Annual Report
For Calendar Year 2019

For

Westchester Power

Community Choice Aggregation Program

Westchester Power 2019 Annual Report

A Program of Sustainable Westchester
40 Green Street
Mount Kisco NY, 10549
(914) 242-4725

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 2019 from January through the end of the year.

Program Retention History

Program Attrition (2019)

2019				
Utility Territory	Start Load	End of Year Acct Total	Net Change in 2019	
			Accounts	Percentage
Con Ed	80,832	101,384	20,552	25.43%
NYSEG*	10,106	8,143	-1,963	-19.42%
Westchester Power Total	90,938	109,527	18,589	20.44%

*When the NYSEG contracts renewed in June 2019, Sustainable Westchester did not re-enroll 2,041 Day/Night and Time of Use accounts.

Attrition by Municipality (2019): Con Ed Territory

2019				
Municipality	Start Load	End of Year Acct Total	Net Change in 2019	
			Accounts	Percentage
City of New Rochelle	16,134	17,496	1,362	8.44%
City of White Plains	13,450	13,813	363	2.70%
Town of Bedford	543	540	-3	-0.55%
Town of Greenburgh	11,484	12,287	803	6.99%
Town of Mamaroneck	3,565	3,854	289	8.11%
Town of New Castle	4,345	4,567	222	5.11%
Town of Ossining	1,445	1,540	95	6.57%
Village of Croton-on-Hudson	1,919	2,189	270	14.07%
Village of Hastings-on-Hudson	2,148	2,476	328	15.27%
Village of Irvington	1,726	1,854	128	7.42%
Village of Larchmont	1,300	1,424	124	9.54%
Village of Mamaroneck	5,063	5,577	514	10.15%
Village of Mount Kisco	2,901	3,028	127	4.38%
Village of Ossining	5,289	5,605	316	5.97%
Village of Pelham	1,710	1,819	109	6.37%
Village of Pleasantville	2,103	2,259	156	7.42%
Village of Rye Brook	2,455	2,436	-19	-0.77%
Village of Tarrytown	3,252	3,204	-48	-1.48%
Con Ed Totals	80,832	85,968	5,136	6.35%
City of Peekskill*	6318	5,405	-913	-14.45%
City of Rye*	4,291	4,121	-170	-3.96%
Village of Ardsley*	1,302	1,166	-136	-10.45%
Village of Dobbs Ferry*	3,196	2,955	-241	-7.54%
Village of Sleepy Hollow*	2,012	1,769	-243	-12.08%
Con Ed Grand Totals	97,951	101,384	3,433	3.50%

*The City of Peekskill, the City of Rye, the Village of Ardsley, the Village of Dobbs Ferry, and the Village of Sleepy Hollow joined the Program in 2019. Further information on the attrition during the Opt Out Period for those municipalities can be found under the heading "New Municipalities: Opt Out Period Attrition."

Westchester Power OUR COMMUNITY. OUR CHOICE.

Attrition by Municipality (2019): NYSEG Territory

2019				
Municipality	Start Load	End of Year Acct Total	Net Change in 2019*	
			Accounts	Percentage
Town of Bedford	2,572	2,207	-365	-14.19%
Town of Lewisboro	2,072	1,620	-452	-21.81%
Town of North Salem	1,122	883	-239	-21.30%
Town of Pound Ridge	993	882	-111	-11.18%
Town of Somers	3,347	2551	-796	-23.78%
NYSEG Grand Totals	10,106	8,143	-1,963	-19.42%

*When the NYSEG contracts renewed in June 2019, Sustainable Westchester did not re-enroll 2,041 Day/Night and Time of Use accounts.

New Municipalities (2019): Opt Out Period Attrition

Municipality	Original Load	Orig Load Opt Outs	Orig Load Attrition	Start Load*	End Load	Post-Opt Out Attrition 2019 (%)	Net Attrition 2019 (%)
City of Peekskill	7,159	590	8.2%	6076	5,405	11.0%	24.5%
City of Rye	4,607	223	4.8%	4,202	4,121	1.9%	10.5%
Village of Ardsley	1,403	87	6.2%	1,287	1,166	9.4%	16.9%
Village of Dobbs Ferry	3,436	87	2.5%	3,115	2,955	5.1%	14.0%
Village of Sleepy Hollow	2,522	116	4.6%	1,967	1,769	10.1%	29.9%

*Start Load represents the number of accepted accounts after the original 30-day opt-out period

Westchester Power OUR COMMUNITY. OUR CHOICE.

Account Counts by Month (2019): Con Ed Territory

Municipality	Start Load	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Net Change 2019 (%)
City of New Rochelle	16,134	15,893	17,744	16,897	17,145	16,956	16,803	16,500	16,279	15,993	15,763	15,568	17,496	8.44%
City of White Plains	13,450	13,386	15,121	12,543	14,753	14,483	14,388	13,983	13,840	13,635	13,510	13,342	13,813	2.70%
Town of Bedford	543	540	610	600	600	587	584	586	572	564	557	525	540	-0.55%
Town of Greenburgh	11,484	11,439	12,784	11,817	12,520	12,319	12,227	12,113	11,920	11,777	11,666	11,522	12,287	6.99%
Town of Mamaroneck	3,565	3,532	4,028	3,973	3,900	3,872	3,840	3,775	3,713	3,656	3,617	3,570	3,854	8.11%
Town of Newcastle	4,345	4,329	4,750	4,728	4,697	4,650	4,552	4,534	4,509	4,447	4,410	4,294	4,567	5.11%
Town of Ossining	1,445	1,436	1,590	1,565	1,552	1,532	1,533	1,527	1,512	1,492	1,473	1,460	1,540	6.57%
Village of Croton-on-Hudson	1,919	1,892	2,226	2,202	2,181	2,160	2,152	2,126	2,091	2,049	2,018	2,000	2,189	14.07%
Village of Hastings-on-Hudson	2,148	2,153	2,491	2,359	2,444	2,401	2,394	2,361	2,332	2,301	2,284	2,268	2,476	15.27%
Village of Irvington	1,726	1,715	1,923	1,904	1,886	1,868	1,855	1,835	1,814	1,778	1,752	1,751	1,854	7.42%
Village of Larchmont	1,300	1,288	1,446	1,420	1,415	1,397	1,385	1,370	1,354	1,323	1,306	1,307	1,424	9.54%
Village of Mamaroneck	5,063	5,036	5,689	5,625	5,544	5,405	5,358	5,306	5,236	5,176	5,113	5,069	5,577	10.15%
Village of Mount Kisco	2,901	2,858	3,070	3,030	3,013	2,967	2,920	2,916	2,879	2,835	2,820	2,771	3,028	4.38%
Village of Ossining	5,289	5,247	6,058	5,986	5,849	5,788	5,716	5,584	5,545	5,429	5,337	5,292	5,605	5.97%
Village of Pelham	1,710	1,705	1,883	1,848	1,830	1,813	1,791	1,773	1,739	1,713	1,697	1,674	1,819	6.37%
Village of Pleasantville	2,103	2,089	2,262	2,247	2,228	2,201	2,183	2,170	2,138	2,108	2,081	2,073	2,259	7.42%
Village of Rye Brook	2,455	2,431	2,713	2,662	2,646	2,635	2,616	2,576	2,557	2,485	2,479	2,450	2,436	-0.77%
Village of Tarrytown	3,252	3,237	3,730	3,644	3,628	3,548	3,527	3,464	3,386	3,316	3,284	3,222	3,204	-1.48%
Total –pre new municipalities	80,832	80,206	90,118	85,050	87,831	86,582	85,824	84,499	83,416	82,077	81,167	80,158	85,968	6.35%

Municipalities – New 2019	Start Load	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Net Change 2019 (%)
City of Peekskill	6076	-	-	-	-	-	23	5,704	5,616	5,335	5,158	4,989	5,405	-11.04%
City of Rye	4,202	-	-	-	4,015	3,985	3,930	3,880	3,816	3,742	3,695	3,585	4,121	-1.93%
Village of Ardsley	1,287	-	1,194	1,181	1,168	1,155	1,152	1,136	1,135	1,107	1,102	1,088	1,166	-9.40%
Village of Dobbs Ferry	3,115	-	-	-	449	2,958	2,894	2,871	2,826	2,748	2,705	2,655	2,955	-5.14%
Village of Sleepy Hollow	1,967	-	2,151	2,103	2,070	2,021	2,006	1,943	1,908	1,871	1,841	1,817	1,769	-10.07%
Con Ed Grand Totals	97,479	80,206	93,463	88,334	95,533	96,701	95,829	100,033	98,717	96,880	95,668	94,292	101,384	4.01%

Account Counts by Month (2019): NYSEG Territory

Municipality	Start Load	Jan	Feb	Mar	Apr	May	Jun*	Jul	Aug	Sep	Oct	Nov	Dec	Net Change Since Contract Renewal	Net Change 2019 (%)
Town of Bedford	2,572	2,664	2,638	2,616	2,614	2,584	2,047	2,004	1,994	2,274	2,311	2,202	2,207	7.82%	-14.19%
Town of Lewisboro	2,072	2,142	2,120	2,105	2,098	2,085	1,475	1,449	1,462	1,660	1,681	1,623	1,620	9.83%	-21.81%
Town of North Salem	1,122	1,121	1,110	1,094	1,099	1,089	807	816	807	926	982	918	883	9.42%	-21.30%
Town of Pound Ridge	993	975	953	928	915	897	845	810	809	900	982	866	882	4.38%	-11.18%
Town of Somers	3,347	3,387	3,358	3,343	3,341	3,288	2328	2309	2356	2636	2660	2562	2551	9.58%	-23.78%
NYSEG Totals	10,106	10,289	10,179	10,086	10,067	9,943	7,502	7,388	7,428	8,396	8,616	8,171	8,143	8.54%	-19.42%

*Start of a new contract and removal of 2,041 Day/Night and TOU accounts

Westchester Power OUR COMMUNITY. OUR CHOICE.

A Program of Sustainable Westchester
40 Green Street
Mount Kisco NY, 10549
(914) 242-4725

Total Usage During Reporting Period (2019)

	Standard Supply Usage	Green Supply Usage	Total Usage
NYSEG	53,347,819	66,464,214	119,812,033
ConEd	122,754,751	598,508,344	721,263,095
Total Westchester Power kWh Usage	**176,102,570**	**664,972,558**	**841,075,128**

Usage During Reporting Period (2019): Con Ed Territory

Municipality	Standard Supply Usage	Green Supply Usage	Total Usage
City of New Rochelle	652,901	113,863,055	114,515,956
City of Peekskill	49,917	15,493,392	15,543,309
City of Rye	481,491	35,731,832	36,213,323
City of White Plains	567,691	83,789,478	84,357,169
Town of Bedford	113,730	11,149,240	11,262,970
Town of Greenburgh	95,712,771	1,412,732	97,125,503
Town of Mamaroneck	307,360	35,025,298	35,332,658
Town of New Castle	774,662	58,032,534	58,807,196
Town of Ossining	108,828	11,978,965	12,087,793
Village of Ardsley	64,686	9,094,980	9,159,666
Village of Dobbs Ferry	135,161	13,160,070	13,295,231
Village of Croton-on-Hudson	147,389	14,785,556	14,932,945
Village of Hastings-on-Hudson	57,585	14,998,714	15,056,299
Village of Irvington	112,843	17,063,847	17,176,690
Village of Larchmont	238,804	14,726,960	14,965,764
Village of Mamaroneck	256,314	38,083,737	38,340,051
Village of Mount Kisco	19,037,807	218,365	19,256,172
Village of Ossining	153,289	30,788,330	30,941,619
Village of Pelham	103240	13203836	13,307,076
Village of Pleasantville	1391052	13154610	14,545,662
Village of Rye Brook	2099108	22751448	24,850,556
Village of Sleepy Hollow	65224	9847366	9,912,590
Village of Tarrytown	122898	20153999	20,276,897
Total ConEd Usage	**122,754,751**	**598,508,344**	**721,263,095**

Usage During Reporting Period (2019): NYSEG Territory

Municipality	Standard Supply Usage (kWh)	Green Supply Usage (kWh)	Total Usage (kWh)
Town of Bedford	1,511,375	30,066,770	31,578,145
Town of Lewisboro	13,259,019	11,294,155	24,553,174
Town of North Salem	814,907	11,382,651	12,197,558
Town of Pound Ridge	302,608	13,110,920	13,413,528
Town of Somers	37,459,910	609,718	38,069,628
Total NYSEG Usage	53,347,819	66,464,214	119,812,033

Complaints Received

Complaint Category	Count
a. Enrolled without notice	12
b. Difficulty enrolling or dropping	5
c. Dissatisfied with price/program	2
Submitted to NY Dept. of Public Service	*

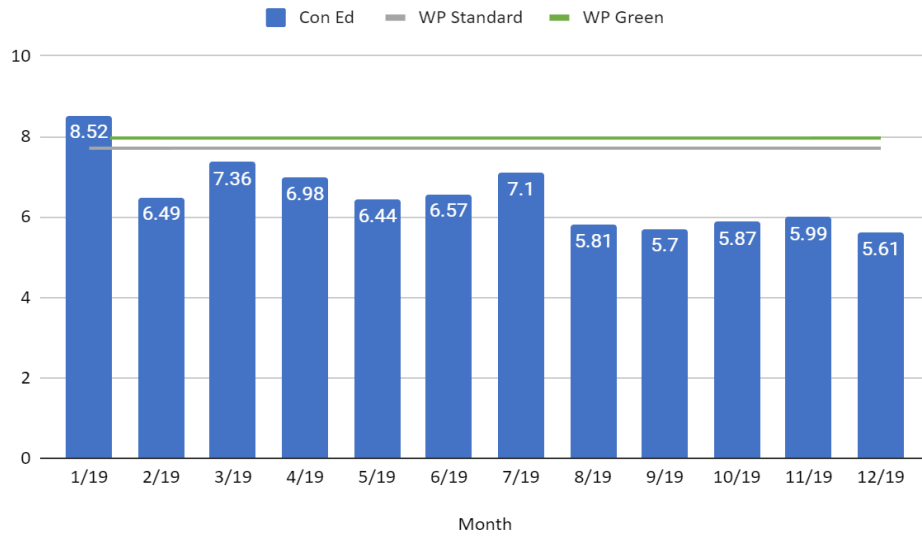*Reported by Dept. of Public Service staff

Commodity Prices Paid

CCA Pricing, $/kWh

	Con Ed Territory	NYSEG Territory
100% Renewable	0.07959	0.0693
Standard	0.07709	0.0661

CCA Residential Prices vs. Utility Rates (2019): Con Ed Territory

Con Ed ▬ **WP Standard** ▬ **WP Green**

Month	Con Ed
1/19	8.52
2/19	6.49
3/19	7.36
4/19	6.98
5/19	6.44
6/19	6.57
7/19	7.1
8/19	5.81
9/19	5.7
10/19	5.87
11/19	5.99
12/19	5.61

CCA
Commercial Prices vs. Utility Rates (2019): Con Ed Territory

Con Ed ▬ **WP Standard** ▬ **WP Green**

Month	Con Ed
1/19	8.16
2/19	6.17
3/19	7.01
4/19	6.88
5/19	6.75
6/19	6.95
7/19	7.52
8/19	6.23
9/19	6.01
10/19	5.95
11/19	5.95
12/19	5.59

Westchester Power OUR COMMUNITY. OUR CHOICE.

A Program of Sustainable Westchester
40 Green Street
Mount Kisco NY, 10549
(914) 242-4725

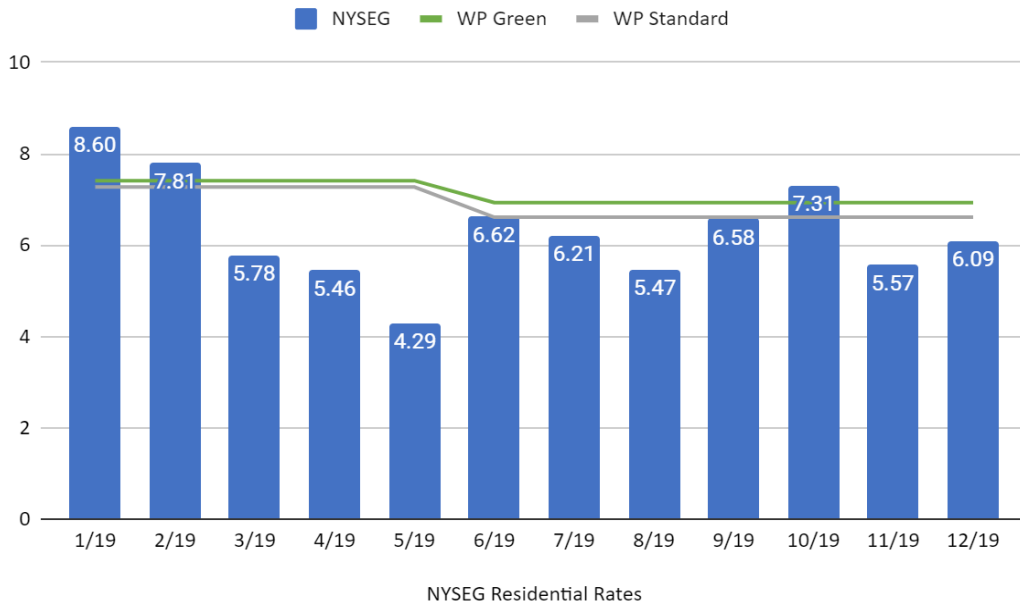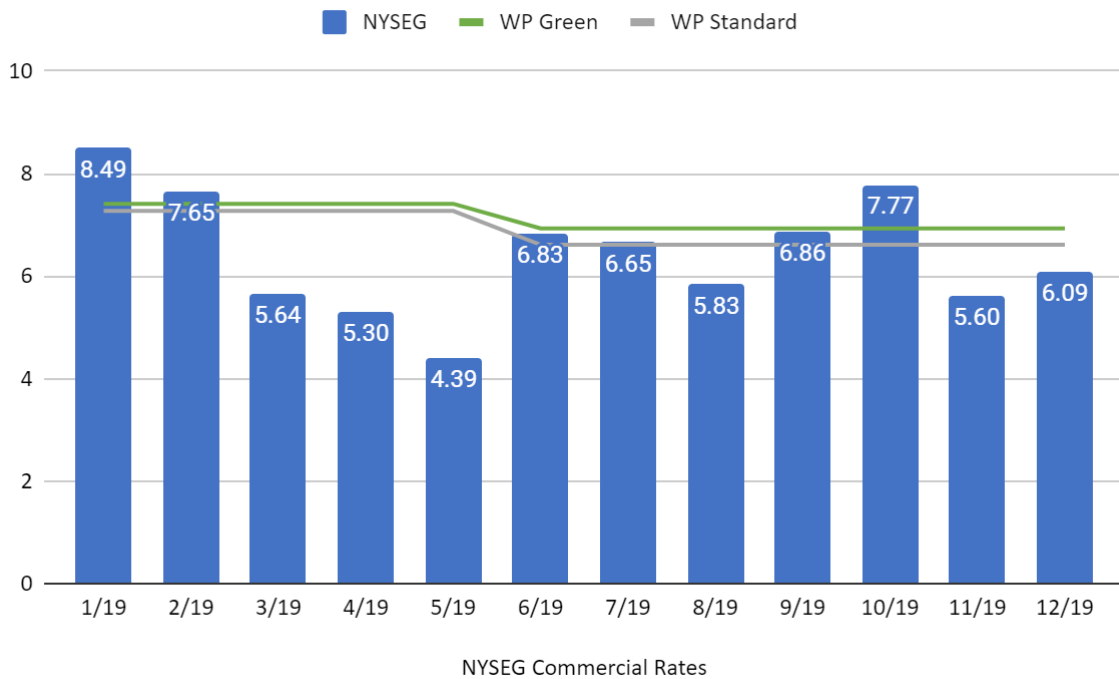## CCA Residential Prices vs. Utility Rates (2019): NYSEG Territory

Legend: NYSEG | WP Green | WP Standard

1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19
8.60	7.81	5.78	5.46	4.29	6.62	6.21	5.47	6.58	7.31	5.57	6.09

NYSEG Residential Rates

CCA Commercial Prices vs. Utility Rates (2019): NYSEG Territory

Legend: NYSEG | WP Green | WP Standard

| 1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19
8.49	7.65	5.64	5.30	4.39	6.83	6.65	5.83	6.86	7.77	5.60	6.09

NYSEG Commercial Rates

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

Community Solar

In 2019, Sustainable Westchester continued to build on the structures and project experience it had accumulated to expand access to community solar benefits. The program has signed up approximately 400 customers across seventeen projects in the Con Edison and NYSEG utility territories.
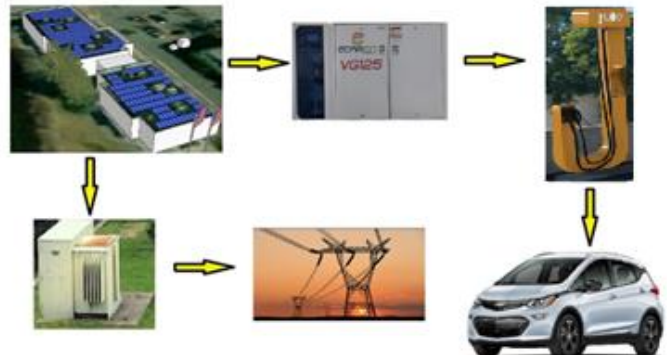
Sustainable Westchester's approach to Community Solar is a natural extension of the community campaign experience developed in the Solarize Westchester rooftop solar program (and now in HeatSmart). It also benefits from the skills and emphasis on customer service that is fundamental to four years of Westchester Power operations. This ensures that Community Solar enrollees are well informed about how the program works.

With utility consolidated billing now scheduled for 2021, Sustainable Westchester will be planning for this change and developing its plan for incorporating the community solar credit distribution through the CCA.
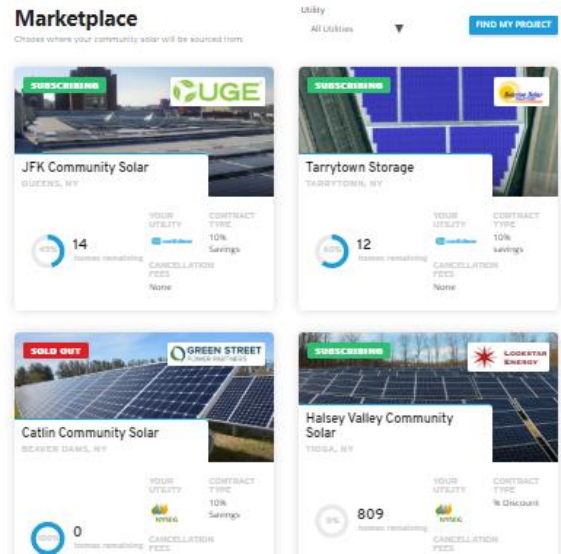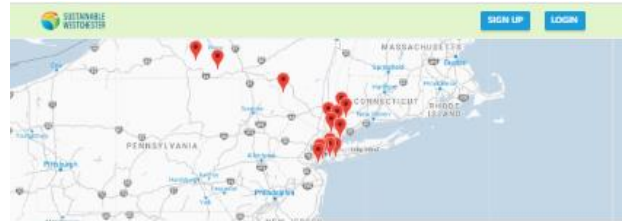
Solar + Storage

Storage is going to play a critical role in maximizing renewable energy utilization. Sustainable Westchester has worked to create a model for integrated solar-to-EV-charging which will incorporate storage for demand reduction (particularly high for the level 3 high speed charging), as well as a community solar

component for better economics and community benefit.

This project particularly highlights the "electrify everything" theme that is such important context in Westchester Power program orientation presentations. We expect to finalize with our technology partners and the host (Village of Mount Kisco). It will be constructed at the Village Building where Sustainable Westchester has its offices, and will serve as a very visible educational tool, in addition to the concrete benefits it offers. We have already begun discussions with other municipalities about the possibility of replicating this model.

Demand Response

In 2019, Sustainable Westchester held early-stage discussions with a firm which was in the process of finalizing an aggregation technology platform that takes advantage of the Advanced Metering Infrastructure (AMI). The technology creates an access to utility demand response programs at the individual residential level. The potential here is exciting, as it offers the possibility to direct earnings to participating residents while providing important services to the grid. Other programs like a residential Virtual Power Plant (VPP) would use the same platform. Not only can storage installed at their premises be used to offer demand reduction by switching usage to the battery behind the meter, but direct aggregated grid injection (front of the meter) is possible. Account holders could also benefit from programs like the Special Case Resource (SCR) of the New York Independent Service Operator (NYISO).   The same tool can be used to track and lower the carbon intensity. The completion of advanced meter infrastructure by Con Edison offers the possibility to be able to bring this to reality in 2020.

Clean Transportation & Landscaping

Sustainable Westchester continued to promote the transition to clean electrified transportation in 2019, with discounts, webinars and the completion of the High School EV Video Contest begun in 2018. The creative efforts from students around the county were showcased at an award celebration event at the NY Power Authority headquarters in White Plains.

In 2019 Sustainable Westchester continued to promote the benefits of converting to electric-driven landscaping equipment as part of the "electrify everything" imperative, and started discussions with the Village of Mount Kisco about using the Village office campus where Sustainable Westchester is located as a model for sustainable practices in this area.

Clean Heat

In 2019, Sustainable Westchester's first "HeatSmart" campaign for the communities of Bedford, Lewisboro, and Pound Ridge was completed. The campaign significantly raised the profile of alternative heating technologies as well as the importance of building envelope improvements. Municipal leaders helped to make the connection with the community "green energy" program in public events and email blasts.

HeatSmart Campaign # 1 Numbers

	Number of Projects
Campaign Engagement (Includes Snail Mail Letter sent to entire Town of Bedford)	3,000+
Enrollees	300
Site Visits Performed	63
HPwES Installations -Healthy Home Energy & Consulting	6
ASHP Installations – Healthy Home Energy & Consulting	3
GSHP Installations – Dandelion Energy	16
	25

The second campaign for Dobbs Ferry and Hastings started with a very well attended launch in the Fall, and continues into 2020.

2019 Program Financials

Revenue	
Westchester Power	848,108.46
Other income	1,000.00
Total revenue	849,108.46
Expense	
Advertising & Marketing	9,833.33
Contractors	0.00
Data Services & IT	19,616.94
Direct Program Expense	13,604.26
Operations	44,915.69
Outside Services	48,589.99
Salaries and Related	420,106.13
Total Expense	556,666.34
Net revenue	292,442.12

Westchester Power
OUR COMMUNITY.
OUR CHOICE.

A Program of Sustainable Westchester
40 Green Street
Mount Kisco NY, 10549
(914) 242-4725