Annual Report
For Calendar Year 2018

For

Westchester Power

Community Choice Aggregation Program

Westchester Power 2018 Annual Report

Commission Order

Per General CCA Order 14-M-0224, we are to report annually "the number of customers served, number of customers cancelling during the year, commodity prices paid and value-added services, if any, and administrative costs collected." Below we have assembled this information for 2018 from January through the end of the year.

Program Retention History

Program Attrition (2018)

Utility Territory	Start Load	End of Year Acct Total	Net Attrition in 2018	
			Accounts	Percentage
Con Ed	83,824	80,832	2,992	3.57%
NYSEG	11,312	10,106	1,206	10.66%
Westchester Power Total	**95,136**	**90,938**	**4,198**	**4.41%**

Attrition by Municipality (2018): Con Ed Territory

Municipality	Start Load	End of Year Acct Total	Net Attrition in 2018	
			Accounts	Percentage
City of New Rochelle	16,639	16,134	505	3.04%
City of White Plains	13,972	13,450	522	3.74%
Town of Bedford	564	543	21	3.72%
Town of Greenburgh	11,734	11,484	250	2.13%
Town of Mamaroneck	3,818	3,565	253	6.63%
Town of New Castle	4,511	4,345	166	3.68%
Town of Ossining	1,439	1,445	-6	-0.42%
Village of Croton-on-Hudson*	2,048	1,919	129	6.30%
Village of Hastings-on-Hudson	2,252	2,148	104	4.62%
Village of Irvington	1,767	1,726	41	2.32%
Village of Larchmont	1,393	1,300	93	6.68%
Village of Mamaroneck	5,365	5,063	302	5.63%
Village of Mount Kisco	3,056	2,901	155	5.07%
Village of Ossining	5,376	5,289	87	1.62%

Village of Pelham	1,861	1,710	151	8.11%
Village of Pleasantville	2,192	2,103	89	4.06%
Village of Rye Brook	2,513	2,455	58	2.31%
Village of Tarrytown	3,324	3,252	72	2.17%
Con Ed Totals	83,824	80,832	2,992	3.57%

*Croton-on-Hudson joined the Program in 2018; residents were enrolled beginning in July 2018. Further information on Croton-on-Hudson's attrition during the Opt Out Period can be found under the heading "New Municipalities: Opt Out Period Attrition."

Attrition by Municipality (2018): NYSEG Territory

Municipality	2018			
	Start Load	End of Year Acct Total	Net Attrition in 2018	
			Accounts	Percentage
Town of Bedford	2,963	2,572	391	13.20%
Town of Lewisboro	2,345	2,072	273	11.64%
Town of North Salem	1,241	1,122	119	9.59%
Town of Pound Ridge*	1,007	993	14	1.39%
Town of Somers	3,756	3,347	409	10.89%
NYSEG Grand Totals	11,312	10,106	1,206	10.66%

*Pound Ridge joined the program in 2018; residents were enrolled beginning in December 2018. Further information on Pound Ridge's attrition during the Opt Out Period can be found under the heading "New Municipalities: Opt Out Period Attrition."

New Municipalities (2018): Opt Out Period Attrition

Municipality	Original Load	Orig Load Opt Outs	Orig Load Attrition
Village of Croton-on-Hudson	2,312	264	11.42%
Town of Pound Ridge	1,462	455	31.12%

Account Counts by Month (2018): Con Ed Territory

Municipality	Start Load	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Net Attrition 2018 (%)
City of New Rochelle	16,639	17,286	17,073	16,503	16,667	16,516	17,550	17,243	17,003	16,670	16,472	16,240	16,134	3.04%
City of White Plains	13,972	14,638	14,506	14,000	14,128	14,021	14,809	14,485	14,193	14,005	13,747	13,608	13,450	3.74%
Town of Bedford	564	561	559	553	549	556	572	564	558	558	546	541	543	3.72%
Town of Greenburgh	11,734	12,232	12,131	11,885	11,980	11,850	12,404	12,215	12,058	11,911	11,730	11,589	11,484	2.13%
Town of Mamaroneck	3,818	3,804	3,845	3,681	3,660	3,648	3,804	3,720	3,675	3,629	3,615	3,570	3,565	6.63%
Town of Newcastle	4,511	4,537	4,510	4,479	4,464	4,447	4,551	4,508	4,482	4,426	4,392	4,350	4,345	3.68%
Town of Ossining	1,439	1,486	1,488	1,473	1,459	1,451	1,522	1,500	1,495	1,485	1,479	1,445	1,445	-0.42%
Village of Hastings-on-Hudson	2,252	2,329	2,318	2,303	2,286	2,282	2,273	2,250	2,218	2,194	2,177	2,169	2,148	4.62%
Village of Irvington	1,767	1,835	1,820	1,808	1,798	1,786	1,850	1,818	1,810	1,764	1,746	1,735	1,726	2.32%
Village of Larchmont	1,393	1,397	1,382	1,379	1,360	1,340	1,399	1,384	1,351	1,336	1,320	1,310	1,300	6.68%
Village of Mamaroneck	5,365	5,496	5,434	5,216	5,317	5,253	5,544	5,457	5,347	5,251	5,206	5,118	5,063	5.63%
Village of Mount Kisco	3,056	3,036	3,028	2,981	2,967	2,944	3,112	3,069	3,020	2,982	2,950	2,927	2,901	5.07%
Village of Ossining	5,376	5,631	5,620	5,415	5,438	5,385	5,835	5,759	5,644	5,518	5,443	5,339	5,289	1.62%
Village of Pelham	1,861	1,847	1,825	1,810	1,793	1,778	1,860	1,813	1,805	1,776	1,755	1,721	1,710	8.11%
Village of Pleasantville	2,192	2,176	2,155	2,141	2,121	2,105	2,211	2,183	2,163	2,145	2,141	2,114	2,103	4.06%
Village of Rye Brook	2,513	2,491	2,576	2,445	2,529	2,520	2,606	2,575	2,530	2,497	2,471	2,460	2,455	2.31%
Village of Tarrytown	3,324	3,521	3,534	3,461	3,430	3,423	3,612	3,557	3,467	3,436	3,359	3,302	3,252	2.17%
Totals	81,776	84,303	83,804	81,533	81,946	81,305	85,514	84,100	82,819	81,583	80,549	79,538	78,913	3.50%
Village of Croton-on-Hudson	2,048	-	-	-	-	-	-	2,054	2,024	1,979	1,947	1,938	1,919	6.30%
ConEd Grand Totals	83,824	84,303	83,804	81,533	81,946	81,305	85,514	86,154	84,843	83,562	82,496	81,476	80,832	3.57%

Account Counts by Month (2018): NYSEG Territory

Municipality	Start Load	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Net Attrition 2018 (%)
Town of Bedford	2,963	2,937	2,984	2,953	2,926	2,885	2,859	2,828	2,779	2,755	2,728	2,699	2,572	13.20%
Town of Lewisboro	2,345	2,328	2,350	2,327	2,303	2,288	2,272	2,257	2,231	2,213	2,187	2,169	2,072	11.64%
Town of North Salem	1,241	1,228	1,238	1,219	1,220	1,199	1,210	1,195	1,161	1,166	1,148	1,136	1,122	9.59%
Town of Somers	3,756	3,735	3,734	3,705	3,670	3,646	3,606	3,580	3,541	3,512	3,489	3,449	3,347	10.89%
Totals	10,305	10,228	10,306	10,204	10,119	10,018	9,947	9,860	9,712	9,646	9,552	9,453	9,113	11.57%
Town of Pound Ridge	1,007	-	-	-	-	-	-	-	-	-	-	-	993	1.39%
NYSEG Grand Totals	11,312	10,228	10,306	10,204	10,119	10,018	9,947	9,860	9,712	9,646	9,552	9,453	10,106	10.66%

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A Program of Sustainable Westchester
55 Maple Ave
Mount Kisco NY, 10549
(914) 242-4725

Total Usage During Reporting Period (2018)

Utility Territory	Standard Supply Usage (kWh)	Green Supply Usage (kWh)	Total Usage (kWh)
NYSEG	88,018,518	59,717,553	147,736,071
ConEd	176,727,475	481,428,387	658,155,862
Total Westchester Power Usage	264,745,993	541,145,940	805,891,933

Usage During Reporting Period (2018): Con Ed Territory

Municipality	Standard Supply Usage (kWh)	Green Supply Usage (kWh)	Total Usage (kWh)
City of New Rochelle	961,936	117,558,357	118,520,293
City of White Plains	1,115,811	88,014,400	89,130,211
Town of Bedford	191,268	11,325,979	11,517,247
Town of Greenburgh	101,531,756	316,886	101,848,642
Town of Mamaroneck	509,517	36,096,040	36,605,557
Town of New Castle	1,144,391	60,419,333	61,563,724
Town of Ossining	185,608	12,295,018	12,480,626
Village of Croton-on-Hudson	8,441,556	94,098	8,535,654
Village of Hastings-on-Hudson	156,575	15,289,753	15,446,328
Village of Irvington	234,477	17,648,902	17,883,379
Village of Larchmont	271,979	15,360,551	15,632,530
Village of Mamaroneck	390,157	39,837,898	40,228,055
Village of Mount Kisco	20,299,183	88,568	20,387,751
Village of Ossining	277,917	31,613,559	31,891,476
Village of Pelham	118,358	13,945,577	14,063,935
Village of Pleasantville	15,169,066	68,663	15,237,729
Village of Rye Brook	25,621,623	58,473	25,680,096
Village of Tarrytown	106,297	21,396,332	21,502,629
Total ConEd Usage	176,727,475	481,428,387	658,155,862

Usage During Reporting Period (2018): NYSEG Territory

Municipality	Standard Supply Usage (kWh)	Green Supply Usage (kWh)	Total Usage (kWh)
Town of Bedford	717,130	42,026,215	42,743,345
Town of Lewisboro	33,869,151	985,860	34,855,011
Town of North Salem	905,673	16,257,219	17,162,891
Town of Pound Ridge	1,115,348	16,696	1,132,044
Town of Somers	51,411,217	431,564	51,842,780
Total NYSEG Usage	**88,018,518**	**59,717,553**	**147,736,071**

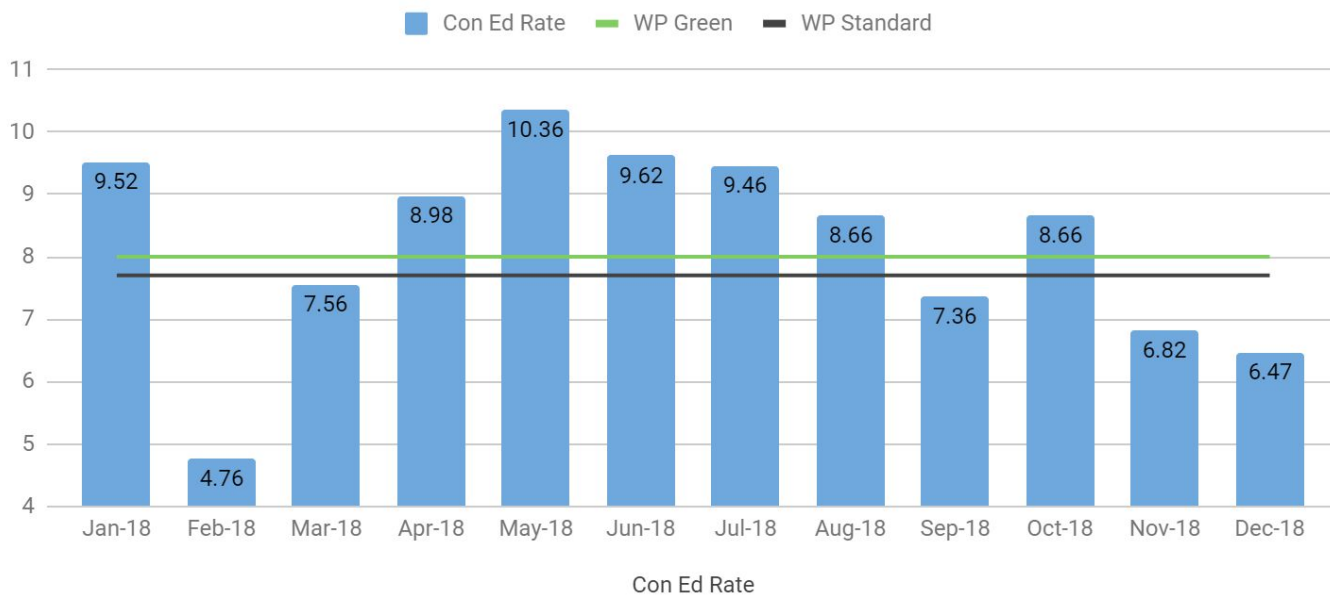# Complaints Received

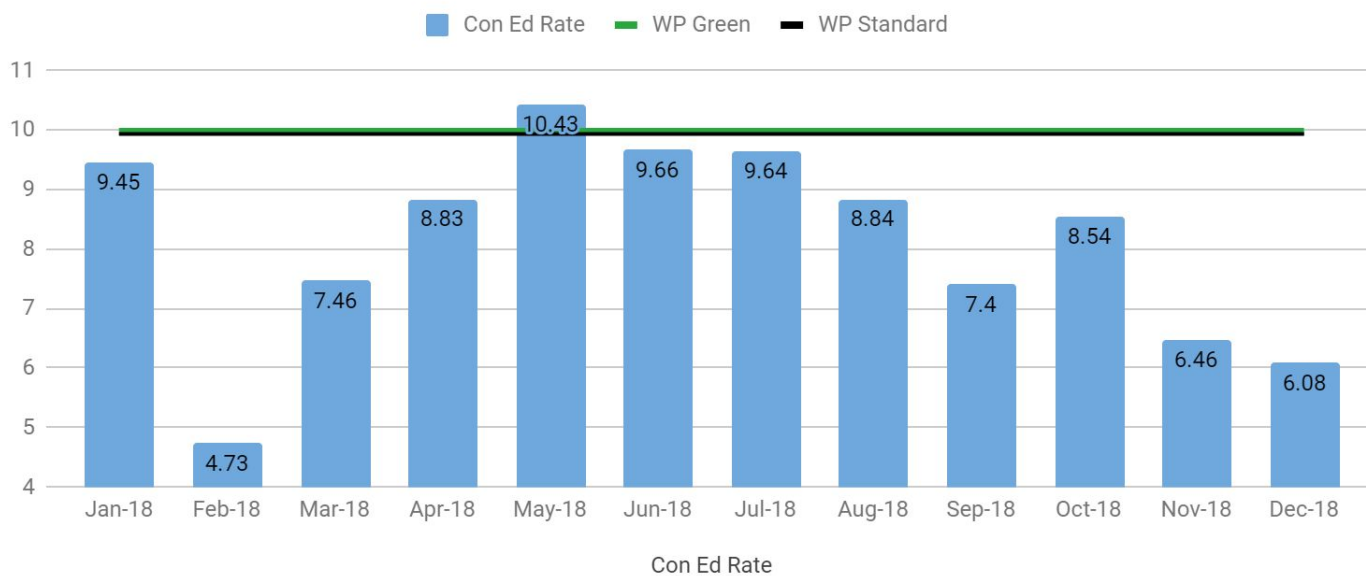| Complaint Category	Count
a. Enrolled without notice	1
b. Difficulty enrolling or dropping	2
c. Dissatisfied with price/program	26
Submitted to NY Dept. of Public Service	16

Commodity Prices Paid

CCA Pricing, $/kWh

	Con Ed Territory	NYSEG Territory
Residential, 100% renewable:	0.08001	0.0727
Residential, standard	0.07701	0.0695
Commercial, 100% renewable	0.09970	0.0727
Commercial, standard	0.09930	0.0695

CCA Residential Prices vs. Utility Rates (2018): Con Ed Territory

Legend: Con Ed Rate | WP Green | WP Standard

Month	Con Ed Rate
Jan-18	9.52
Feb-18	4.76
Mar-18	7.56
Apr-18	8.98
May-18	10.36
Jun-18	9.62
Jul-18	9.46
Aug-18	8.66
Sep-18	7.36
Oct-18	8.66
Nov-18	6.82
Dec-18	6.47

Con Ed Rate

CCA Commercial Prices vs. Utility Rates (2018): Con Ed Territory

Legend: Con Ed Rate | WP Green | WP Standard

Month	Con Ed Rate
Jan-18	9.45
Feb-18	4.73
Mar-18	7.46
Apr-18	8.83
May-18	10.43
Jun-18	9.66
Jul-18	9.64
Aug-18	8.84
Sep-18	7.4
Oct-18	8.54
Nov-18	6.46
Dec-18	6.08

Con Ed Rate

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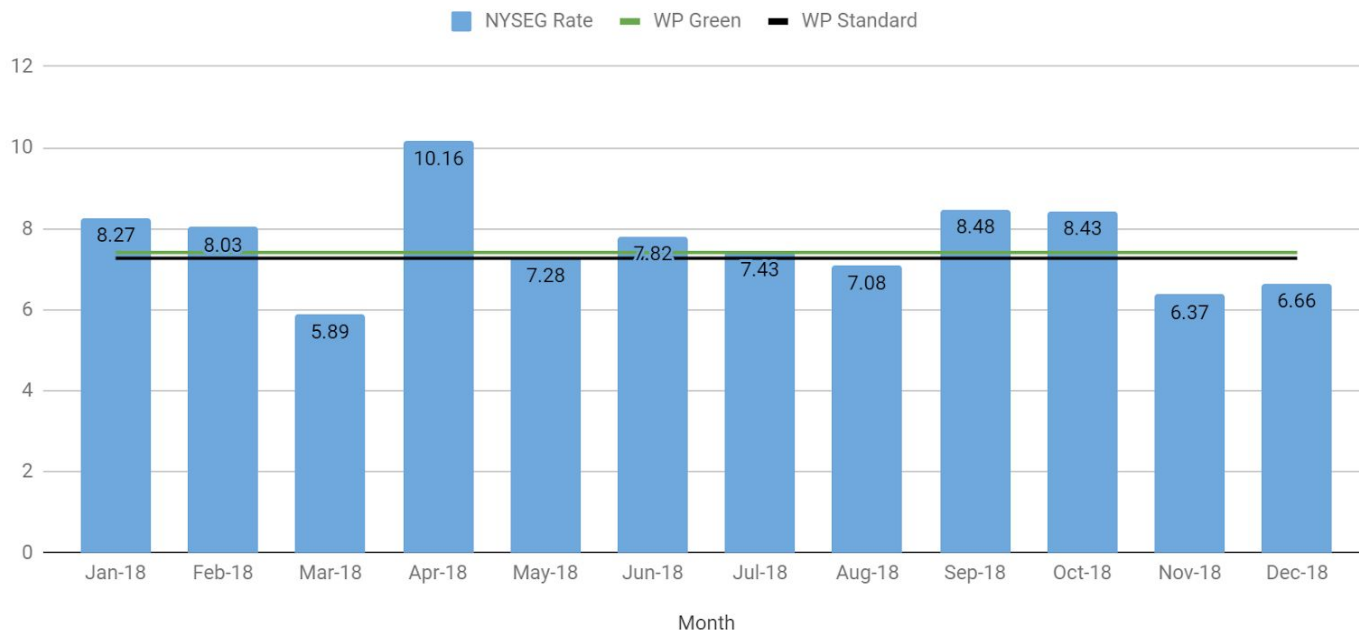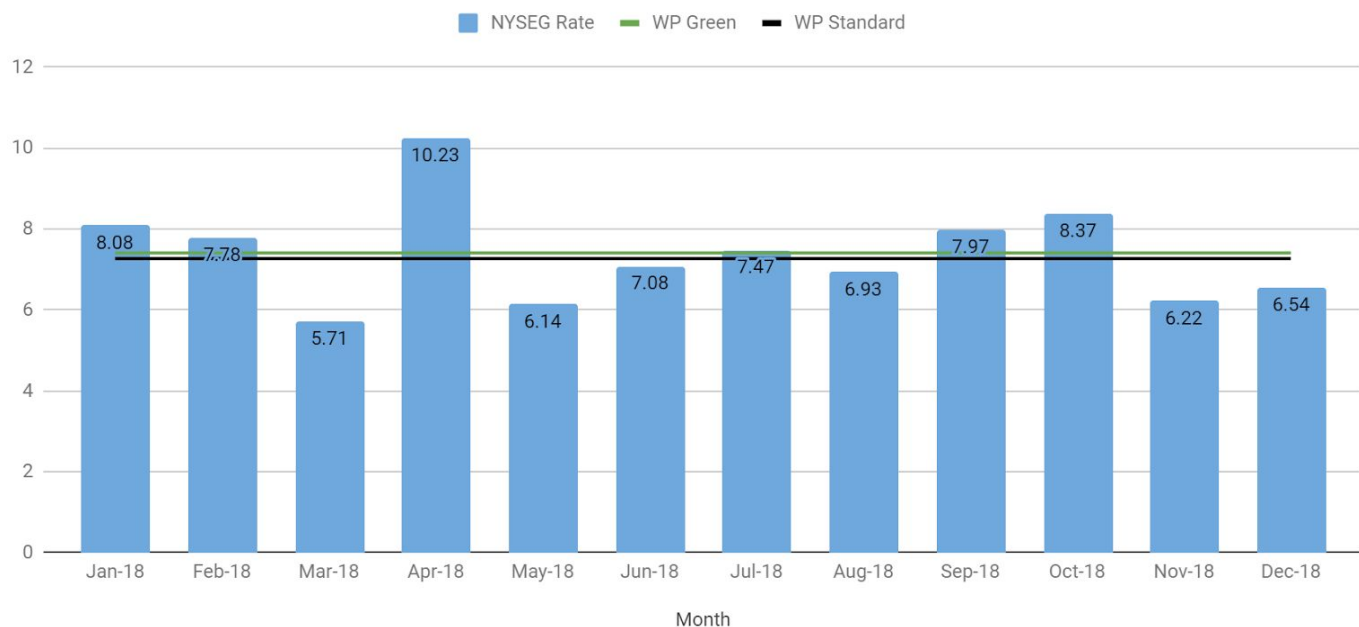**55 Maple Ave**
Mount Kisco NY, 10549
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CCA Residential Prices vs. Utility Rates (2018): NYSEG Territory

CCA Commercial Prices vs. Utility Rates (2018): NYSEG Territory

Value-added Services: Installation of DER, Clean Energy Services

Community Solar

In 2018, Sustainable Westchester made its first foray into community solar, providing project support and acquisition services to a 147 kW project in the hamlet of Montrose, Town of Cortlandt. While modest in size, the project was a great example of the community connections and engagement that this format provides. The project was installed on the roof of the Quality Circle manufacturing facility and Sustainable Westchester took responsibility for signing up subscribers. With this model demonstrated, Sustainable Westchester has taken up discussions with a number of developers and anticipates bringing more local solar subscription opportunities to Westchester residents. By proceeding in this way on a project-by-project basis Sustainable Westchester familiarizes its communities with the community solar model and so positions itself for eventual full integration into the CCA when the utilities complete work on incorporating community distributed generation into the billing processes.

Solar + Storage

In 2018 battery storage became a more frequent part of the discussion for renewable energy projects. During the year, Sustainable Westchester completed a feasibility study under a grant from NYSERDA for a solar-plus-storage project at a Westchester school district. The project schema incorporated community solar in order to maximize the returns to the all parties. Sustainable Westchester also held discussions with the New York Power Authority on local generation sourcing.

Other projects explored leveraging the study findings on commercial or large residential demand account sites in the County where demand management is a potential source of revenue stream. Resiliency is the other draw for such technology, considering the experience with outages in the County.

In 2018 Sustainable Westchester also held discussions with Con Edison around collaboration for the launch a Virtual Power Plant pilot that would be able to capture the NYISO potential revenue streams in front of the meter, using storage as a standalone, or paired with solar. At the end of 2018, New York State has implemented a roadmap for the expansion of storage in the State, and Sustainable Westchester is looking to leverage the roadmap incentives and participate in associated utility programs.

Clean Transportation & Landscaping

The "Clean Transportation" program broadened its reach in 2018. Sustainable Westchester and the Westchester County Department of Sustainability began co-hosting monthly Peer-to-Peer Webinars to orient and educate municipal leaders and committee members about program offerings, NYS and other funding sources and industry developments. The Sustainable Westchester Nissan Leaf discount program continued to offer an economic entry point for people looking to convert to electric. By the end of the year Sustainable Westchester had a new portal, www.drivergreenwestchester.org, in construction, readying for launch in 2019. DriveGreenWestchester will expand the EV engagement to present all of the hybrid and full electric vehicles offered in Westchester County and allow potential buyers to identify the best deals for these. In recognition of the diversity of business/ownership models that may be a part of the electrification effort, Sustainable Westchester has established relations with an EV rideshare provider and began introducing this new option to municipalities. Another exciting outreach/education initiative which began in 2018 was the organizing of a high school video contest. Teams of students will create 2-4 minute videos promoting EVs and submit these in a competition which will conclude with a ceremony at Westchester County Center in May of 2019. Sustainable Westchester also continued to promote electrification of landscaping equipment at community tabling events.

Clean Heat

In 2018 Sustainable Westchester teamed with Energize NY to respond to a NYSERDA "Clean Heat" program opportunity notice and in late summer the team became one of eight state-wide to be awarded grants to organize community campaigns to promote energy efficiency and heat pump - based home heating alternatives. As the contracts were being finalized the team organized and started working with the program consultants in anticipation for a launch in 2019. This initiative will provide opportunities to make connections between our programming opportunities and concretely demonstrate the imperative to "electrify everything".

2018 Program Financials

140 Community Choice Aggregation		
Revenue		
5110 Westchester Program		
5111 Constellation FlashMX Energy	$	804,148
Total 5110 Westchester Program	$	804,148
Expenditures		
7200 Salaries & Related Expenses	$	476,726
7500 Contract Service Expenses	$	160,442
8100 Nonpersonnel Expenses	$	55,682
8200 Facility & Equipment Expenses	$	11,857
8300 Travel & Meetings Expenses	$	12,922
8500 Other Expenses	$	10,119
Total Expenditures	$	727,747
Net Revenue	$	76,401

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