



January 12, 2004

Mr. Richard Springer  
Chairman of Selectmen  
Town of Plympton  
Town Hall  
Plympton, MA 02367

2025 Roosevelt Avenue  
Springfield, MA 01102  
(413) 781.9200  
Fax: (413) 739.5278

Dear Mr. Springer:

We wanted to share with you the enclosed information announcing the kick off of the 2004 Good Neighbor Energy Fund. The fund is sponsored by utility companies and their customers, and is designed to help families in need that do not qualify for other means of fuel assistance.

The fund has been a part of our charitable giving efforts for many years and this year we have committed \$25,000.00 to the fund. In addition, we will be including GNEF envelopes in our customers' bills during the months of January, February and March. Our contribution will help more families this winter meet their heating bills, given higher energy costs and continued colder weather.

We encourage you to suggest the Good Neighbor Energy Fund to your constituents who are having difficulty paying their heating bills, and urge them to apply for help at their local Salvation Army -- income eligibility guidelines are also enclosed.

If you have any questions about the fund or if we can be of assistance, please do not hesitate to contact us with any questions that you or your staff may have.

Sincerely,

Charles E. Moran, Director  
Communications and Community Relations  
Western Massachusetts and Merrimack Valley  
(413) 781-9200, extension 2147

Donald A. DiNunno, Manager  
Communications and Community Relations  
Southeastern Massachusetts  
(508) 580-0100, extension 1311



give the gift of

# Good Neighbor Energy Fund

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## Fund Kicks-Off 19th Annual Campaign

Building upon the momentum generated from last year's successful fund raising effort, the Massachusetts Good Neighbor Energy Fund held its annual kick-off breakfast on January 8, 2004 to kick-off the 2003-04 "Give The Gift of Warmth" campaign.

Kerry J. Kuhlman, President and Chief Operating Officer of Western Massachusetts



Kerry J. Kuhlman  
President & COO  
Western Mass Electric Co.

Electric Company (WMECO), welcomed the attendees and emphasized the important role the Fund plays each year and its positive impact throughout the state. "The uncertain economy and increase in

energy prices present challenges for this year's campaign but I'm confident that we'll continue the good work of the Fund and

make a difference in the lives of families in need of energy assistance across the state. Having assisted more than 3,000 families last year and 57,500 families since the Fund's inception, it's obvious the support and dedication of all the participating energy companies, The Salvation Army and, of course, the residents of Massachusetts, is truly making a difference."

In addition to Kuhlman, the kick-off featured Robert E. Travaglini, President of the Massachusetts State Senate, who spoke about his vision of a government committed to caring for those who are often unheard and underserved. In closing, Stephen J. Bryant, President of



Stephen J. Bryant, President  
Bay State Gas Company and  
Northern Utilities, Inc.

Bay State Gas Company and Northern Utilities, Inc.,

issued a challenge to the attendees and the citizens of the Commonwealth as a whole. "This year, let's raise the bar, far exceed the goal of \$650,000 and provide warmth to all our neighbors in need."

Other program participants included Lt. Colonel Fred Van Brunt of The Salvation Army and 2003-04 Fund Co-Chairs Kate Agin of Western Massachusetts Electric Company and Charles Moran of Bay State Gas Company. To further assist those who find themselves in temporary crisis this winter, blankets were donated by those attending the breakfast and will be distributed by The Salvation Army.

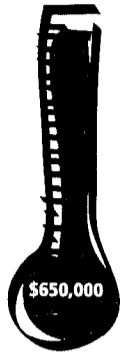


## did you Know?

- The goal for the 2003-04 MA Good Neighbor Energy Fund campaign is \$650,000.
- Since 1985, the Fund has raised more than \$11.3 million and assisted over 57,500 needy families.
- Sponsoring gas and electric companies support their respective customers' generosity through various giving programs.
- To qualify for assistance from the MA Good Neighbor Energy Fund, an applicant's gross household income must fall between a specified percent of the Federal Poverty Income Guidelines.
- This year's maximum Fund disbursement is \$275 per eligible household per heating season.
- The MA Good Neighbor Energy Fund is available to any Massachusetts resident who, because of temporary financial difficulty, cannot meet a month's energy expense and is not eligible for state or federal energy assistance.
- Last year, the MA Good Neighbor Energy Fund helped more than 3,000 families pay an electric, gas or oil bill.

## Fund Sets Sights on \$650,000 Goal

Massachusetts residents' support of their neighbors in need was evident during last year's campaign as donations reached more than \$700,000, far surpassing the previous year's total.



With the uncertain economy in mind, the Fund's goal for 2003-04 is \$650,000. It is anticipated that the money raised will help more than 3,000 Massachusetts families this year. The Salvation Army, which administers the Fund, is already beginning to see a rise in the number of phone calls from families

in need. In fact, the Fund expects to receive approximately 5,000 requests for aid this winter alone.

Please look for your green Good Neighbor donation envelope provided with your

utility bill or take advantage of some companies' "add a dollar" program whereby customers are asked to overpay their utility bills by one dollar or more.

And the need doesn't end with the cold weather. Families in temporary crisis also request assistance with their energy bills even when the weather warms up. The need is year-round, as is the Massachusetts Good Neighbor Energy Fund.

If you know of someone who is in need, please have them visit one of the 39 local Salvation Army offices throughout the state. For more information, call:

Western Massachusetts:  
1-800-262-1320  
(Serving Area Code 413)

Eastern Massachusetts:  
1-800-334-3047  
(Serving Area Codes 508, 617, 781 & 978)

## More Free Long Distance Minutes

As a way to emphasize the Fund's appreciation to people who "Give the Gift of Warmth," donors who give more than \$25 to the Fund will once again receive a free long distance phone card. However, this year the card will be for 30 free minutes compared to last year's 5 free minutes. "The free phone card donation incentive had a positive effect on last year's average donation level so we thought we would add on some minutes and make it even more appealing for people to give to the Fund," said Kate Agin, 2003-04 Fund Co-Chairperson.

### List of Sponsoring Energy Companies:

Ashburnham Municipal Light  
Bay State Gas Company  
Belmont Municipal Light  
Berkshire Gas  
Concord Municipal Light Plant  
Groton Electric Light  
Holyoke Gas & Electric  
KeySpan Energy Delivery  
Littleton Electric Light  
Mansfield Municipal Electric  
Massachusetts Electric  
Middleborough Gas & Electric  
NSTAR  
Nantucket Electric  
New England Gas Company  
North Attleborough Electric  
Reading Municipal Light  
Unitil/Fitchburg Gas & Electric  
Western Massachusetts Electric

## Every Donation Makes a Difference

A letter received recently by  
The Salvation Army in Boston

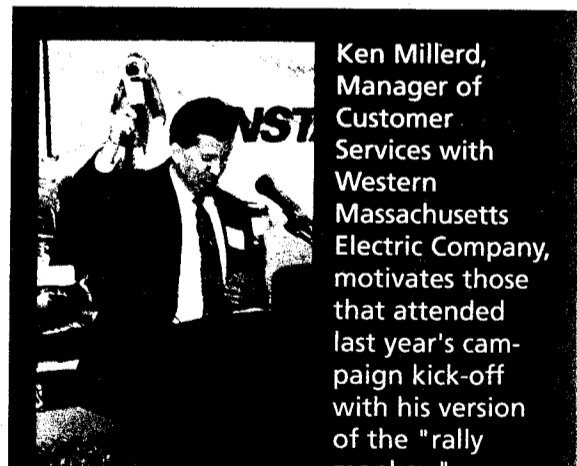


Dear Sir or Madam:  
Like many others, I recently found myself unexpectedly laid off from my job. With more than 15 years of construction experience I was confident I could find work rather quickly but days turned into weeks and the weeks soon became months.

Even though I have now found a full time job I was so far behind on my bills that for the first time I needed some extra help. Even setting the thermostat in the low 60's didn't seem to lessen the burden! That's when I learned about the Good Neighbor Energy Fund from a representative at The Salvation Army and was able to receive some assistance with my energy bills. On behalf of my family and me, thank you so much for being there when I was vulnerable.

Thank you again,

give the gift of  
**warmth**



Ken Miller, Manager of Customer Services with Western Massachusetts Electric Company, motivates those that attended last year's campaign kick-off with his version of the "rally

**ELIGIBILITY GUIDELINES FOR ASSISTANCE:**

\*\* Gross income of a household for a twelve month period must be within 200% and 275% of the federal guidelines for poverty. Clients shall be eligible for energy fund grants provided other sources of support have been fully explored. Prospective clients, having received other financial support from public and/or private agencies may also be eligible for a GNEF grant, but no more than the regular amount of a grant or up to the balance of the energy amount owed.

**DEFINITION OF TERMS:**

**Household:**

Any individual or group of individuals who are living together as one economic unit.

**Eligible Household:**

Any household which meets the criteria of the guidelines.

**Income:**

Refers to gross income. This is considered to be income from sources including but not limited to: wages, salaries, self-employment, Social Security, SSI, unemployment compensation, pensions, annuities, dividends, savings, interest on savings, TAFDC, EAEDC, rental income, and estate or trust income.

**Excluded forms of income:**

Any type of school grants or loans, food stamp allotments.

**Emergency:**

Defined as the lack of fuel, lack of utilities, or threatened shut-off.

2003-2004

**ELIGIBILITY GUIDELINES FOR ASSISTANCE**

Income for the PRIOR twelve months must be within 200% - 275% of the federal poverty level, as indicated below.

<b>Household size</b>	<b>Total Gross Yearly Income</b>	
1	\$17,960 to	\$24,695
2	\$24,240 to	\$33,330
3	\$30,520 to	\$41,965
4	\$36,800 to	\$50,600
5	\$43,080 to	\$59,235
6	\$49,360 to	\$67,870
7	\$55,640 to	\$76,505
8	\$61,920 to	\$85,140
9	\$68,200 to	\$93,775
10	\$74,480 to	\$102,410

Households of over 10- limited to 60% of State Median Income