Annual Report
For Calendar Year 2020

for

Westchester Power

Community Choice Aggregation Program

SUSTAINABLE WESTCHESTER

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**40 Green Street
Mount Kisco, NY 10549
(914) 242-4725**

Westchester Power 2020 Annual Report

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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 2020 from January through the end of the year.

Program Retention History

Program Attrition (2020)

2020				
Utility Territory	Start Load	End of Year Count	Net Attrition in 2020	
			Accounts	Percentage
Con Ed	101,384	94,628	6,756	6.7%
NYSEG	8,143	7554	589	7.2%
Westchester Power Total	**109,527**	**102,182**	**7,345**	**6.7%**

Attrition by Municipality (2020): Con Ed Territory

2020				
Municipality	**Start Count**	**End of Year Count**	**Net Change in 2020**	
			Accounts	Percentage
Ardsley	1,166	1,094	-72	-6.2%
Bedford	540	523	-17	-3.1%
Croton-on-Hudson	2,189	2,101	-88	-4.0%
Dobbs Ferry	2,955	2,702	-253	-8.6%
Greenburgh	12,287	11,371	-916	-7.5%
Hastings-on-Hudson	2,476	2,275	-201	-8.1%
Irvington	1,854	1,744	-110	-5.9%
Larchmont	1,424	1,281	-143	-10.0%
Mamaroneck,Town	3,854	3,555	-299	-7.8%
Mamaroneck,Village	5,577	5,073	-504	-9.0%
Mount Kisco	3,028	2,799	-229	-7.6%
New Castle	4,567	4,251	-316	-6.9%
New Rochelle	17,496	15,622	-1874	-10.7%
Ossining, Town	1,540	1,356	-184	-11.9%
Ossining, Village	5,605	5,405	-200	-3.6%
Peekskill	5,405	4,944	-461	-8.5%
Pelham, Village	1,819	1,659	-160	-8.8%
Pleasantville	2,259	2,121	-138	-6.1%
Rye	4,121	3,754	-367	-8.9%
Rye Brook	2,436	2,435	-1	0.0%
Sleepy Hollow	1,769	1,854	85	4.8%
Tarrytown	3,204	3,247	43	1.3%
White Plains	13,813	13,462	-351	-2.5%
Grand Total	**101,384**	**94,628**	**-6,756**	**-6.7%**

Attrition by Municipality (2020): NYSEG Territory

Municipality	Start Count	End of Year Count	Net Change in 2020	
			Accounts	Percentage
Town of Bedford	2,207	1,887	-320	-14.50%
Town of Lewisboro	1,620	1,402	-218	-13.46%
Town of North Salem	883	626	-257	-29.11%
Town of Pound Ridge	882	755	-127	-14.40%
Town of Somers	2551	2567	16	0.63%
NYSEG Grand Totals	**8,143**	**7,237**	**-906**	**-11.13%**

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Account Counts by Month (2020): Con Ed Territory

Municipality	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Ardsley	1,261	1,143	1,164	1,150	1,154	1,167	1,159	1,147	1,127	1,116	1,104	1,094
Bedford	595	547	550	548	553	552	551	545	540	532	535	523
Croton	2,314	2,125	2,182	2,151	2,154	2,230	2,210	2,186	2,158	2,138	2,115	2,101
Dobbs Ferry	3,199	2,876	2,988	2,935	2,976	3,013	2,979	2,896	2,840	2,801	2,748	2,702
Greenburgh	13,021	12,302	12,568	12,362	12,320	11,665	12,188	12,009	11,841	11,683	11,531	11,371
Hastings	2,634	2,435	2,475	2,435	2,441	2,482	2,424	2,395	2,361	2,349	2,303	2,275
Irvington	1,988	1,858	1,910	1,888	1,888	1,906	1,869	1,829	1,805	1,775	1,759	1,744
Larchmont	1,526	1,399	1,428	1,407	1,417	1,438	1,409	1,383	1,344	1,315	1,306	1,281
Mamaroneck, T	4,107	3,826	3,886	3,831	3,833	3,886	3,789	3,742	3,683	3,622	3,587	3,555
Mamaroneck, V	6,152	5,492	5,612	5,519	5,522	5,643	5,473	5,381	5,301	5,192	5,132	5,073
Mt Kisco	3,411	2,949	3,008	2,955	2,960	3,047	2,977	2,946	2,896	2,872	2,835	2,799
New Castle	4,816	4,593	4,627	4,588	4,580	4,651	4,539	4,476	4,403	4,336	4,292	4,251
New Rochelle	18,698	16,714	17,202	16,810	16,822	17,291	16,820	16,595	16,311	16,073	15,826	15,622
Ossining, T	1,636	1,547	1,539	1,529	1,505	1,538	1,449	1,435	1,414	1,400	1,375	1,356
Ossining, V	6,629	5,820	5,932	5,820	5,751	5,956	5,808	5,741	5,637	5,548	5,480	5,405
Peekskill	6,085	5,223	5,358	5,194	5,259	5,448	5,323	5,270	5,162	5,081	5,005	4,944
Pelham	1,979	1,786	1,828	1,797	1,775	1,806	1,768	1,731	1,716	1,687	1,670	1,659
Pleasantville	2,462	2,210	2,248	2,229	2,226	2,274	2,237	2,205	2,184	2,150	2,132	2,121
Rye	4,442	4,076	4,165	4,100	4,123	4,150	4,078	3,996	3,921	3,860	3,824	3,754
Rye Brook	2,749	2,596	2,648	2,612	2,603	2,639	2,566	2,541	2,507	2,483	2,459	2,435
Sleepy Hollow	2,296	1,974	2,031	1,980	1,958	2,034	2,002	1,977	1,944	1,905	1,877	1,854
Tarrytown	3,952	3,502	3,609	3,553	3,544	3,644	3,530	3,485	3,410	3,366	3,302	3,247
White Plains	15,889	14,474	14,818	14,518	14,525	14,899	14,503	14,267	14,073	13,840	13,648	13,462
Grand Total	**111,841**	**101,467**	**103,776**	**101,911**	**101,889**	**103,359**	**101,651**	**100,178**	**98,578**	**97,124**	**95,845**	**94,628**

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Account Counts by Month (2020): NYSEG Territory

Municipality	Start	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bedford	2,139	2,119	2,101	2,080	2,065	2,053	2,033	2,019	2,001	1,975	1,950	1,930	1,887
Lewisboro	1,593	1,581	1,573	1,563	1,556	1,549	1,541	1,526	1,503	1,479	1,459	1,436	1,402
North Salem	911	904	899	889	884	880	872	865	842	829	825	814	626
Pound Ridge	852	848	840	832	824	815	806	801	787	781	771	760	755
Somers	2,496	2,475	2,454	2,442	2,433	2,418	2,401	2,385	2,365	2,334	2,308	2,286	2,567
NYSEG Totals	7,991	7,927	7,867	7,806	7,762	7,715	7,653	7,596	7,498	7,398	7,313	7,226	7,237

Total Usage During Reporting Period (2020), kWh

	Standard Supply	Green Supply	Total Usage
NYSEG	33,587,268	64,590,999	98,178,267
ConEd	122,552,519	682,410,997	804,963,516
Total Usage	156,139,787	747,001,996	903,141,783

Usage During Reporting Period (2020): Con Ed Territory

Municipality	Renewable	Standard	Grand Total
Ardsley	10,453,026	83,647	10,536,673
Bedford	10,976,061	102,860	11,078,921
Croton	16,065,182	144,846	16,210,028
Dobbs Ferry	21,303,913	180,506	21,484,419
Greenburgh	4,304,371	96,972,399	101,276,770
Hastings	16,634,226	53,986	16,688,212
Irvington	18,505,590	124,154	18,629,744
Larchmont	15,154,060	268,018	15,422,078
Mamaroneck, T	36,430,798	266,330	36,697,128
Mamaroneck, V	42,305,387	276,448	42,581,835
Mt Kisco	311,950	20,117,588	20,429,538
New Castle	61,557,540	766,890	62,324,430
New Rochelle	118,383,703	796,123	119,179,826
Ossining, T	11,826,403	123,947	11,950,350
Ossining, V	32,673,988	135,829	32,809,817
Peekskill	30,261,726	102,905	30,364,631
Pelham	13,747,377	101,384	13,848,761
Pleasantville	15,543,207	179,440	15,722,647
Rye	50,968,057	701,828	51,669,885
Rye Brook	26,378,212	258,005	26,636,217
Sleepy Hollow	11,600,807	68,354	11,669,161
Tarrytown	22,110,809	139,186	22,249,995
White Plains	94,914,604	587,846	95,502,450
Grand Total	682,410,997	122,552,519	804,963,516

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Usage During Reporting Period (2020): NYSEG Territory

Municipality	Green Supply	Standard Supply	Total Usage
Bedford	24,785,737	2,047,347	26,833,084
Lewisboro	18,379,664	1,701,504	20,081,168
North Salem	7,719,585	644,825	8,364,410
Pound Ridge	12,804,180	298,611	13,102,791
Somers	901,833	28,894,981	29,796,814
Total NYSEG Usage	64,590,999	33,587,268	98,178,267

Complaints Received

Complaint Category	Count
a. Enrolled without notice	3
b. Difficulty enrolling or dropping	3
c. Dissatisfied with price/program	1
Submitted to NY Dept. of Public Service	*

*Reported by Dept. of Public Service staff

Commodity Prices Paid

CCA Pricing, $/kWh

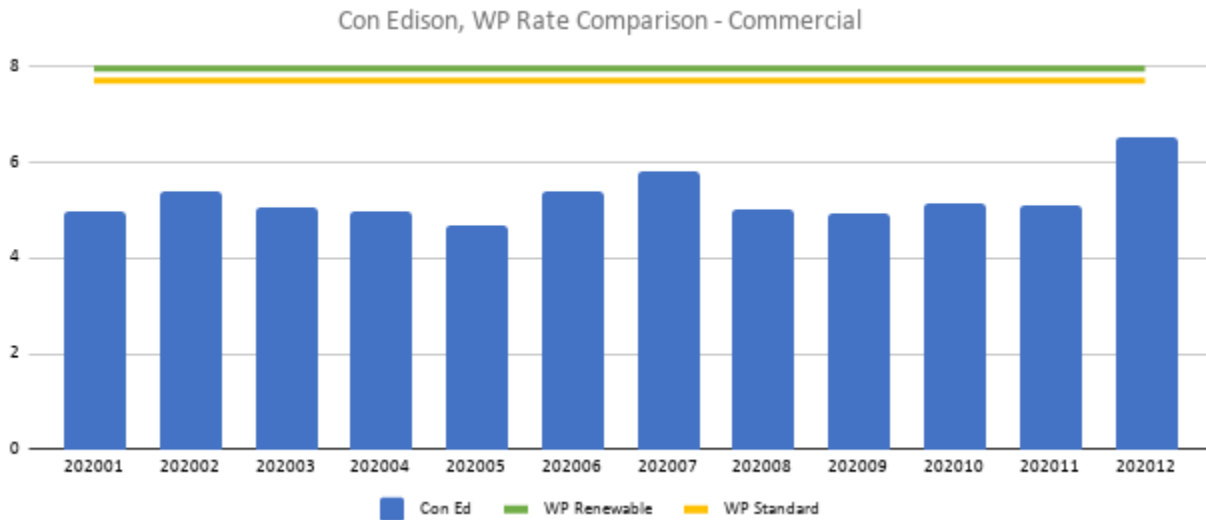|	Con Ed Territory	NYSEG Territory	
		Contract 2 (through Nov 30, 2020)	Contract 3 (starting Dec 1, 2020)
100% Renewable	0.07959	0.0693	0.0719
Standard	0.07709	0.0661	0.0671

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CCA Residential Prices vs. Utility Rates (2020): Con Ed Territory

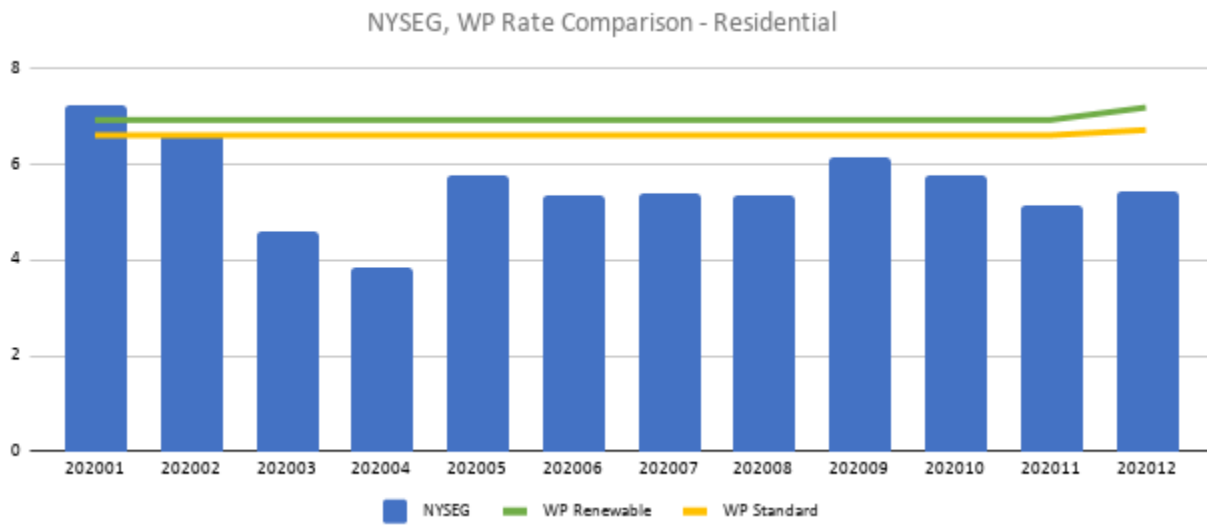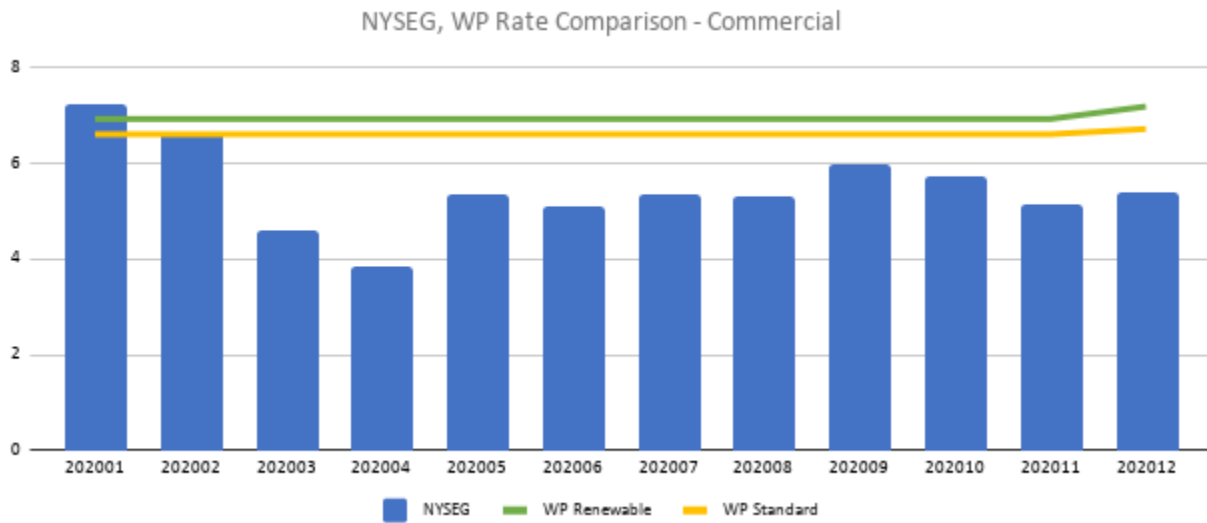Con Edison, WP Rate Comparison - Residential

Con Ed — WP Renewable — WP Standard

CCA Commercial Prices vs. Utility Rates (2020): Con Ed Territory

Con Edison, WP Rate Comparison - Commercial

Con Ed — WP Renewable — WP Standard

CCA Residential Prices vs. Utility Rates (2020): NYSEG Territory

NYSEG, WP Rate Comparison - Residential

CCA Commercial Prices vs. Utility Rates (2020): NYSEG Territory

NYSEG, WP Rate Comparison - Commercial

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

Community Solar

In 2020, Sustainable Westchester continued to build on the structures and project experience it had accumulated to expand access to opt-in community solar benefits. The program has signed up approximately 1,323 residents, municipalities, houses of worship, social service and other nonprofit entities, and organizations across two dozen 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 programIt also benefits from the skills and emphasis on customer service that is fundamental to five 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 is developing its plan for incorporating the community solar credit distribution on an opt out basis through the CCA.
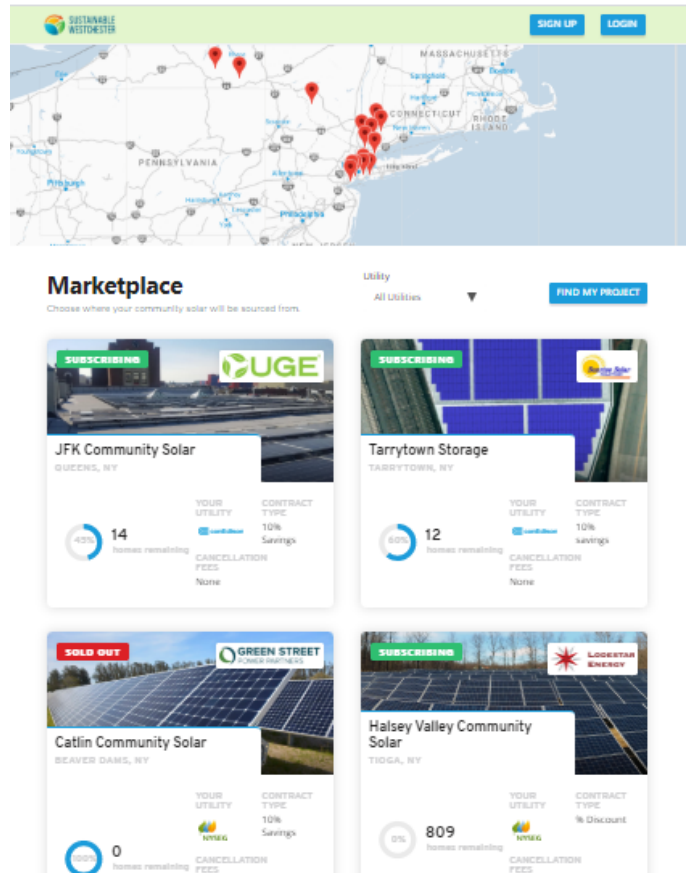
Solar + Storage

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.
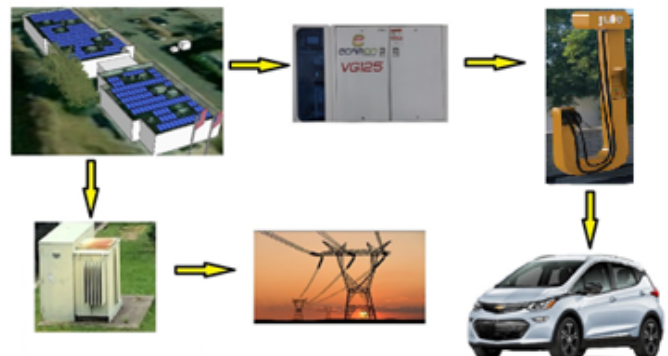
This project, based at the Sustainable Westchester headquarters in the Village of Mount Kisco, particularly highlights the "electrify everything" theme that is so central to the Westchester Power program's messaging and plans for value-added services. The goal is for this project to serve as a very visible educational tool, in addition to the concrete financial and environmental benefits it offers. Sustainable Westchester is continuing to have discussions with other municipalities about the possibility of replicating this model.

Demand Response

In 2020, Sustainable Westchester launched its pilot demand response program, GridRewards, for individuals in Con Ed territory. This program uses an aggregation technology platform that takes advantage of the Advanced Metering Infrastructure (AMI) and allows individuals to access utility demand response programs through a smartphone application. In the 2020 pilot, there were 49 participants. On average, participants were paid between $100-$200 for their usage reductions during peak periods, with the most responsive customers earning up to $700. These earnings were acquired over 4 demand response events, lasting between two and four hours long. In addition to financial savings for community members, Sustainable Westchester is pleased to offer important services to the grid through our aggregation, minimizing the need for peaker plants and easing grid constraints. In 2021 the program will go into full operation and signups for the summer months started in late 2020.

Sustainable Westchester is looking to build on the success of the GridRewards pilot, with other demand response programs, like a residential Virtual Power Plant (VPP). This would use the same platform and would allow for residents to install storage at their premises and switch to behind the meter battery storage during a peak event to offer demand reduction to the grid. It is also possible to have direct aggregated grid injection (front of the meter). 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. In 2020, Sustainable Westchester continued to design the VPP program to be rolled out in 2021.

Clean Transportation & Landscaping

Sustainable Westchester continued to promote the transition to clean electrified transportation in 2020, by helping consumers access information, discounts, and incentives on both electric vehicles and charging stations. Sustainable Westchester partnered with a charging station company in order to greatly accelerate the deployment of charging station infrastructure in Westchester County. Sustainable Westchester support to member municipalities has resulted in the installation of dozens of charging stations across the County.

In addition, Sustainable Westchester continued to promote the benefits of converting to electric landscaping equipment as part of the "electrify everything" imperative, and identified a site to serve as a model for sustainable landscaping practices. Sustainable Westchester will continue to identify opportunities to pilot and scale clean energy initiatives in transportation and landscaping.

Residential Home Energy Efficiency & Clean Heating and Cooling

Sustainable Westchester's residential clean heating and cooling program, previously called HeatSmart Westchester, rebranded in 2020 as EnergySmart Homes Westchester. Through the EnergySmart Homes Westchester Program (ESH), Sustainable Westchester assists local communities in offering high quality, competitively priced Clean Heating and Cooling (CH&C) installations from vetted contractors, and energy efficiency solutions to homeowners within the chosen communities. They may also provide access to complementary clean energy solutions including community solar.

Heating and cooling energy expenditures are responsible for one third of the carbon emissions in Westchester and New York State. The options offered to homeowners in EnergySmart Homes Westchester, provide a proven way for individuals and communities as a whole to improve local sustainability, save on heating and cooling costs, gain positive returns on investment with incentive programs and tax credits, and create a beneficial impact to air quality, family and public health, and the environment.

In 2020, the ESH program operated community campaigns in the Town and Village of Pelham, Town and Village of Ossining, Village of Briarcliff and the City of New Rochelle, with support to residents across Westchester County. Throughout the course of the year, ESH issued an RFI to municipalities, RFP to partner contractors, onboarded ten contractors to the ESH partner installer list, trained 18 community volunteers and generated over 100 leads from homeowners. Community campaigns are planned to launch in January 2021.

Clean Energy Communities Support

With the announcement of a new round of NYSERDA's Clean Energy Communities certification and grant program, Sustainable Westchester communities responded with enthusiasm. Sustainable Westchester, with the support of the Regional Clean Energy Communities Coordinator, has provided guidance and documentation for municipalities seeking to submit to the program. Community Choice Aggregation is one of the largest point awards in the program, and serves as an "on ramp" for many of them as they take up further clean energy activities as described in this section.

Plans for Renewal

On November 30, 2021 the NYSEG contract will expire; therefore Sustainable Westchester will solicit a new contract through a competitive bidding process among eligible suppliers during Q3 2021. As with previous years, each of the participating municipalities in NYSEG territory will sign a Memorandum of

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Understanding ahead of the RFP issuance to set the pricing criteria and demonstrate their commitment to participation.

2020 Program Financials

Operation Revenue	
Total Operation Revenue	898,734
Expenditures	
Direct Program Expenses	45,380
Salaries & Benefits	543,924
Contractors	-
Outside Services	54,029
Data Services and IT	17,198
Advertising/Marketing	61,817
Operations	57,017
Total Expenditures	779,365
Net Operating Revenue	119,369