

Public information session on the Westchester Power Program

For Town of Cortlandt
May 23, 2022
Town Hall, 7 pm

Presented by Sustainable Westchester Inc

Leo Wiegman, Director, Solar Programs
Nick Tedrow, Westchester Power Operations Manager
and
Dan Welsh, Director, Westchester Power
Carmen Santos, Manager, Solar Programs.



SUSTAINABLE
WESTCHESTER



SUSTAINABLE WESTCHESTER PROGRAMS

COMMUNITY ENERGY

WESTCHESTER POWER



COMMUNITY SOLAR

BUILDING ENERGY

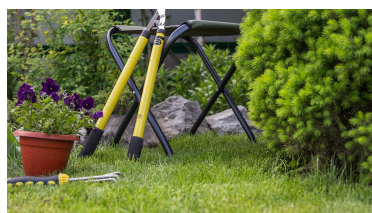
CLEAN HEATING & COOLING
EnergySmart HOMES & COMMERCIAL



GRID REWARDS™

ELECTRIFICATION SOLUTIONS

CLEAN TRANSPORTATION



SUSTAINABLE LANDSCAPING
LAND CARE AND ELECTRIC TRANSITION

ZERO WASTE

RECYCLE RIGHT APP



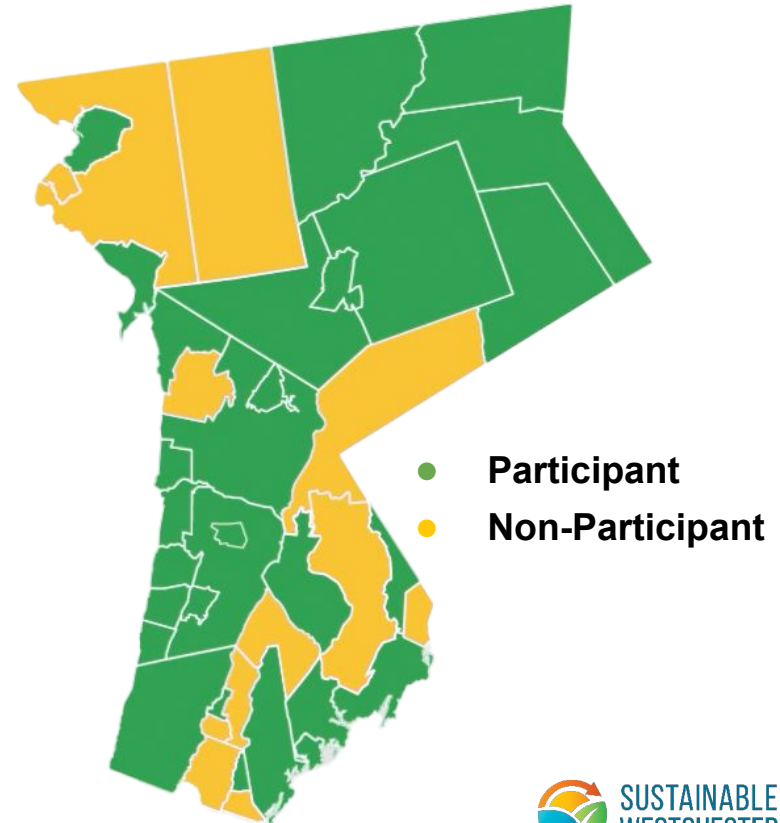


WESTCHESTER POWER COMMUNITY ENERGY PROGRAM

WHAT IS WESTCHESTER POWER?

- Community energy program (Community Choice Aggregation) administered by Sustainable Westchester for **29 Participating Municipalities**.
- **New York State model, regulated** by the Public Service Commission.
- Program uses **Opt-out Model** for offerings
- **Two Offerings:**
 - **Electricity Supply**, available since 2016
 - **Solar Credit**, projected launch Q4 2022

FOUNDATION FOR INNOVATION AND EXPANDED BENEFITS



WESTCHESTER POWER: ELECTRICITY SUPPLY OFFERING

Westchester Power Electricity Supply Offering

- **COLLECTIVE POWER** Westchester Power is the community-selected default electricity supply option for these municipalities, rather than the utility, enabling the program to negotiate competitive electricity supply contracts through this opt-out program structure.
 - **145,000** residential households and small businesses participating!
- **100% RENEWABLE ENERGY** is made more accessible and allows residents to participate in the clean energy transition directly through their electricity supply choice
- **FIXED-RATE** prices provide stable and predictable cost options for electricity vs the variability of the utility supply
- **COMMUNITY INVESTMENTS** are increased through the participation of residents in this program, enabling the deployment of dynamic sustainability initiatives that directly benefit Westchester communities

Not available for Assistance Program Participants (APPs, i.e., those in the Utility's low income assistance program)

MAKING A HUGE IMPACT!



=



or



	METRIC TONS OF CO ₂ MITIGATED	CARS TAKEN OFF THE ROAD FOR 1 YEAR	TREE SEEDLINGS FOR 10 YEARS
Countywide	1,100,000	293,000	18.2 million

PROGRAM ELECTRICITY SUPPLY BASICS

• TWO FIXED-RATE ELECTRICITY SUPPLY OPTIONS FOR RESIDENTS AND SMALL BUSINESSES

- 100% Renewable (represented by NYS Hydroelectric renewable energy credits) (27 munis chose this)
- Standard (a basic mixed-fuel supply market supply) (2 munis chose this as default)

• OPT-OUT STRUCTURE

- Eligible participants are automatically enrolled in the electricity supply service (either the 100% Renewable or Standard depending on the municipalities selected default)
- The program is structured this way at the State-level and ensures a large participation group to enable the program to leverage the buying clout of participating communities
- There is always a default supplier (Con Edison)

• CONSUMER-FRIENDLY PROGRAM

- Contract-free participation with no fees/penalties. Participants have the freedom to leave or join the program at any time

PROGRAM ELECTRICITY SUPPLY BASICS

• HOW THE PROGRAM DETERMINES RATES

- Sustainable Westchester secures electricity supply agreements on behalf municipalities through a competitive auction process
- Energy Service Companies (ESCOs) compete to be the Supplier for our community aggregations by bidding against each other for those contracts in a live auction
- Sustainable Westchester awards a contract to a Supplier based on the results of that auction process, to service the electrical needs of our communities at a fixed rate over a set term of months

• CAN YOU EXPECT TO SAVE MONEY?

- The program cannot guarantee savings for this offering– it is a fixed rate format
- The program's renewable rates are competitive with other renewable supply products
- Historically, program rates have been competitive with the utility for both 100% Renewable and Standard supplies

NOTIFICATION LETTER & OPT-OUT PROCESS

Ahead of a program launch date, eligible residents will receive a notice in the mail informing them about their impending enrollment into the program and the 30-day period for initial opt-out

The letter details information about the electric supply (e.g. terms/rates), resources to find more information, and ways to opt-out or change between supply options

Residents have multiple ways to contact our offices to ask questions or take action on their enrollment. Our staff are very responsive and knowledgeable about the program details and experienced in supporting residents during these enrollment periods

Missing the 30-day opt-out period does not mean you are enrolled into the program for the whole contract term. You can still opt-out ANY TIME

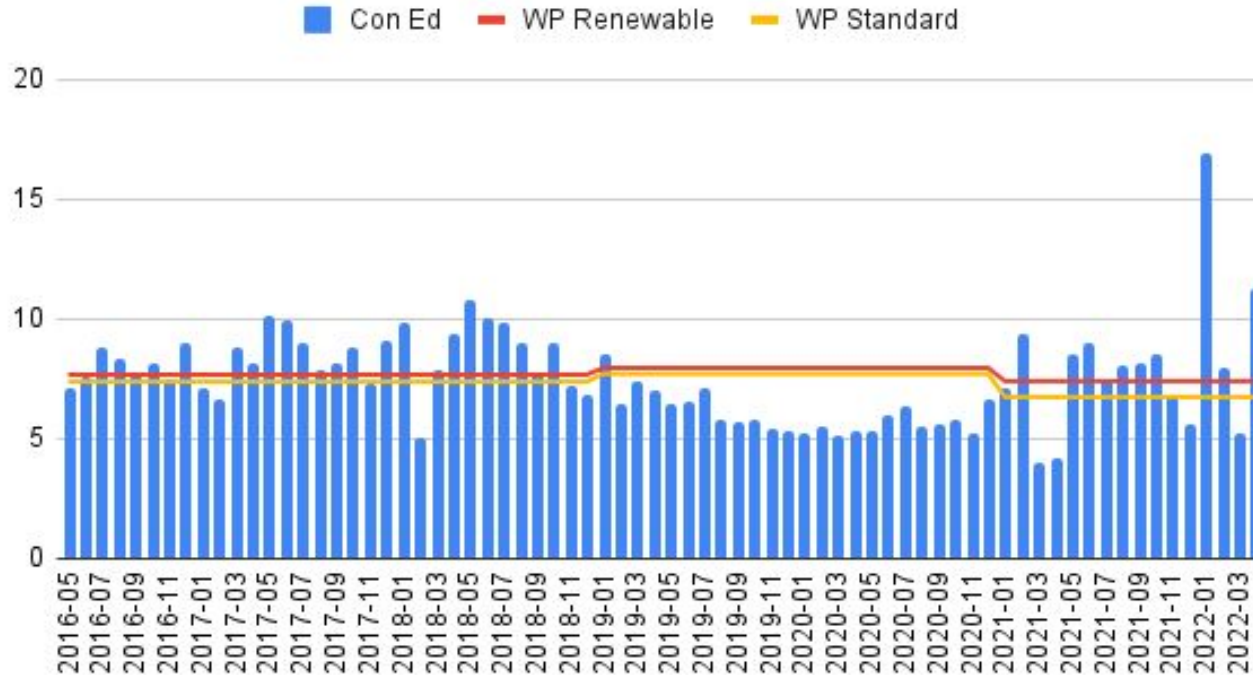
ENTITIES AND ROLES

- Sustainable Westchester: The nonprofit that administers Westchester Power
- Westchester Power: The program name of this Community Choice Aggregation, administered by Sustainable Westchester
- Supplier: The actual energy company (or ESCO) that supplies the electricity through the program
- Con Edison: The state designated utility that manages the delivery of energy to customers and the billing for all energy supply and delivery services

Participants are still Con Edison customers

HISTORICAL RATES - CON EDISON TERRITORY

Con Ed - Residential



Current Contract (01/2020 -04/2022)

Con Ed Average: 7.98 ¢/kWh

WP 100% Renewable: 7.41 ¢/kWh

WP Standard: 6.75 ¢/kWh

Rate Averages All-time

Con Ed: 7.51 ¢/kWh

WP 100% Renewable: 7.71 ¢/kWh

WP Standard: 7.35 ¢/kWh

CURRENT ELECTRICITY SUPPLY CONTRACTS

- Con Edison Territory Aggregation (18-month term ending June, 30) - 24 municipalities
 - 100% Renewable: 7.405 cents/kWh
 - Standard: 6.749 cents/kWh
- NYSEG Territory Aggregation (18-month term ended November 30, 2023) - 5 municipalities
 - 100% Renewable: 10.179 cents/kWh
 - Standard: 8.736 cents/kWh
- Yonkers (18-month term ended November 30, 2023)
 - 100% Renewable: 8.709 cents/kWh
 - Standard: 7.287 cents/kWh

ESTIMATED ELIGIBLE CORTLANDT SUPPLY CUSTOMERS

	Con Ed Accts
Residential	11,471
Small Commercial	838
Total Eligible Participants	12,309
Typical opt-out/attrition	15%
Projected count after attrition	10,462

From NYSERDA's Universal Energy Registry - <https://utilityregistry.org/>
(2020 data)

PATH TO ELECTRIC SUPPLY PARTICIPATION

- **CCA Enabling Law Passed (Done!)**
 - Asserts municipal authority to establish a Community Choice Aggregation program
- **Public Outreach**
 - Public information sessions, social media postings, municipal email blasts, press
- **PSC (Dept. of Public Service) approval**
 - Sustainable Westchester submits law and outreach records to DPS
 - DPS approval to participate
- **Contract (no commitment until this point)**
 - Scenarios follow

PATH TO ELECTRIC SUPPLY PARTICIPATION

<u>Wks</u>	<u>Milestones (5 to 6 month process with required steps)</u>
0	Enabling Law - Done!
9	Outreach - 2 months minimum ending on circa July 25
1-2	DPS Approval - Aug 8 at latest (able to enter into service agreements at this point)
4	Execute service agreement (depending on bid scenario) to notification mailing - Sep 5
5	Opt-out period - Oct 10
2	Individuals begin service - Nov 1
22	<i>[~ 5 months]</i>

CONTRACT TIMING/SCENARIOS

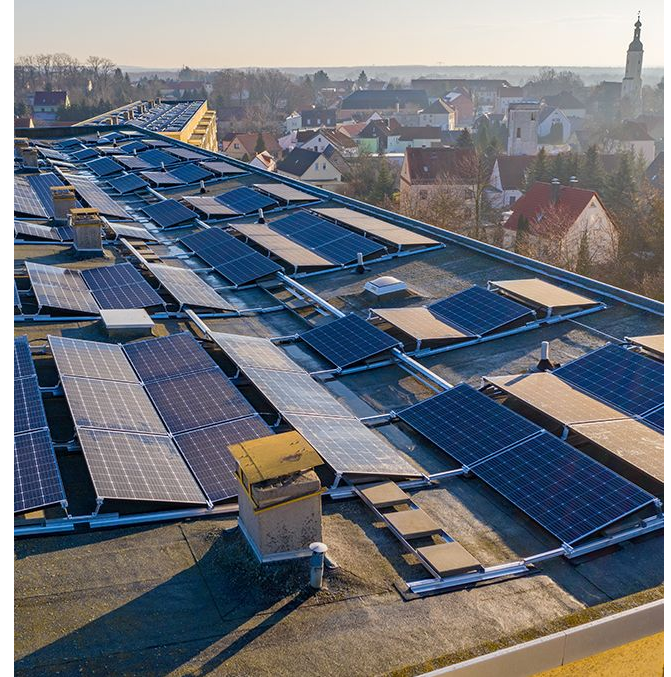
With current market volatility, our auction for the next long-term contract could move up. If that happens, Cortlandt's proceeding has 3 scenarios:

- a. Cortlandt aligns with large Con Edison aggregation auction and Cortlandt participates with that group.
- b. Cortlandt misses the large Con Edison auction, but ESCO allows them to join the aggregation after the auction.
- c. Cortlandt misses large aggregation and WP holds a separate auction and contracting process (similar to 2022 Yonkers situation)

WESTCHESTER POWER: SOLAR CREDIT OFFERING

Westchester Power Solar Credit Offering

- A community shared renewables offering in which access to **solar credits (monetary savings)** are provided to eligible participants on an **opt-out basis**.
- **Supports local Solar projects**
- Prioritizes the delivery of the solar credit savings to **LMI households** and is **available to Assistance Program Participants (APPs)**
- **Enrollment will begin with this APP households across municipalities that participate in the offering**
- NYS Public Service Commission is reviewing the our implementation plan which we hope will be approved this summer
- We hope to roll out the offering in Q4 2022, with the first cohort of eligible residents seeing savings on utility bills by early 2023

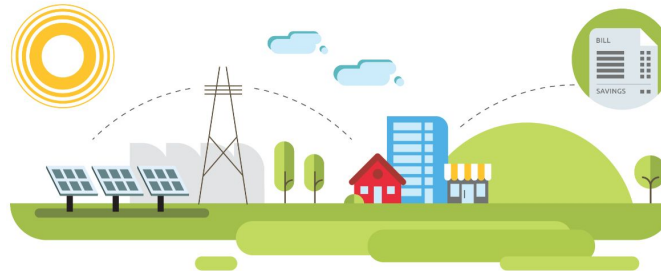


Is the Solar Credit offering compatible with the Electricity Supply offering?

- **YES!** Per the PSC, eligible customers may participate in both offerings, except for Assistance Program Participants (APP), who are not eligible to participate in the fixed-rate Electricity Supply offering and only eligible for the guaranteed savings of the Solar Credit offering.

How does the Solar Credit offering work?

- Sustainable Westchester will perform **robust phased outreach**, starting Q4 2022
- We will send **notification letters to eligible APP households in cohorts** based on available solar project capacity
- Residents will have a **30-day window** to opt out before being automatically enrolled
- Participants that do not opt-out will be matched with a specific solar farm
- They will receive **guaranteed solar credit savings** on their electricity bill each month
- The amount of solar credit savings participants receive are dependent on the value of the solar energy produced by their share of the solar farm each month



Why are Assistance Program Participants a priority to receive the benefits of the Solar Credit offering?

- APP households face the highest burden of energy costs and, therefore, have the highest need for any savings flowing from New York's transition to clean energy
- Once we have completed enrollment of the APP customer group, we will enroll other low-to-moderate-income households in disadvantaged communities (DACs) not enrolled in the utility's low-income assistance program
- Third, we will enroll small business customers located in and serving disadvantaged communities
- As we acquire further solar capacity, the Solar Credit offering will be rolled out to include additional Westchester Power electricity supply residents and small businesses beyond the disadvantaged communities



Estimated number of Assistance Program Participants

- We estimate over 500 APP households in the Town of Cortlandt
- County-wide we estimate there are 30,000 APP households

Note: Estimates derived using US Census American Community Survey 2019, 5-Year Estimates for the number of Households with Food Stamp/SNAP benefits in the past 12 months.

Prioritization of Assistance Program Participants households

- We will aim to **enroll all APP across all municipalities participating in the Solar Credit offering before moving to the next customer group**
- As we contract for solar capacity with solar developers for the Solar Credit offering, and those individual projects come online, **we will enroll APP households by census tracts in cohorts** over the course of 2023 and beyond.
- First, we will **prioritize census tracts designated as disadvantaged communities (DACs) with the highest Statewide Combined Percentile Rank.**
 - This percentile is a combined rank that takes into account Environmental and Climate Change Burdens and Risks and Population Characteristics and Health Vulnerabilities. When a combined rank is not available we will use the burden rank.
- After that, we will prioritize **non-DAC designated census tracts with the lowest Area Median Household Income.**



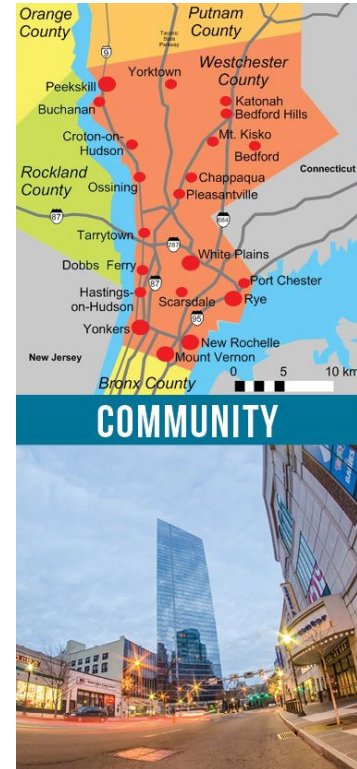
Benefits of Solar Credit offering to households

- **Save of up to 10% on electricity bills!** Potentially provide 30,000+ APP households with about \$62 million in savings over 20 years, or about **\$9 a month** for an average APP household
- **Support a local solar farm!** Participation provides support to local solar farms that generates clean energy that provides solar credits benefits, decreases fossil fuel use, and improves long-term air quality.
- **Remain enrolled in Utility assistance program!** When eligible participants receive **solar credits**, this has **no impact** on their current assistance program benefits.
- **Keep preferred electricity supplier**
- **Use power to choose.** Eligible participants may choose to participate by doing nothing or opt out.
- **Cancel anytime without penalty**



Benefits of Solar Credit offering for communities

- Promotes climate justice
- Strengthens local economies with retained savings
- Stimulates and accelerates local renewable energy development at scale and green jobs
- Lowers air pollution from fossil fuel-related energy generation
- Advances several Reforming the Energy Vision and Climate Leadership and Community Protection Act goals



Our support

- **Community outreach** – virtual and in-person (as available) community information sessions
- **Collateral material** (to include newsletter content, social media, flyers, etc.)
- **Notification letter** sent directly to eligible residents and small businesses to include program offerings, opt-out option and resources links
- **Customer service** – Monday through Friday, 9am to 5pm (phone calls and emails)
- Support for residents with **Spanish-speaking materials and customer service**



Next steps

1. **Municipalities** that wish to make the Solar Credit offering available to their eligible residents must:

- **Adopt Updated Enabling Law:** The PSC requires that participating municipalities adopt specific language adopting the Solar Credit offering.
 - We sent you the template of the new enabling law
- **Sign the Administration Agreement:** To enable the Solar Credit offering for your constituents, your municipality must execute the Administration Agreement.
 - We will circulate the Administration Agreement for your review upon final approval of our implementation plan by the PSC.

2. **After the enabling law is adopted, Sustainable Westchester starts targeted community outreach**

- For NYS approval of municipal participation we must submit:
 - a copy of the updated enabling law,
 - evidence of at least 2 months of outreach and education post adoption of the enabling law, and
 - a sample notification letter.



SUSTAINABLE WESTCHESTER

Electricity Supply offering:

Nick Tedrow, Westchester Power Operations Manager

Nick@sustainablewestchester.org

914-242-4725 x 118

Solar Credit offering:

Leo Wiegman, Director of Solar Programs

Leo@sustainablewestchester.org

914-242-4725 x 116