

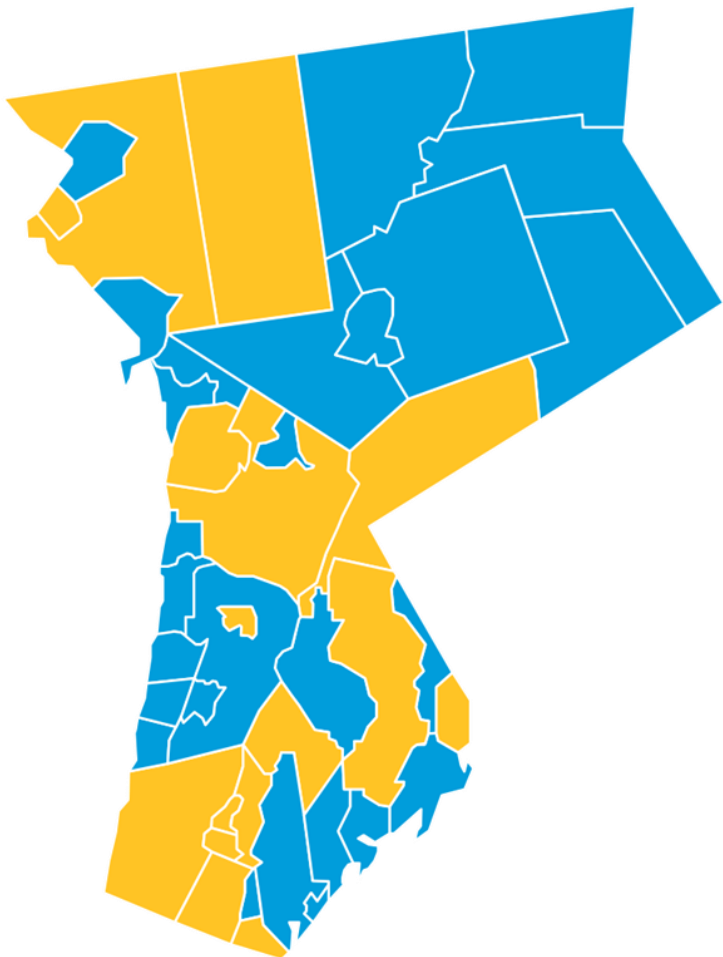
# SUSTAINABLE WESTCHESTER



## Community Choice Aggregation Program Renewal



July 14, 2020



# WESTCHESTER POWER CCA

## MUNICIPAL PARTICIPATION

Ardsley  
Bedford  
Croton-on-Hudson  
Dobbs Ferry  
Greenburgh  
Hastings-on-Hudson  
Irvington

Larchmont  
Lewisboro  
Mamaroneck Village  
Mamaroneck Town  
Mount Kisco  
New Castle  
New Rochelle

North Salem  
Ossining Village  
Ossining Town  
Peekskill  
Pelham Village  
Pleasantville  
Pound Ridge

Rye Brook  
Rye City  
Sleepy Hollow  
Somers  
Tarrytown  
White Plains

27

Municipalities

24

Green Supply  
Municipalities

115,000

Residents and Small  
Businesses

# WESTCHESTER POWER BENEFITS



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**Vetted Community Program**



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**Cost Control & Stability**



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**Advocacy & Education**



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**Mitigating Climate Change**

# ENVIRONMENTAL PROGRESS



=



or



**Program-wide**

**654,815**

**141,469**

**10.8 million**

**Dobbs Ferry**

**5,111**

**1,104**

**84,511**

- 1** metric tons of CO2 mitigated
- 2** cars taken off the road for 1 year
- 3** tree seedlings grown for 10 years

# FIXED RATES = LONG TERM STABILITY



## GREEN SUPPLY

100% Renewable NYS

Hydropower

7.96 cents per  
kWh

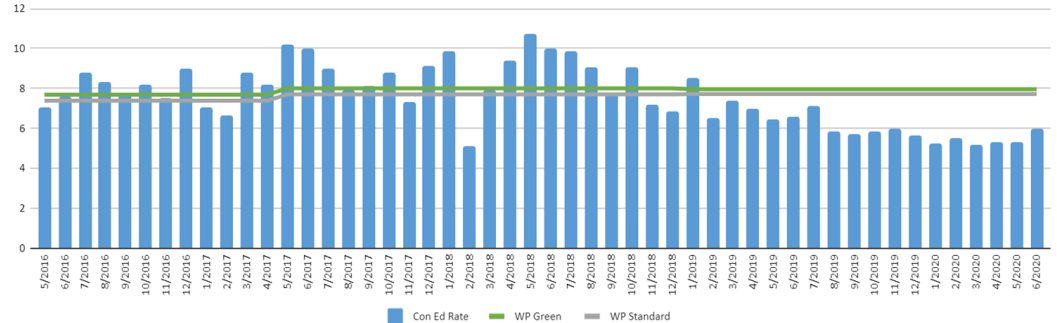


## BASIC SUPPLY

Largely non-renewable  
sources

7.71 cents per  
kWh

Residential Rate Comparison - Con Ed and WP



- **Fixed rate program**
- **Rate stability**
- **Cost control** – net program savings since launch

# PRICING: APPLES TO APPLES



NYS Power To Choose

*Favorable positioning versus market offerings of comparable term and product*

Company	Offer Details	Pricing Details	Offer Type	Renewable Info
<input type="checkbox"/> Green Mountain Energy Company	Min Term: 24 Month(s)	<a href="#">[View Details]</a> \$0.087 per kWh \$60.90 per month	Fixed	100% Wind
<input type="checkbox"/> Alpha Gas and Electric, LLC	Min Term: 24 Month(s)	<a href="#">[View Details]</a> \$0.1499 per kWh \$104.93 per month	Fixed	100% Wind

☐ Guaranteed Savings

Service Type  

Electric

Min Rate  
0

Max Rate  
100

Offer Type  

Select Type

Contract Length  

24 Months

Cancellation Fee  

None/No Info

Renewable Offer  

Yes

100% Renewable

# WESTCHESTER POWER: BY THE NUMBERS

## A CLOSER LOOK AT DOBBS FERRY

### Contract 2 Program Totals

	Usage (kWh)	CO2 Avoided	Supply Savings/ (Losses)	Sales Tax Avoidance	BPP Savings	Total Savings/ (Losses)
Standard Supply	179,462	0	(\$3,175)	\$35	\$320	(\$2,820)
Renewable Supply	17,722,271	5,111	(\$355,010)	\$4,698	\$37,921	(\$312,391)
<b>TOTAL</b>	17,901,733	5,111	(\$358,185)	\$4,733	\$38,242	(\$315,210)

Residential accounts averaged between \$9.62 (STD) - \$9.30 (GRN) higher than the utility per month.

Commercial accounts averaged \$8.34 (GRN) higher than the utility per month.

Your participation in  
**Dobbs Ferry:**

Served 17.9 million  
kWh

Avoided 5,111 tons of  
carbon dioxide

# **WESTCHESTER POWER: A FOUNDATION FOR FURTHER INITIATIVES**



# COMMUNITY SOLAR

SW's Community Solar Program has **signed up hundreds of households** on an “opt in” basis.

- Additional **environmental benefits**
- **Drives demand** for new solar development
- Increases **access and equity**
- **Guaranteed savings** of up to 10% on SOLAR CREDITS

The screenshot displays the 'Marketplace' section of the Sustainable Westchester website. At the top, there is a green header with the Sustainable Westchester logo, 'SIGN UP', and 'LOGIN' buttons. Below the header, the 'Marketplace' title is followed by a dropdown menu for 'Utility' (set to 'All Utilities') and a 'FIND MY PROJECT' button. The main content area features two project cards. The first card, 'Halsey Valley Community Solar' in TIOGA, NY, is associated with LODESTAR ENERGY and shows a progress bar at 30% with 566 subscribers. The second card, 'NYC Community Solar' in STATEN ISLAND, NY, is associated with conEdison and shows a progress bar at 50% with 22 spots remaining. Both cards indicate a 'CONTRACT TYPE' of '10% Savings'.

# CONSOLIDATED BILLING INTEGRATES COMMUNITY SOLAR!

PSC has ordered utilities to provide for “**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



# LAUNCHPAD FOR GROUNDBREAKING PROGRAMMING



## **Residential Demand Response Program**

First in state and among the first in the country.  
Con Ed pilot for summer 2020.



## **Direct Supply Solutions**

Using our collective power to develop new transmission infrastructure  
and expand renewable supply.



## **Piloting new models (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**

**2019**

**Rebid of contracts**  
New contracts include  
NYS Hydropower RECs  
27 Municipalities

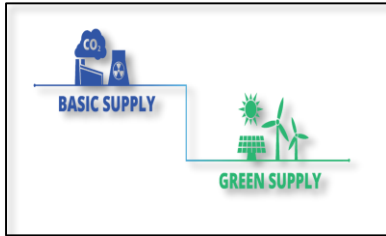
**Today**

**Positioning for Renewal**  
Increasing renewable  
energy impact

# 2021 CONTRACT GOALS: CON ED

We set the criteria and evaluate bids based on several key pillars:

## TWO SUPPLY RATES



## FIXED RATES



## NOT-TO-EXCEED PRICING

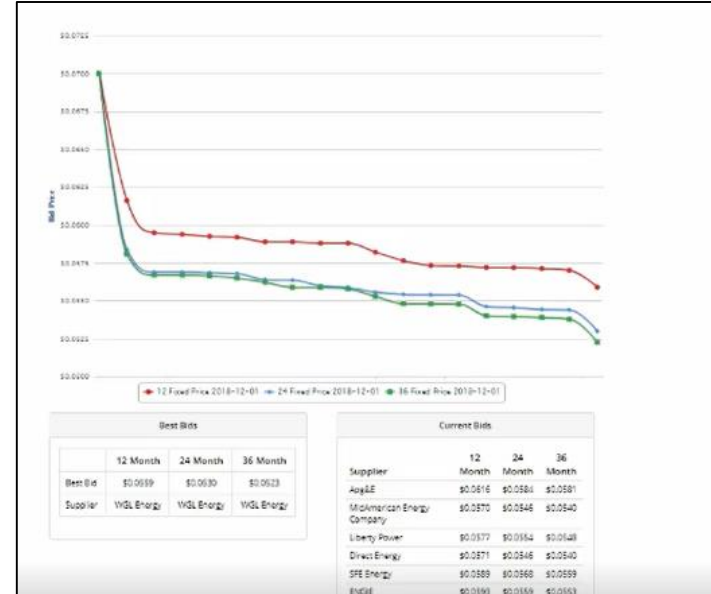


## COMMITMENT TO NY STATE REC's



# NEW BID ELEMENT: REVERSE AUCTION

- **Pits suppliers** against each other in real-time bidding
- **Total transparency** stakeholders can log in to view process
- **Attract more bidders**
- **Record of proceedings**



# KEY DATES/MILESTONES: CON ED

- ➡ **August** - Participation Memorandum of Understanding (MOU) signed
- ➡ **Early September** - Request for Proposal Process begins
- ➡ **Early November** - Notification Letters mailed
- ➡ **January 1<sup>st</sup>** - Enrollment begins



# CUSTOMER NOTIFICATION PROCESS

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



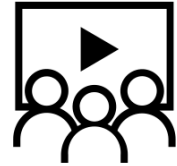
County  
&  
Local Press



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?