

# Westchester Power 2019

Choice Aggregation program  
contract renewal



## The Basics

Westchester Power is a community bulk electricity purchasing program which replaces the utility as default.

Energy only: Utility still does billing, provides all infrastructure (transmission and delivery).

Opt-out format: Residents & small businesses are in unless they opt out (by phone or web) or have previously opted out.

## Quick Update

- Addition of City of Rye (notification is arriving in mailboxes) brings to 25 from original 20 municipalities at 2016 launch.
- NYSEG towns: Bedford, Lewisboro, North Salem, Pound Ridge & Somers.
- Westchester Power serves about 100,000+ customers overall and approx. 12,000 of those are in NYSEG territory.
- New 2019 Con Ed contract in effect from Jan 1.
- Current NYSEG contract ends April 30, 2019

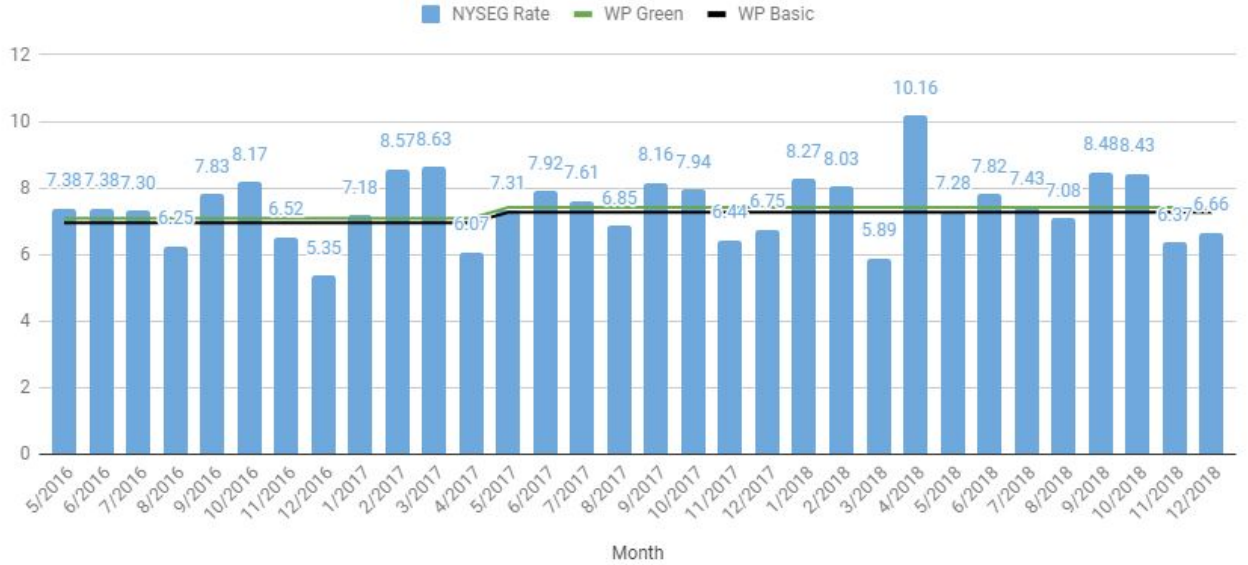
## Renewal Timeline

Activity	✓	Dys	1/7	1/14	1/21	1/28	2/4	2/11	2/18	2/25	3/3	3/10	3/17	3/24	3/31	4/7	4/14	4/21	4/28	5/5	5/12	5/19	5/26
Towns sign MOU																							
RFP		19	Issued ---->				2/1		2/20	<--- Due/Evaluation													
Contracts signed by munis		3							2/21														
Post contract public mtgs		10								2/25													
Notification letters mailed		5									3/9												
Opt out period		30										3/14											
Rolling enroll on read date																			5/1	->			

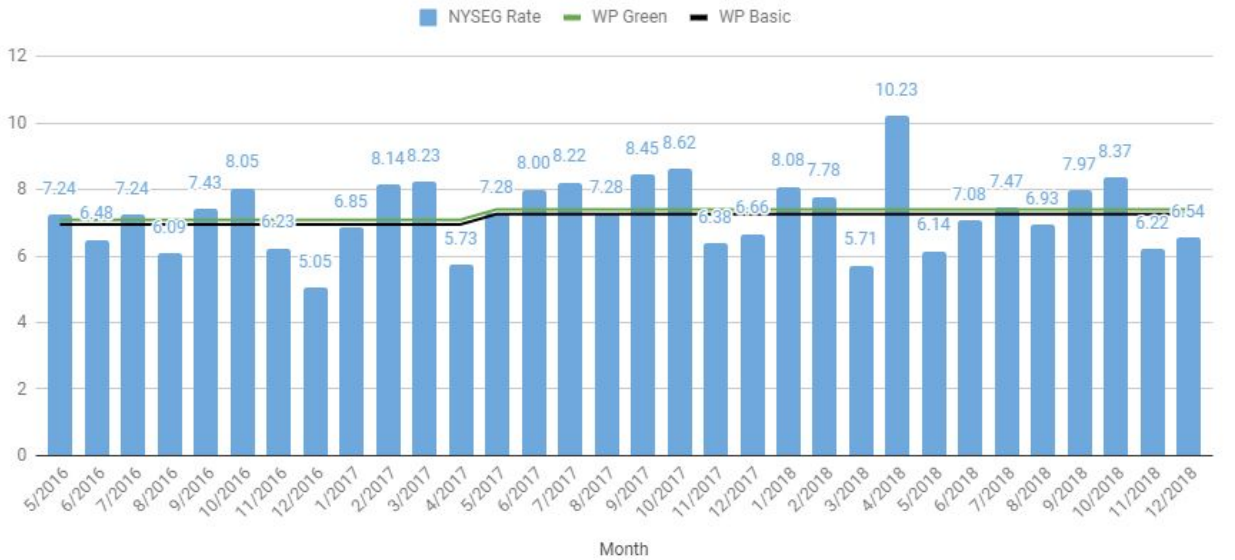
### Municipal actions:

1. Sign MOU by January 30
2. Select supply type (standard or green), authorized contract signing, by February 20
3. Sign contract by February 25

### Rate Comparison: NYSEG vs. WP



### Commercial Rate Comparison: NYSEG vs. WP



## NYSEG Territory Results To Date

- **\$2.9 million saved**
- **357 million kilowatt-hours served**
- **43,409 tons of carbon dioxide avoided,**  
**...which is equivalent to:**
  - 9,216 cars taken off the road for a year, OR
  - 4.8 million gallons of gasoline offset, OR
  - 9.2 wind turbines running for a year.

## Measuring Performance: 3 Types of Savings

1. **Supply Savings:** The difference between NYSEG's variable rate that month and Westchester Power's fixed rate. Calculated on a per kWh basis.
2. **Sales Tax Avoidance:** Both residential and commercial accounts are exempt from some portion of sales tax on the delivery portion of their bill (~11 cents per kWh). In most cases, this is 3% for residential and 7.375% for small commercial accounts.
3. **Billing Issuance Charge:** When in the CCA, each customer avoids a \$0.89/mo billing charge.

## Program Performance - Lewisboro Residential

	Usage (kWh)	CO2 Avoided	Supply Savings	Sales Tax Avoidance Savings	Bill Issuance Charge Savings	Total Savings
Standard Supply	82,408,758	0	\$139,105	\$279,477	\$74,903	\$493,484
Renewable Supply	2,085,174	629	\$2,194	\$6,881	\$1,374	\$10,449
<b>Total</b>	<b>84,493,932</b>	<b>629</b>	<b>\$141,299</b>	<b>\$286,358</b>	<b>\$76,277</b>	<b>\$503,933</b>

## Program Performance - Lewisboro Commercial

	Usage (kWh)	CO2 Avoided	Supply Savings	Sales Tax Avoidance Savings	Bill Issuance Charge Savings	Total Savings
Standard Supply	1,829,734	0	\$4,196	\$14,844	\$5,089	\$24,129
Renewable Supply	24,708	7	\$37	\$200	\$148	\$385
<b>Total</b>	<b>1,854,442</b>	<b>7</b>	<b>4,233</b>	<b>15,044</b>	<b>5,237</b>	<b>24,514</b>

## Program Performance - Acct Averages

	Average monthly savings per account		If Lewisboro had selected renewable default	
	Residential	Commercial	Residential	Commercial
Standard	\$8.02	\$5.66	\$11.64	\$3.27
Renewable	\$9.03	\$3.00	\$6.04	\$5.08

## Program Counts

October snapshot - 2334 accts

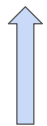
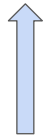
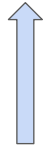
	Acct Ct Residential	Acct Ct Commercial
Standard	2,147	144
Renewable	40	3

Retention since launch

$$2334 / 4313 = 54\%$$

## Triangulating Pricing Trends: Residential Rates

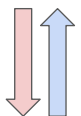
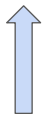
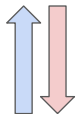
	Unweighted Average in Cents	Weighted Average in Cents
2016	6.98	Not enough data
2017	7.21	7.24
2018*	7.60	7.62
3 Prev Cal Years	7.26	Not enough data
2 Prev Cal Years*	7.40	7.43
36MoTrailing	7.35	Not enough data
24MoTrailing (11/16 - 10/18)	7.34	7.38
12MoTrailing (11/17 - 10/18)	7.58	7.58



\*With estimated December  
2018 usage

## Triangulating Pricing Trends: Commercial Rates

	Unweighted Average in Cents	Weighted Average in Cents
2016	7.03	Not enough data
2017	7.49	7.47
2018	7.38	7.44
3 Prev Cal Years	7.30	Not enough data
2 Prev Cal Years	7.43	7.46
36MoTrailing	7.41	Not enough data
24MoTrailing	7.37	7.46
12MoTrailing	7.40	7.42



\*With estimated December  
2018 usage

## Indicative Pricing

Contract Length (in Months)	12	24	36
Indicative Pricing (in Cents)	6.85	6.9	6.99

## Renewable Energy

Westchester Power procures renewable energy via renewable energy certificates (RECs). These represent the benefits of the renewable nature of the power, separate from the actual power (electrons).

The CCA is required to purchase NY RECs, and the best pricing currently is for hydro power. The Con Ed solicitation came in at 0.25 cents/kWh.



## Recommended Pricing Targets

REC Type	Indicative Price	RECs	Total
Indicative price - 24 mo	6.90	0.3	7.20
Indicative price - 36 mo	6.99	0.3	7.29
12 month NYSEG (Res)			7.58
24 month NYSEG (Res)			7.38
12 month NYSEG (Coml)			7.42
24 month NYSEG (Coml)			7.46

**Thanks!**