

# SUSTAINABLE WESTCHESTER



## Community Choice Aggregation Program Renewal



May 5, 2020

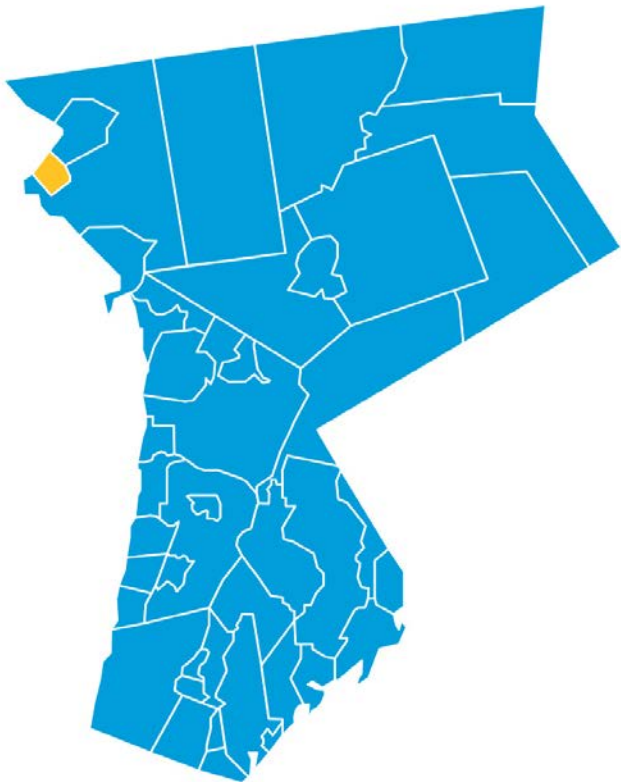


# ABOUT US

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

Our goal is to bring socially responsible, environmentally sound, and economically viable solutions that create healthy, vibrant, sustainable communities.

# 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

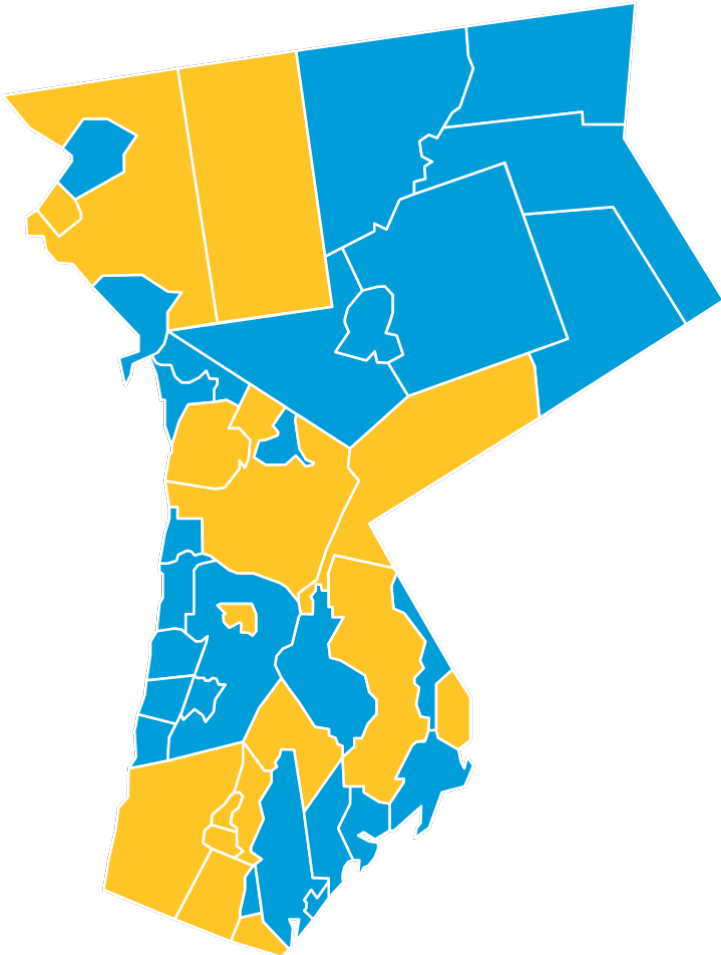
- **Recycle Right app:** Support for municipalities to improve recycling, reduce costs and improve waste management

# WESTCHESTER POWER PROGRAM OVERVIEW

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

- Cities, towns, and villages buy electricity in bulk for their residents and small business.
- We set the criteria that energy companies must meet in order to supply our program.
  - Two supply options: green and standard
  - Cost control & stability via fixed rates
- Educate and advocate for clean energy & increase the appetite for more action
- Move the needle toward resilient, healthy, vibrant communities
- Make a measurable positive impact on the environment





# 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

## Cumulative Environmental Impact

605,000 metric tons of carbon dioxide.

That's equivalent to:



**128,450**

cars taken off the road for 1 year

← or →



**10 million**

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.

**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 and Climate Smart 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

## Rates and Savings

# FIXED RATES = LONG TERM STABILITY



## GREEN SUPPLY

100% Renewable NYS  
Hydropower

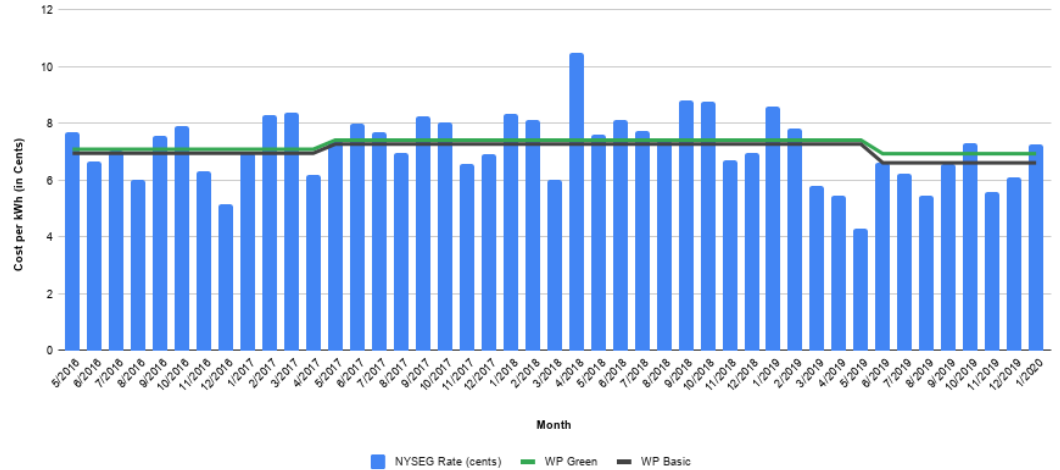
6.93 cents per  
kWh



## BASIC SUPPLY

Largely non-  
renewable sources

6.61 cents per  
kWh



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

# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT POUND RIDGE

### Contract 2 Program Totals

	Usage (kWh)	CO2 Avoided	Supply Savings/ (Losses)	BPP Savings	Total Savings/ (Losses)
Standard Supply	473,001	0	(\$2,984)	\$241	(\$2,743)
Renewable Supply	10,794,040	3,258.3	(\$74,020)	\$6,711	(\$67,308)
<b>TOTAL</b>	<b>11,267,041</b>	<b>3,258</b>	<b>(\$77,003)</b>	<b>\$6,952</b>	<b>(\$70,051)</b>

Your carbon mitigation  
in **Pound Ridge**:

Avoided 3,258 tons of  
carbon dioxide

# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT POUND RIDGE

### Program Totals

	CO2 Avoided	Supply Savings/ (Losses)	Sales Tax Avoidance	BPP Savings	Total Savings/ (Losses)
Standard Supply	0	(\$3,451)	\$221	\$296	(\$2,934)
Renewable Supply	5,224	(\$124,116)	\$17,813	\$11,242	(\$95,059)
<b>TOTAL</b>	<b>5,224</b>	<b>(\$127,567)</b>	<b>\$18,035</b>	<b>\$11,538</b>	<b>(\$97,994)</b>

Your carbon mitigation in Pound Ridge:

Avoided 5,224 tons of carbon dioxide



# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT POUND RIDGE

### Savings by Account Type

	Contract 2	Since Launch
Account Type	Savings/(Losses) Per Acct Per Month	Savings/(Losses) Per Acct Per Month
STANDARD: Residential	(\$4.97)	(\$2.87)
STANDARD: Commercial	(\$1.17)	\$0.60
GREEN: Residential	(\$9.48)	(\$6.62)
GREEN: Standard	(\$1.23)	(\$1.06)

**Pound Ridge:**  
814 Total Accounts

**Residential**  
97% Green  
3% Standard

**Commercial**  
98% Green  
2% Standard

# WESTCHESTER POWER: PERFORMANCE SUMMARY

## POUND RIDGE

18 million kilowatt-hours served

5,224 tons of carbon dioxide avoided



1,129

cars taken off the road for 1 year

← or →



86,380

tree seedlings grown for 10 years

# 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.

# WESTCHESTER POWER - POSITIONING FOR THE FUTURE

- Shorter-term: **Increasing capacity tag**
- Potential longer terms to span **Indian Point 2020 close**
- **Carbon pricing now in design phase** at NYISO
- New savings/income opportunities for participants – **demand response**
- **Direct supply** – using our collective power to develop new transmission infrastructure and expand renewable supply
- **Piloting new models such as 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: NYSEG

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



# RENEWAL PROCESS TIMELINE

Activity	WD	St	End	Dys	3/29	4/5	4/12	4/19	4/26	5/3	5/10	5/17	5/24	5/31	6/7	6/14	6/21	6/28	7/5	7/12	7/19	7/26	8/2	8/9	8/16	8/23	8/30	9/6	9/13	9/20	9/27	10/4	10/11	10/18	10/25	11/1	11/8	11/15	11/22	11/29							
<b>Schedule Highlights</b>																																															
Information/update sessions	29							▶	▶	▶	▶	▶																																			
Joint Chief Electeds Session												▶	▶																																		
Towns sign MOU																▶	▶	▶	▶	▶	▶	▶																									
RFP process to award																							▶	▶	▶	▶																					
<b>Detailed Schedule</b>																																															
Finalize new contract concepts			4/30																																												
Information/update sessions	29	4/23	5/23	30				▶	▶	▶	▶	▶																																			
Joint Chief Electeds Session	29	5/23	5/24	1								▶	▶																																		
Contract drafting	55	4/30	6/29	60				▶	▶	▶	▶	▶	▶	▶	▶	▶	▶	▶	▶	▶	▶	▶																									
Implementation plan update	73	6/24	7/24	30																																											
MOU/Contract draft to munis	44	6/6	6/13	7											▶	▶																															
Towns sign MOU	73	6/14	7/24	40												▶	▶	▶	▶	▶	▶	▶																									
RFI - notificaton of RFP	77	6/30	7/30	30																																											
RFP filing	73	7/24	7/25	1																																											
RFP process to award	91	7/30	8/19	20																																											
Contracts signed by munis	103	8/20	9/4	15																																											
Post contract public mtgs	123	9/4	10/4	30																																											
SW Mailing data prep	118	9/23	9/27	4																																											
ESCO Mailing prep		9/28	10/3	5																																											
ESCO mails notification letters		10/4	10/9	5																																											
Opt out period		10/9	11/8	30																																											
ESCO provide opt-out IDs to SW		11/8	11/11	3																																											
SW provide final enrollment data		11/11	11/14	3																																											
ESCO subm. Enrollments to NYSEG		11/15	11/30	15																																											
Rolling enroll on read date		12/1																																													

# KEY DATES/MILESTONES: NYSEG

-  **July** - Memorandum of Understanding (MOU) signed
-  **July 30<sup>th</sup>** - Request for Proposal Process begins
-  **Early October** - Notification Letters mailed
-  **December 1<sup>st</sup>** - Enrollment begins

# CUSTOMER NOTIFICATION PROCESS

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



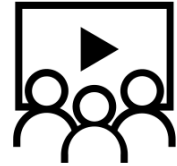
County  
&  
Local Press



Social Media  
Posting



Digital collateral &  
consumer education video  
series  
[westchesterpower.org](http://westchesterpower.org)  
or  
Sustainable Westchester Media on YouTube



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

# THANK YOU

## ANY QUESTIONS?