





# WEBINAR AGENDA

- 1. Process & outcomes to date**
- 2. Statewide challenge & local opportunity**
- 3. Communication**
- 4. Key implementation challenge(s)**
- 5. Clean power options**
- 6. Next steps**

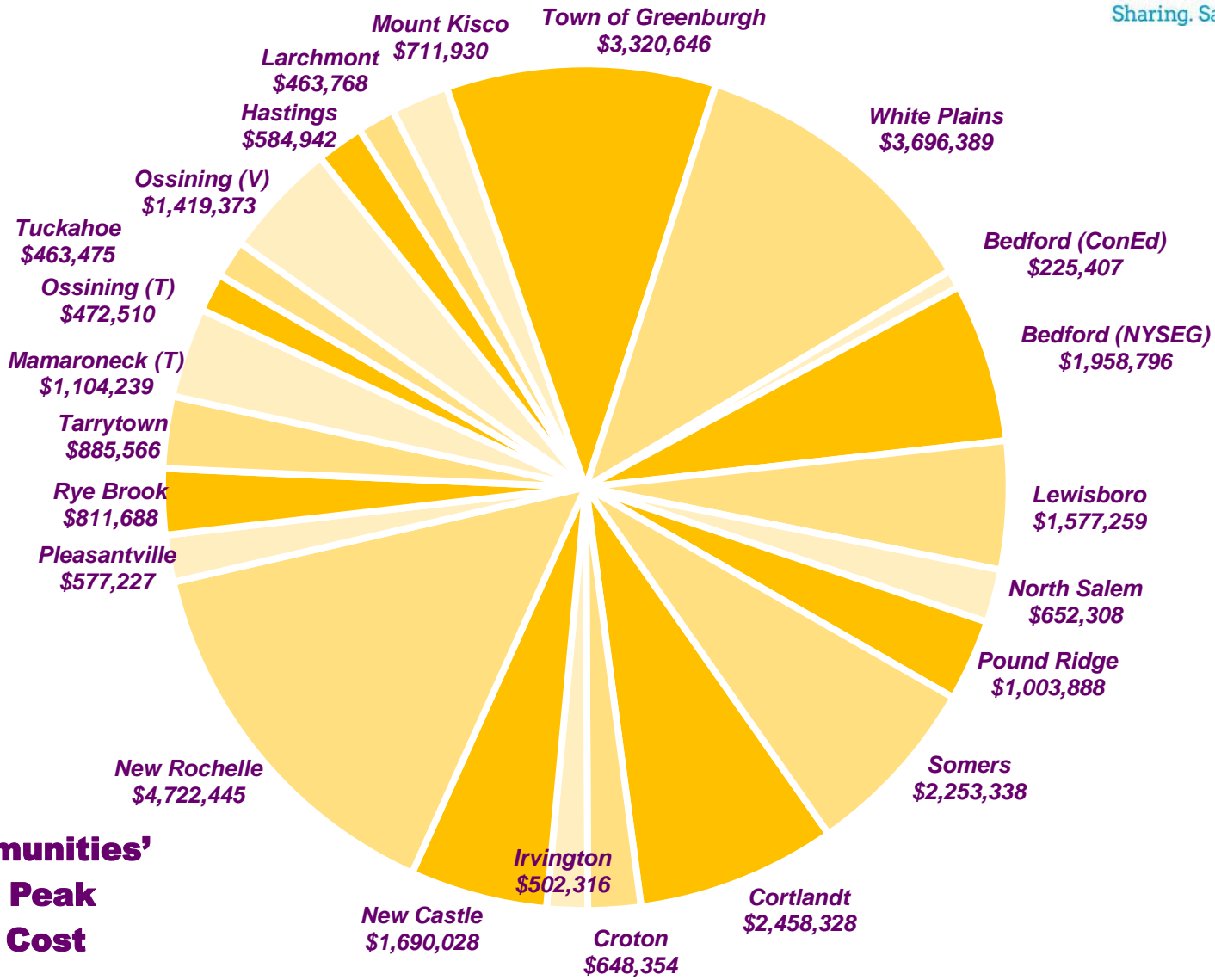
# CCA PROCESS TO DATE: FROM APPROVAL TO IMPLEMENTATION

Feb 2015 – PSC Order Authorizes SW CCA Program

Feb-Nov 2015 – Engaging and educating

- 120+ meetings in 31 municipalities
- Elected officials ran sessions often with deep community participation for as long as 2 hours
- Achievements:
  - 24 Municipalities have adopted local law
  - ~167,000 households and small businesses eligible
  - ConEd & NYSEG delivered an unparalleled trove of information
  - 10 suppliers, including 4 of the most experienced CCA suppliers and other highly regarded potential counterparties, have submitted for qualification

# STATEWIDE CHALLENGE/LOCAL OPPORTUNITY



**WSP Communities'  
Annual Peak  
Power Cost**

# COMMUNICATION, OUTREACH AND ENGAGEMENT

## *Bedford 2020 partnership*

- Targets Westchester Smart Power communities: residents, small businesses, sustainability committees, environmental leaders, higher learning institutions, environmental organizations
- Currently on [sustainablewestchester.org](http://sustainablewestchester.org), dedicated website to come
- News releases
- Community organizing
- Educational events

# **KEY NEAR-TERM CHALLENGE:**

## **SECURE PRE-APPROVAL FOR ENERGY SERVICE AGREEMENT**

# SECURE PRE-APPROVAL FOR ENERGY SERVICE AGREEMENT

## We will obtain independent certification of:

- Qualifying 10 submitting suppliers' credit risks
- Compliance of the winning bid with specific price metrics

## Contractors TBD over the next 5 weeks:

- Customer data security and verification services
- Opt-out (up-front) exit and entry (ongoing)

**Goal? A self-effectuating Energy Service Agreement signed by municipalities between now and award day**



# ENERGY SERVICE AGREEMENT

## Tri-party roles: SW, Municipality, & ESCO

### *Responsibilities:*

- **Municipality**
  - Notified residents of program with help from SW
- **Sustainable Westchester**
  - Orient Westchester Smart Power leadership
  - Manages details of the program
  - Supports public communications with data, graphics & advice
  - Reporting requirements with State and all other program partners
- **ESCO**
  - Provide supply for duration of contract
  - Coordinate customer opt in/opt outs with ConEdison/NYSEG on a monthly basis





# MUNICIPAL PROTECTIONS

- **Fixed price bid must be lower than previous 12-month average price**
- **Free customer opt-out anytime - limits risk while maintaining upside**
- **Municipality is indemnified by ESCO**

# LOWER THAN PREVIOUS 12-MONTH AVERAGE

TRAINING  
UTILITY  
PRICE  
(12 MOS.)

----- AVERAGE (COMLIANT BID < AVERAGE)

— FIXED FOR 3 YRS

-----?

RENEWABLE...



# CLEAN POWER OPTIONS

## Customers may “opt-up” to high-percentage renewable power plan

- 100%? Likely primarily wind, solar & hydro; ESCO must verify sources
- Bedford 2020 to launch community outreach campaign to maximize opt-up rates

## Default & opt-up contract features

- Innovative contract structure incentivizes customers to
  - save at peak, to
  - opt-up to renewable power, and to
  - support the development of local renewable generation
- GHG impact of efficiency & renewable opt-ups to be calculated & reported



# FORWARD TIMELINE

- **Meet with mayors/supervisors, attorneys, and board/council members (week of 11/30-12/3)**
- **Continue weekly progress webinars (Mondays at 4:30)**
- **Finalize tri-party Energy Service Agreement (by Dec 14)**
- **Continue communication, outreach & engagement – Sustainable Westchester & Bedford 2020 (Ongoing...)**
- **Issue RFP for energy procurement (before Xmas or 1<sup>st</sup> week of January)**
- **Award bid/sign Energy Service Agreement (two weeks after issuance)**



SUSTAINABLE  
WESTCHESTER  
Sharing. Saving. Solutions.

# QUESTIONS, COMMENTS, CONCERNS? CONTACT:

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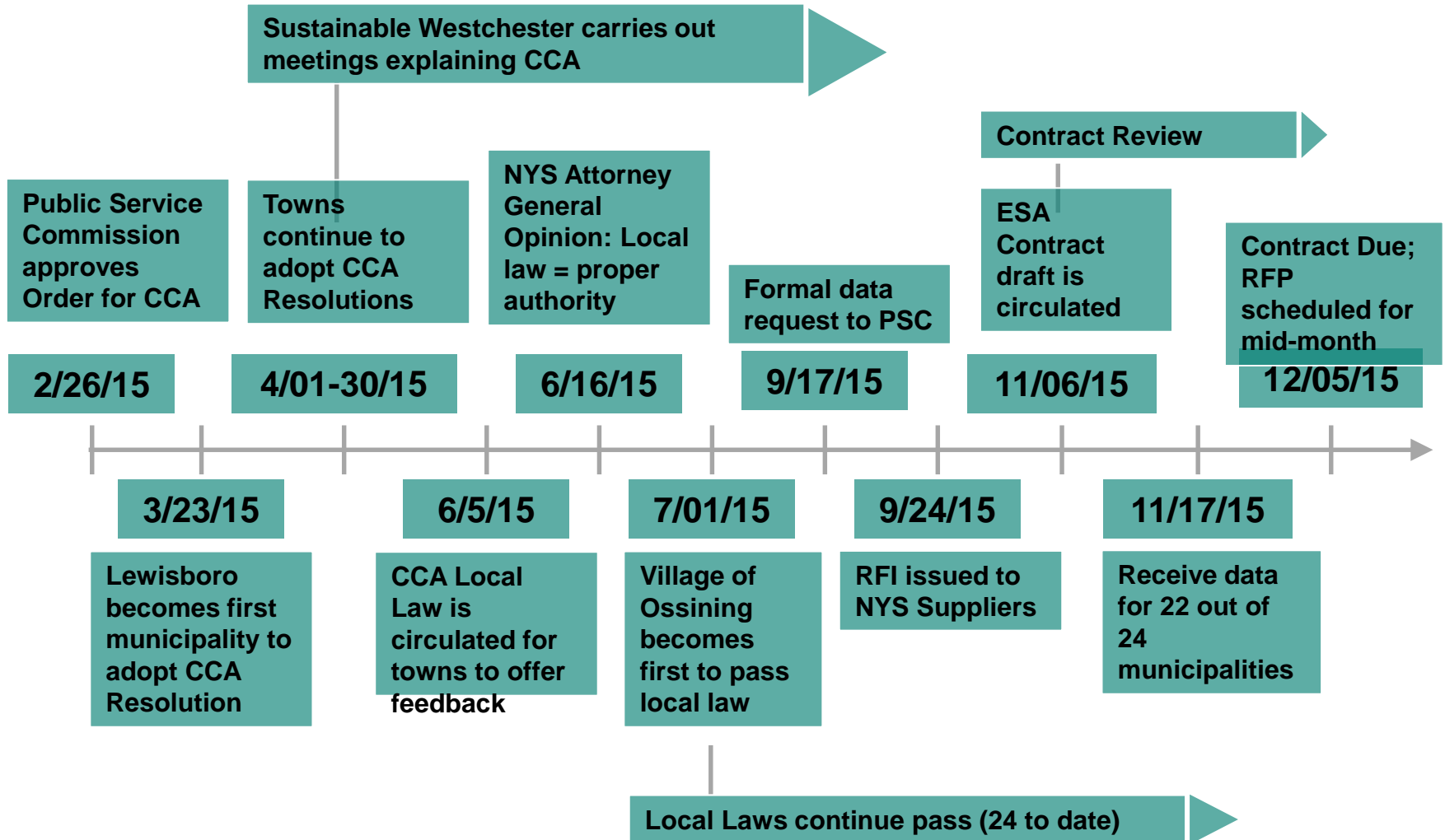
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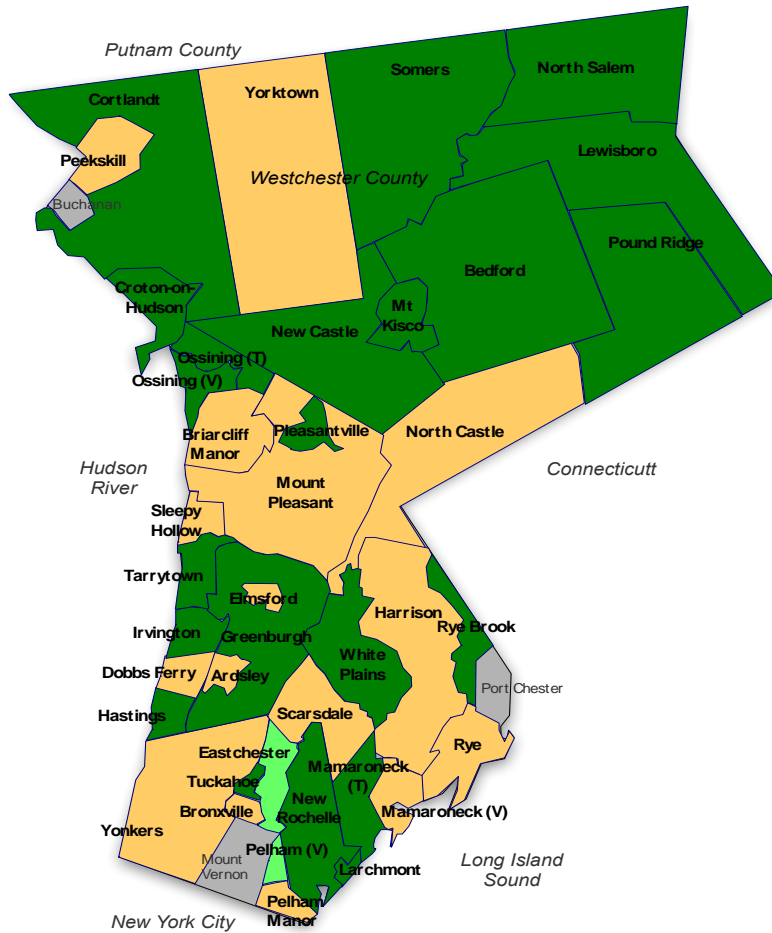
**646-785-7204**

# APPENDICES

# PROCESS TO DATE



## Community Choice Aggregation Program



Community Choice Aggregation (CCA) allows local governments to pool (or aggregate) their electricity load in order to purchase and/ or develop power on behalf of their residents, businesses, and municipal accounts.

The first CCA Program in New York State is being launched in Westchester County by Sustainable Westchester Inc on behalf of our member municipalities that wish to participate.

CCA participants (as of 11-20-2015)	Eligible Customers
Bedford T	5,984
Cortland T	9,108
Croton-on-Hudson V	2,621
Eastchester T*	5,907
Greenburgh T	12,791
Hastings-on-Hudson V	2,525
Irvington V	1,969
Larchmont V	1,506
Lewisboro T	4,308
Mamaroneck T	4,089
Mount Kisco V	3,247
New Castle T	4,971
New Rochelle C	20,764
North Salem	2,014
Ossining T	1,675
Ossining V	6,551
Pelham V*	1,770
Pleasantville V	2,384
Pound Ridge T	2,078
Rye Brook V	2,810
Somers T	7,460
Tarrytown V	3,984
Tuckahoe V	2,289
White Plains C	16,920
<b>TOTAL</b>	<b>129,725</b>

**The Sustainable Westchester mission:**

Sustainable Westchester is a consortium of Westchester County local governments that facilitates effective sustainability initiatives, engages community stakeholders, and shares tools, resources, and incentives to create more healthy, vibrant and attractive communities, now and in the future.

[www.sustainablewestchester.org](http://www.sustainablewestchester.org)



	Default Customers	ESCO Customers	Blocked Customers	Total Customers	Default Rates
<i>Bedford (NYSEG)</i>	5,308	718	65	6,091	87.1%
<i>North Salem</i>	2,014	281	27	2,322	86.7%
<i>Somers</i>	7,460	1,037	149	8,646	86.3%
<i>Lewisboro</i>	4,308	714	68	5,090	84.6%
<i>Pound Ridge</i>	2,078	366	23	2,467	84.2%
<i>Tuckahoe</i>	2,289	446	45	2,780	82.3%
<i>Town of Mamaroneck</i>	4,089	914	95	5,098	80.2%
<i>Village of Pelham*</i>	1,770	402	40	2,212	80.0%
<i>Eastchester*</i>	5,907	1,329	148	7,384	80.0%
<i>Larchmont</i>	1,506	368	36	1,910	78.8%
<i>New Castle</i>	4,971	1,312	90	6,373	78.0%
<i>Rye Brook</i>	2,810	691	116	3,617	77.7%
<i>Irvington</i>	1,969	508	58	2,535	77.7%
<i>Tarrytown</i>	3,984	1,065	103	5,152	77.3%
<i>Town of Greenburgh</i>	12,791	3,350	421	16,562	77.2%
<i>Cortlandt</i>	9,108	2,447	249	11,804	77.2%
<i>Pleasantville</i>	2,384	715	62	3,161	75.4%
<i>Bedford (ConEd)</i>	676	204	17	897	75.4%
<i>Croton-On-Hudson</i>	2,621	797	64	3,482	75.3%
<i>White Plains</i>	16,920	4,892	730	22,542	75.1%
<i>Town of Ossining</i>	1,675	520	42	2,237	74.9%
<i>Hastings-On-Hudson</i>	2,525	803	74	3,402	74.2%
<i>New Rochelle</i>	20,764	6,365	1,042	28,171	73.7%
<i>Village of Ossining</i>	6,551	2,067	291	8,909	73.5%
<i>Mount Kisco</i>	3,247	1,163	138	4,548	71.4%
<b>TOTAL</b>	<b>129,725</b>	<b>33,474</b>	<b>4,193</b>	<b>167,392</b>	<b>77.5%</b>