

SUSTAINABLE WESTCHESTER



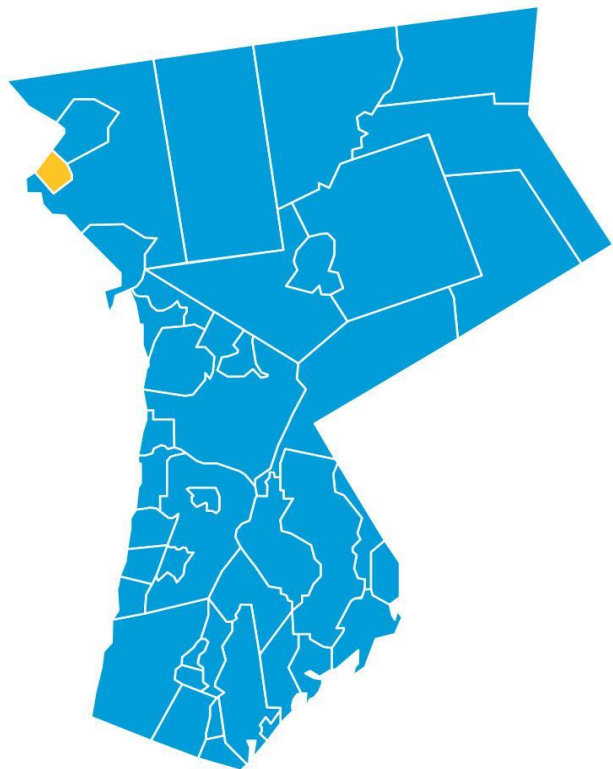
Community Choice Aggregation Program Renewal



July 13, 2020



SUSTAINABLE WESTCHESTER



Sustainable Westchester is a nonprofit, consortium of Westchester County local governments that facilitates effective collaboration on sustainability initiatives.

Ardsley	Hastings-on-Hudson	North Castle	Rye Brook
Bedford	Irvington	North Salem	Rye City
Briarcliff Manor	Larchmont	Ossining Village	Rye Town
Bronxville	Lewisboro	Ossining Town	Scarsdale
Cortlandt	Mamaroneck Village	Peekskill	Sleepy Hollow
Croton-on-Hudson	Mamaroneck Town	Pelham Manor	Somers
Dobbs Ferry	Mount Kisco	Pelham Village	Tarrytown
Eastchester	Mount Pleasant	Town of Pelham	Tuckahoe
Elmsford	Mount Vernon	Pleasantville	White Plains
Greenburgh	New Castle	Port Chester	Yonkers
Harrison	New Rochelle	Pound Ridge	Yorktown

And Westchester County itself



PROGRAMS

→ Renewable Energy

- **Westchester Power** (Community Choice Aggregation)
- **Community Solar:** Green the local grid and offer solar access and savings

→ Building Energy Efficiency, Clean Heating & Cooling

- **HeatSmart:** Displace fossil fuels for heating homes and commercial properties through use of clean heating & cooling and energy efficiency

→ Clean Transportation Project

- **EV Program:** Discounts on EV's, assistance securing charging infrastructure

→ Zero Waste

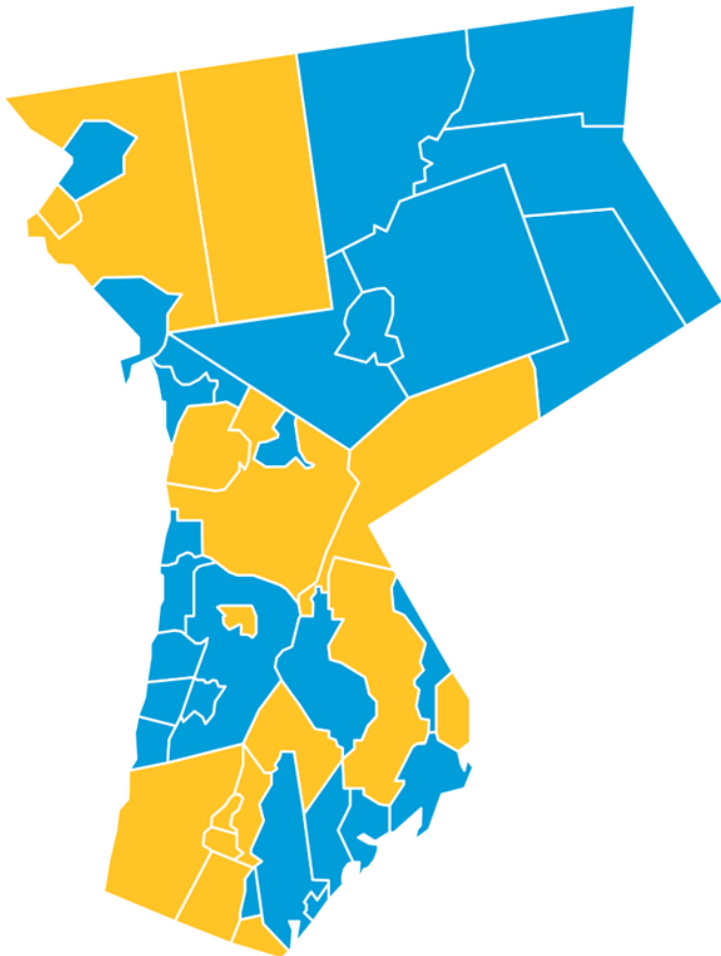
- **Recycle Right app:** Support for municipalities to improve recycling, reduce costs and improve waste management

WESTCHESTER POWER PROGRAM OVERVIEW

Westchester municipalities taking charge of their energy future.

- **Buy electricity in bulk** for their residents and small business.
- **Proactively set the criteria** that energy companies must meet.
- Make **positive impact on the environment and our communities.**





WESTCHESTER POWER CCA

MUNICIPAL PARTICIPATION

- | | | | |
|--------------------|--------------------|------------------|---------------|
| Ardsley | Larchmont | North Salem | Rye Brook |
| Bedford | Lewisboro | Ossining Village | Rye City |
| Croton-on-Hudson | Mamaroneck Village | Ossining Town | Sleepy Hollow |
| Dobbs Ferry | Mamaroneck Town | Peekskill | Somers |
| Greenburgh | Mount Kisco | Pelham Village | Tarrytown |
| Hastings-on-Hudson | New Castle | Pleasantville | White Plains |
| Irvington | New Rochelle | Pound Ridge | |

27
Municipalities

24
Green Supply
Municipalities

115,000
Residents and Small
Businesses

ENVIRONMENTAL PROGRESS



Program-wide

660,000

142,600

10.9 million

Village of Mamaroneck

44,500

9,400

72,800

- 1 metric tons of CO2 mitigated
- 2 cars taken off the road for 1 year
- 3 tree seedlings grown for 10 years

WESTCHESTER POWER BENEFITS



Vetted Community Program



Cost Control & Stability



Advocacy & Education



Mitigating Climate Change

WESTCHESTER POWER BENEFITS



Vetted Community Program

We are a community non-profit, **not an ESCO**.

Expands access to renewable energy without sifting through hundreds of ESCO offers.

No penalties or termination fees.

No surprises – like sudden ESCO rate increases or month-to-month utility rate fluctuations.

You always **receive notice of new pricing and other information** before the community contract renews and always have the choice to return to the utility at any time.

WESTCHESTER POWER: BENEFITS



**Cost Control &
Stability**

Not-to-exceed bid cap for both the basic supply and the green supply.

Competitive prices – large customer base attracts the best market price for the term, especially for renewable energy which is often sold at premium.

Fixed rates insure against volatility and spikes - you know what you're going to pay every single month

WESTCHESTER POWER: BENEFITS



Advocacy & Education

An ongoing partnership that is turnkey & we do the “heavy lifting”

- **In-office support** Monday - Friday from 9am – 5pm.
- **Email 24/7** at info@sustainablewestchester.org.

Educate community on **green energy** and “**how to read their electricity bills**”

Awareness, education and help regarding predatory ESCO contracts.

We take **as much time as needed** to answer questions, **guaranteed!**

Spanish language customer service.

WESTCHESTER POWER: BENEFITS



Mitigating Climate Change

We help municipalities **meet New York State climate goals.**

We have **offset hundreds of thousands of metric tons** of carbon dioxide = healthier communities and forward movement toward higher EPA air quality ratings

Participation helps municipalities achieve **Clean Energy Community certification & positions them for grants.**

By coming together, you are afforded **“a seat at the table”** in the next phase of energy developments.

WESTCHESTER POWER'S PERFORMANCE

Financial Performance

FIXED RATES = LONG TERM STABILITY



GREEN SUPPLY

100% Renewable NYS
Hydropower

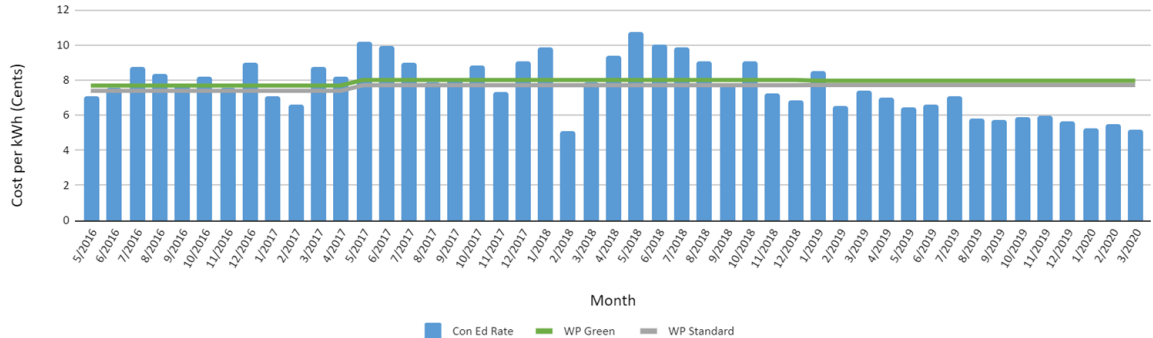
7.96 cents per
kWh



BASIC SUPPLY

Largely non-
renewable sources

7.71 cents per
kWh



- **Fixed rate program**
- **Rate stability**
- **Cost control** – net program savings for first 3 years

COMPARING GREEN SUPPLY RATES



GREEN SUPPLY

100% Renewable NYS

Hydropower

7.96 cents per kWh

Guaranteed Savings

Service Type
Electric

Min Rate 0 **Max Rate** 100

Offer Type
Fixed



Contract Length
24 Months


Cancellation Fee
Select Option

Renewable Offer
Select Option

100% Renewable

Filter Clear

<input type="checkbox"/> Green Mountain Energy Company	Min Term: 24 Month(s)	[View Details] \$0.087 per kWh \$60.90 per month	Fixed	100% Wind	 Historic Pricing
<input type="checkbox"/> Alpha Gas and Electric, LLC	Min Term: 24 Month(s)	[View Details] \$0.1499 per kWh \$104.93 per month	Fixed	100% Wind	 Historic Pricing



WESTCHESTER POWER: BY THE NUMBERS

A CLOSER LOOK AT THE VILLAGE OF MAMARONECK

Contract 2 Program Totals

	Usage (kWh)	CO2 Avoided	Supply Savings/ (Losses)	Sales Tax Avoidance	BPP Savings	Total Savings/ (Losses)
Standard Supply	300,609	0	(\$3,967)	\$426	\$526	(\$3,016)
Renewable Supply	47,296,809	13,640	(\$796,397)	\$52,642	\$96,396	(\$647,360)
TOTAL	47,597,418	13,640	(\$800,364)	\$53,067	\$96,922	(\$650,375)

Your participation in the **Village of Mamaroneck**:

Saved \$314,000
Served 151 million kWh
Avoided 44,500 tons of carbon dioxide

WESTCHESTER POWER: BY THE NUMBERS

A CLOSER LOOK AT THE VILLAGE OF MAMARONECK

Program Totals

	CO2 Avoided	Supply Savings/ (Losses)	Sales Tax Avoidance	BPP Savings	Total Savings/ (Losses)
Standard Supply	0	\$3,574	\$4,704	\$2,520	\$10,798
Renewable Supply	44,532	(\$419,297)	\$431,294	\$291,119	\$303,116
TOTAL	44,532	(\$415,723)	\$435,998	\$293,639	\$313,914

Your participation in the **Village of Mamaroneck**:

Saved \$314,000
Served 151 million kWh
Avoided 44,500 tons of carbon dioxide

WESTCHESTER POWER: BY THE NUMBERS

A CLOSER LOOK AT THE VILLAGE OF MAMARONECK

Savings by Account Type

	Contract 2	Since Launch
Account Type	Savings/(Losses) Per Acct Per Month	Savings/(Losses) Per Acct Per Month
STANDARD: Residential	(\$8.36)	\$3.77
STANDARD: Commercial	(\$2.67)	(\$2.48)
GREEN: Residential	(\$7.92)	\$1.89
GREEN: Commercial	(\$8.95)	(\$4.46)

Village of
Mamaroneck:
5,598 Total Accounts

Residential
99.5% Green
0.5% Standard

Commercial
99.8% Green
0.2% Standard

WESTCHESTER POWER: PERFORMANCE SUMMARY

Village of Mamaroneck

\$314,000 saved

151 million kilowatt-hours served

45,500 tons of carbon dioxide avoided

WESTCHESTER POWER: A FOUNDATION FOR FURTHER INITIATIVES

MORE GREEN ENERGY & SAVINGS: COMMUNITY SOLAR

- **Further leverages the power of aggregation**
- Additional **environmental benefits**
- **Drives demand** for new solar development
- **Complements Westchester Power program**
- Increases **access and equity**
- **Guaranteed savings of up to 10% on SOLAR CREDITS**
- **No upfront** installations/payments
- **No cancellation fees**

SUSTAINABLE WESTCHESTER COMMUNITY

SOLAR - INTEGRATION WITH CCA

Con Ed will introduce “**consolidated billing**” for Community Solar in early 2021:

- **Offer credits on an opt out basis** through the CCA
- **Expand access to savings and environmental impact to low income customers** who may not be in position to take advantage of current model which requires auto-debit.

LAUNCHPAD FOR GROUNDBREAKING PROGRAMMING



Residential Demand Response Program

First in state and among the first in the country.
Con Ed pilot for summer 2020.



Direct Supply Solutions

Using our collective power to develop new transmission infrastructure
and expand renewable supply.



Piloting new models (sunshine-to-EV)

Integrated community solar, battery storage and electric vehicle
charging.

WESTCHESTER POWER THE RENEWAL PROCESS

WESTCHESTER POWER HISTORICAL RECAP



2015

PSC approval
of pilot

2016

Launch
with 20 municipalities

2017

Development
Expansion of CCA's State-wide
Westchester Power; new
municipal participation
Education & outreach Systems &
reporting enhancements

2018

Rebid of contracts
New contracts include
NYS Hydropower RECs
27 Municipalities

2019

Today

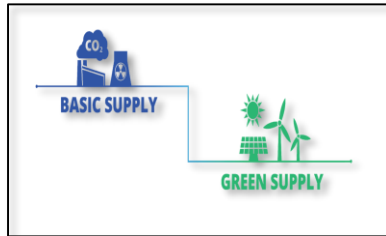
Positioning for Renewal
Increasing renewable
energy impact



2021 CONTRACT GOALS: CON ED

We set the criteria and evaluate bids based on several key pillars:

TWO SUPPLY RATES



FIXED RATES



NOT-TO-EXCEED PRICING

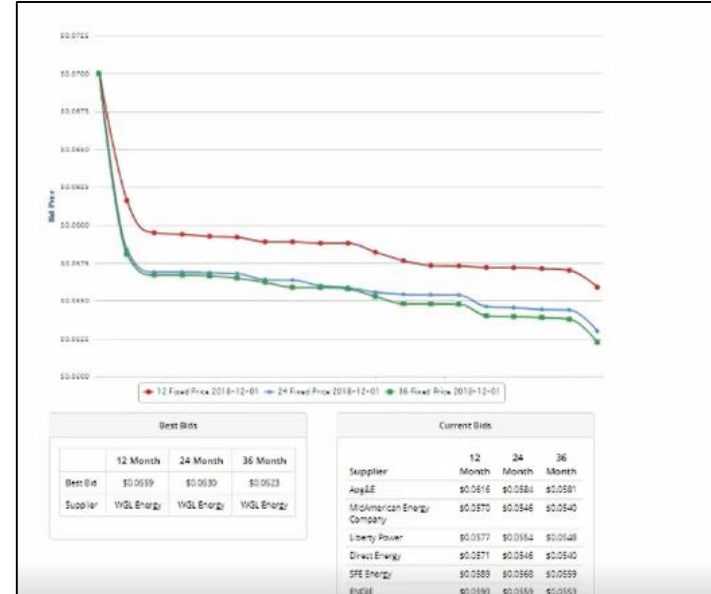


COMMITMENT TO NY STATE REC'S



POTENTIAL BID ELEMENT: REVERSE AUCTION

- **Pits suppliers** against each other in real-time bidding
- **Total transparency** stakeholders can log in to view process
- **Attract more bidders**
- **Record of proceedings**



KEY DATES/MILESTONES: CON ED



August - Participation Memorandum of Understanding (MOU) signed



Early September - Request for Proposal Process begins



Early November - Notification Letters mailed



January 1st - Enrollment begins

CONTINUOUS OUTREACH

Outreach is ongoing and a robust emphasis on digital outreach that includes:



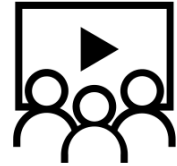
County
&
Local Press



Social Media
Posting



Digital collateral &
consumer education video
series
westchesterpower.org
or
Sustainable Westchester Media on YouTube



Virtual community
education sessions
(transitioning to in
person & events as
allowable)

THANK YOU

ANY QUESTIONS?