

# SUSTAINABLE WESTCHESTER



## Community Choice Aggregation Program Renewal

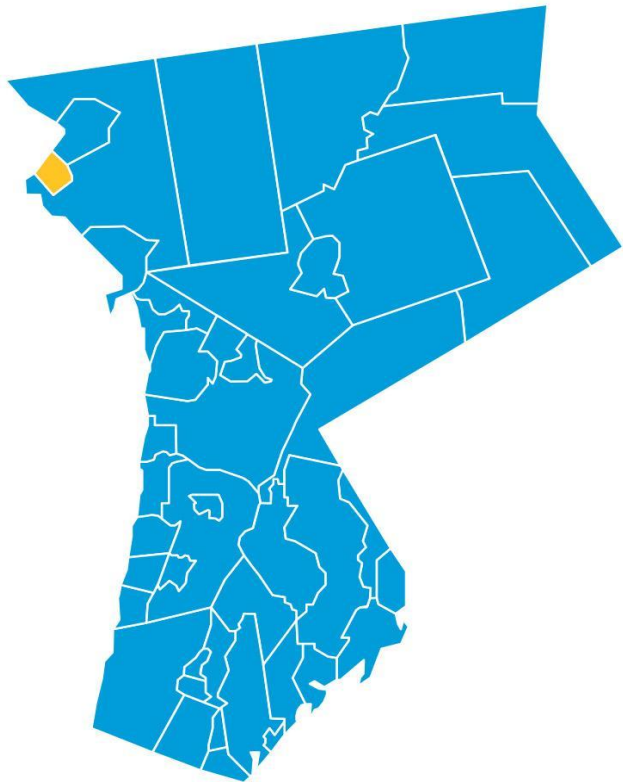


*The Village of*  
**CROTON-on-HUDSON**  
NEW YORK

July 6, 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): 115,000+ households in 27 municipalities. 24 opted for green/renewable power
- **Community Solar:** Green the local grid and offer solar access and savings to more Westchester Residents

## ➡ Building Energy Efficiency, Clean Heating & Cooling

- **HeatSmart:** Displace fossil fuels for heating homes and commercial properties through use of clean heating & cooling (air and ground source heat pumps) and energy efficiency

## ➡ Clean Transportation Project

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

## ➡ Zero Waste

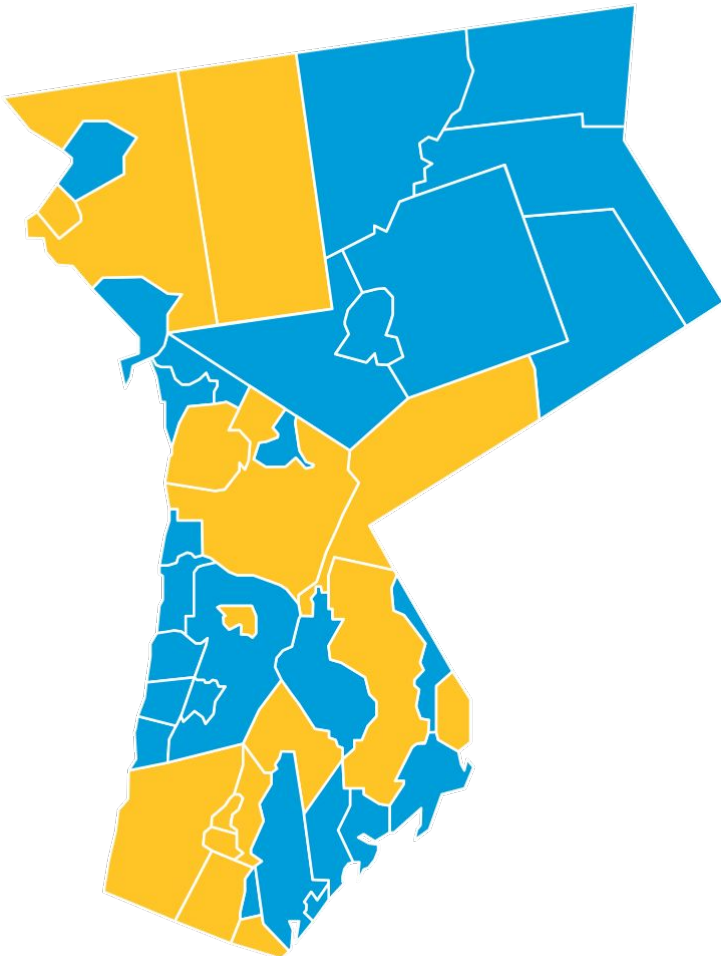
- **Recycle Right app:** Support for municipalities to improve recycling, reduce costs and improve waste management

# WESTCHESTER POWER PROGRAM OVERVIEW

## Westchester municipalities taking charge of their energy future & advance NYS Climate goals.

- We set the criteria that energy companies must meet in order to supply our program.
- Educate and advocate for clean energy & increase the appetite for more action
- Make a measurable positive impact on the environment and resilient, healthy, vibrant 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	654,815	141,469	10.8 million
Croton-on-Hudson	7,816	1,689	129,239

- 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



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**Vetted Community Program**



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**Cost Control & Stability**



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**Advocacy & Education**



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**Mitigating Climate Change**

# WESTCHESTER POWER BENEFITS



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## 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



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## Cost Control & Stability

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

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

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

# 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](mailto: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 FINANCIAL PERFORMANCE

# FIXED RATES = LONG TERM STABILITY



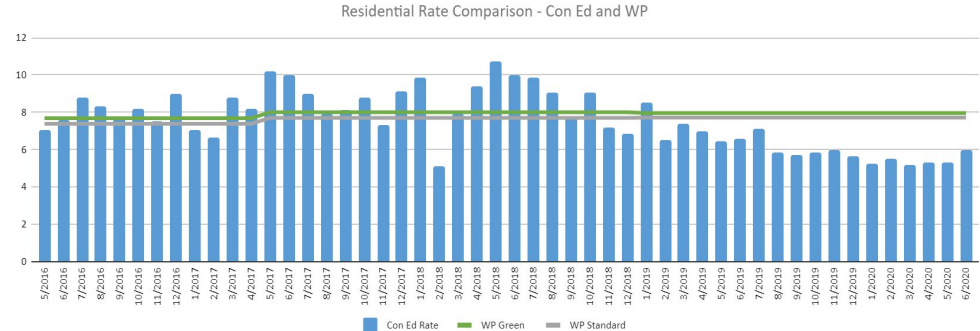
**GREEN SUPPLY**  
100% Renewable NYS  
Hydropower

**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 since launch

# PRICING: APPLES TO APPLES



NYS Power To Choose

*Favorable positioning versus market offerings of comparable term and product*

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

☐ Guaranteed Savings

Service Type  
Electric ▼

Min Rate  
0

Max Rate  
100

Offer Type  
Select Type ▼

Contract Length  
24 Months ▼

Cancellation Fee  
None/No Info ▼

Renewable Offer  
Yes ▼

100% Renewable

# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT CROTON

### Contract 2 Program Totals

	Usage (kWh)	CO2 Avoided	Supply Savings/ (Losses)	Sales Tax Avoidance	BPP Savings	Total Savings/ (Losses)
Standard Supply	178,195	0	(\$2,459)	\$185	\$302	(\$1,972)
Renewable Supply	18,266,511	5,267.9	(\$305,331)	\$20,366	\$37,798	(\$247,167)
<b>TOTAL</b>	<b>18,444,706</b>	<b>5,268</b>	<b>(\$307,790)</b>	<b>\$20,550</b>	<b>\$38,100</b>	<b>(\$249,140)</b>

Your participation in  
**Croton:**

Served 27 million  
kWh  
Avoided 7,816 tons of  
carbon dioxide

# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT CROTON

### Program Totals

	CO2 Avoided	Supply Savings/ (Losses)	Sales Tax Avoidance	BPP Savings	Total Savings/ (Losses)
Standard Supply	0	(\$1,738)	\$495	\$422	(\$820)
Renewable Supply	7,816	(\$275,917)	\$50,476	\$51,911	(\$173,531)
<b>TOTAL</b>	<b>7,816</b>	<b>(\$277,655)</b>	<b>\$50,971</b>	<b>\$52,333</b>	<b>(\$174,351)</b>

Your participation in  
**Croton:**

Served 27 million  
kWh  
Avoided 7,816 tons  
of carbon dioxide



# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT CROTON

### Savings by Account Type

	Contract 2	Since Launch
Account Type	Savings/(Losses) Per Acct Per Month	Savings/(Losses) Per Acct Per Month
STANDARD: Residential	(\$8.08)	(\$2.52)
STANDARD: Commercial	N/A	N/A
GREEN: Residential	(\$7.86)	(\$3.67)
GREEN: Standard	(\$6.94)	(\$5.94)

**Croton:**  
2,179 Total Accounts

**Residential**  
99% Green  
1% Standard

**Commercial**  
100% Green  
0% Standard

# **WESTCHESTER POWER: A FOUNDATION FOR FURTHER INITIATIVES**

# COMMUNITY SOLAR

SW's Community Solar Program has **signed up hundreds of households** on an “**opt in**” basis.

- Additional **environmental benefits**
- **Drives demand** for new solar development
- Increases **access and equity**
- **Guaranteed savings** of up to 10% on SOLAR CREDITS

The screenshot displays the 'Marketplace' section of the Sustainable Westchester website. At the top, there is a green header with the Sustainable Westchester logo, 'SIGN UP', and 'LOGIN' buttons. Below the header, the 'Marketplace' title is followed by a dropdown menu for 'Utility' (set to 'All Utilities') and a 'FIND MY PROJECT' button. The main content area features two project cards. The first card, 'Halsey Valley Community Solar' in TIOGA, NY, is associated with LODESTAR ENERGY and NYSEG. It shows a progress bar at 30% and 566 subscribers. The second card, 'NYC Community Solar' in STATEN ISLAND, NY, is associated with conEdison and shows a progress bar at 50% with 22 spots remaining. Both cards indicate a 'CONTRACT TYPE' of '10% Savings'.

# CONSOLIDATED BILLING INTEGRATES COMMUNITY SOLAR!

PSC has ordered utilities to provide for “**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



# 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**

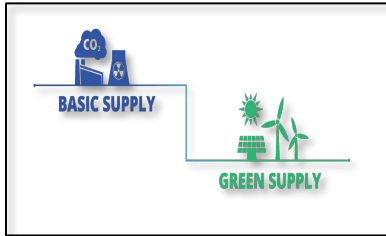
**Today**

**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



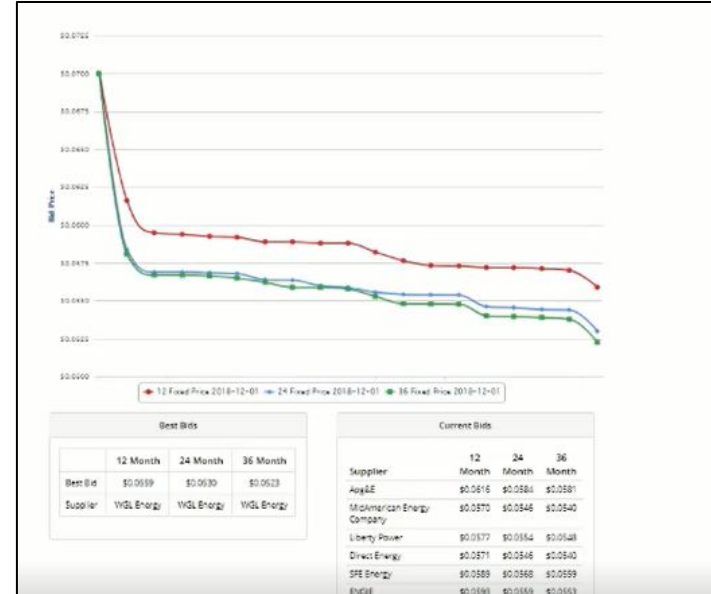
## COMMITMENT TO NY STATE REC's





# POTENTIAL BID ELEMENT: REVERSE AUCTION

- **Pits suppliers** against each other in real-time bidding
- **Total transparency** even possible to allow public 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 1<sup>st</sup>** - Enrollment begins

# CUSTOMER NOTIFICATION PROCESS

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



County  
&  
Local Press

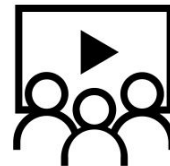


Social Media  
Posting



Digital collateral &  
consumer education video  
series

[westchesterpowers.org](http://westchesterpowers.org)  
or  
Sustainable Westchester Media on YouTube



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

**THANK YOU**  
**ANY QUESTIONS?**