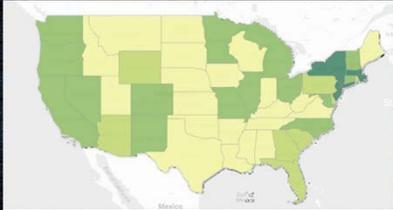


Community Choice Aggregation in the Genesee/Finger Lakes Region




Genesee/Finger Lakes Regional Local Government Workshop
November 16, 2016
Glenn Weinberg
Director, Community Energy Programs

II SR INSTITUTIONAL INVESTORS' SURVEILLANCE REPORT **New York Leads on State Energy Policy**



State Community Power Score:
0 to 9
10 to 18
19 to 27
28+

2016 ILSR assessment of community energy policy, renewable projects, and programs by state
New York ranks 2nd in U.S.

JOULE COMMUNITY POWER

First-of-its-kind policies empower communities to drive revolution in energy markets and technologies

Reforming the Energy Vision (REV): regulatory framework implemented by Governor Cuomo and state regulators in 2015. Replacing the antiquated, inefficient power grid with resilient decentralized systems fueled by clean energy and competitive consumer-driven markets

Community Choice Aggregation (CCA): core REV-enabling policy, issued April 2016, that empowers a city, town, or village to function as a single buyer of energy on behalf of its residents and businesses, unlocking untapped market value streams, and driving the development of local energy resources that keep energy dollars in the community



Community Choice Aggregation (CCA): Swiss Army Knife Energy Policy

A single tool with multiple applications:

- Give small customers market clout
- Achieve **local** clean energy goals
- Declare **local** energy independence



CCA relocates authority to designate default energy supplier(s) *from the state to your city, town, or village*



Delivery of energy, as well as ownership & maintenance of infrastructure remains responsibility of regulated monopoly (utility)



Empower Consumers with CCA

- Deliver value, local economic growth
 - Keep energy dollars in the community*
 - No cost to municipality; operations funded by suppliers*
- Consumer protection
 - Against bait-and-switch ESCO teaser rates, "slamming"*
- Invert market leverage, lower utility bills
 - Community drafts contract, not supplier*
- Secure long-term fixed rates
 - Insulate consumers from market volatility*
 - Create an asset to capitalize on that volatility*
- Sustainable energy for future generations
 - Local renewables, distributed energy architecture, efficiency*



Local Partnership Model

Phase I: Convening and Planning. Municipality selects CCA Administrator (Joule) and Organizer (RPCC), who cooperate to build consensus on program priorities and structure amongst all participating communities, draft CCA Enabling Legislation, hold informational meetings with municipal officials, prepare and distribute educational materials.

Phase II: Design and Implementation. Administrator takes lead on legal & regulatory requirements, operations, supplier relations, data collection & analysis, RFP preparation & bid evaluation; Organizer works with Municipality on public outreach and education campaign, program notification letter.

Phase III: Post-launch. Organizer takes lead on local staffing and operations, customer service, program expansion, strategic integrations; Administrator provides consulting, support on LER planning, grant writing, program data analysis, information sharing from other programs.

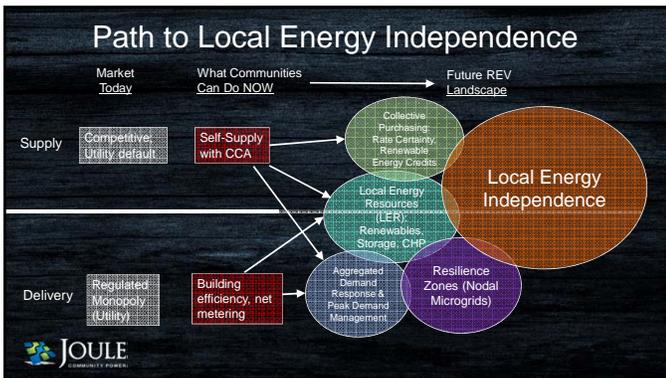
Define Your Energy Future

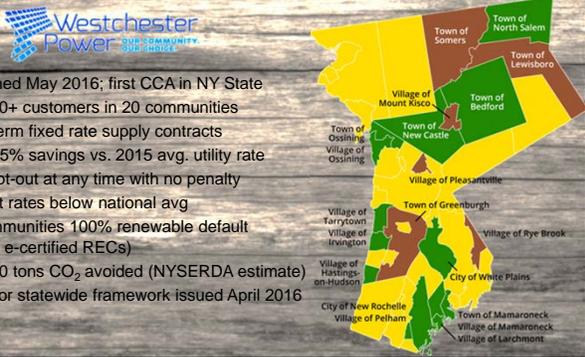
Reforming the Energy Vision (REV) forces utilities to create new markets and find revenue streams that depart from the traditional ratemaking model

We help communities seize the opportunities from this transition and achieve clean energy goals through CCA-enabled initiatives

New Utility Revenue Stream	CCA-enabled Community Initiatives
Peak demand management	Peak Power Hour (behavioral curtailment) Community storage Electric vehicle fleets
Energy efficiency	Community demand response Financed smart thermostat & hot water heater installations PACE residential financing
Renewable energy integration	Community solar Community resilience microgrids
Community engagement	All of the above

* Initiatives in red indicate those Joule feels are high-priority and can have robust and immediate impact





Westchester Power
FOR COMMUNITY CHOICE

- Launched May 2016; first CCA in NY State
- 107,000+ customers in 20 communities
- Long-term fixed rate supply contracts
- 5.5-10.5% savings vs. 2015 avg. utility rate
- Free opt-out at any time with no penalty
- Opt-out rates below national avg
- 14 communities 100% renewable default (Green e-certified RECs)
- 300,000 tons CO₂ avoided (NYSERDA estimate)
- Basis for statewide framework issued April 2016

Lessons Learned & Best Practices

- Need for expanded utility data (e.g. feeder-level data, grid maps)
- Seamless transition for special rate classes, billing programs
- Consistent communication with officials and local press
- Communities need mechanism to make collaborative decisions
- Increased scrutiny on utility communications and policies
- Local/private partnership ideal administration model
- Communities must have final say on all communications
- 100% renewable supply at or below utility rate is viable
- Must value LER in the supply contract

Joule Community Power

More than commodity procurement
We work with communities to develop community energy economies: local renewable generation, efficiency and demand management programs, and resilience zones (microgrids)

NYS experience
Joule is responsible for design and implementation of Westchester Power, New York's first and only operational CCA

Local partnership
We are compensated openly and transparently from the value we create. No upfront costs or hourly fees

Proprietary tools
We've developed rich databases, dynamic mapping software, innovative contract structures, and financial instruments designed to support communities in reaching clean energy goals





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