being reviewed by AG

MARCH 2021

RESA releases white paper prepared by industry expert Guy Sharfman that explored whether residential customers contracting for retail electric supply can save money in the Commonwealth:

- Demonstrated that residential customers contracting for competitive retail electric supply can realize significant savings over utility default service rates
- Indicated that many competitive residential retail supply offers posted each month on energyswitchma.gov are priced below the applicable prevailing utility default rate across utilities and product categories
- Utilized publicly available data as well as provided sources and assumptions so that analysis results can easily be verified