

Annual Report Calendar Year 2016

For

Westchester Power

Community Choice Aggregation Program



A Program of Sustainable Westchester
55 Maple Ave
Mount Kisco NY, 10549
(914) 242-4725

Westchester Power 2016 Annual Report

Commission Order	3
Opt outs	3
Opt Outs, CCA	3
Opt Outs, NYSEG Territory	3
Opt Outs, Con Ed Territory	4
Customers Cancelled During Period	4
Overall Attrition	5
Account Counts by Month – NYSEG Territory	5
Account Counts by Month - Con Ed Territory	5
Usage During Reporting Period - Con Ed Territory	6
Usage During Reporting Period - NYSEG Territory	7
Commodity Prices Paid	7
CCA Residential Prices Vs Utility Rates - NYSEG Territory	8
CCA Residential Prices Vs Utility Rates - Con Ed Territory	8
CCA Commercial Prices Vs Utility Rates - NYSEG Territory	9
CCA Commercial Prices Vs Utility Rates - Con Ed Territory	9
Average Account Savings/Loss vs Utility	10
Savings/Loss – NYSEG Territory	10
Savings/Loss – Con Ed Territory	10
Value-added Services	11
Contract Renewal	11
Administrative Costs Collected - 2016 Program Financials	11



A Program of Sustainable Westchester
55 Maple Ave
Mount Kisco NY, 10549
(914) 242-4725

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 2016 from launch in April through the end of the year.

Opt outs

Opt outs during the initial load in April 2016 in NYSEG territory averaged 13.7%, vs. 4.9% in Con Ed territory for an average of 6.3% overall for the CCA..

Opt Outs, CCA

	Orig Load	Opt Out	Remain-ing	Opt Out%
Westchester Power	113,683	7,210	106,473	6.3%

Opt Outs, NYSEG Territory

	Orig Load	Opt Out	Remain-ing	Opt Out%
Town of Bedford	5,309	888	4,421	16.7%
Town of Lewisboro	4,313	512	3,801	11.9%
Town of North Salem	1,976	210	1,766	10.6%
Town of Somers	7,475	1,005	6,470	13.4%
Totals NYSEG	19,073	2,615	16,458	13.7%



A Program of Sustainable Westchester
55 Maple Ave
Mount Kisco NY, 10549
(914) 242-4725

Opt Outs, Con Ed Territory

	Orig Load	Opt Out	Remain-ing	Opt Out%
City of New Rochelle	20,943	1161	19,782	5.5%
City of White Plains	17,066	955	16,111	5.6%
Town of Bedford	682	38	644	5.6%
Town of Greenburgh	12,901	591	12,310	4.6%
Town of Mamaroneck	4,124	163	3,961	4.0%
Town of New Castle	5,014	151	4,863	3.0%
Town of Ossining	1,689	89	1,600	5.3%
Village of Hastings-on-Hudson	2,547	117	2,430	4.6%
Village of Irvington-on-Hudson	1,986	85	1,901	4.3%
Village of Larchmont	1,519	51	1,468	3.4%
Village of Mamaroneck	6,417	326	6,091	5.1%
Village of Mount Kisco	3,275	144	3,131	4.4%
Village of Ossining	6,608	278	6,330	4.2%
Village of Pelham	582	24	558	4.1%
Village of Pleasantville	2,405	137	2,268	5.7%
Village of Rye Brook	2,834	118	2,716	4.2%
Village of Tarrytown	4,018	167	3,851	4.2%
Totals Con Ed	94,610	4,595	90,015	4.9%

Customers Cancelled During Period

The most important factor in the loss of accounts was the comparative advantage of NYSEG day/night (TOU) rates.



A Program of Sustainable Westchester
 55 Maple Ave
 Mount Kisco NY, 10549
 (914) 242-4725

Overall Attrition

	Orig Load	Remaining	Attrition Thru Dec
Westchester Power	113,101	86,727	23.3%

Account Counts by Month – NYSEG Territory

	Orig. Load	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Attrition Thru Dec
Town of Bedford	5,309	2,995	3,456	3,291	3,261	3,136	3,098	3,020	43.1%
Town of Lewisboro	4,313	1,375	2,715	2,674	2,592	2,577	2,504	2,480	42.5%
Town of North Salem	1,976	19	1,443	1,456	1,382	1,391	1,332	1,350	31.7%
Town of Somers	7,475	2,591	4,895	4,761	4,614	4,488	4,409	4,341	41.9%
Total NYSEG	19,073	6,980	12,509	12,182	11,849	11,592	11,343	11,191	41.3%

Account Counts by Month - Con Ed Territory

Municipality	Orig. Load	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Attrition Thru Dec
City of New Rochelle	20,943	17,760	17,772	17,444	16,988	15,898	16,265	16,148	22.9%
City of White Plains	17,066	12,785	14,578	14,301	14,034	13,259	13,611	13,424	21.3%
Town of Bedford	682	600	585	588	578	566	570	563	17.4%
Town of Greenburgh	12,901	10,743	11,209	11,650	10,819	10,365	9,915	10,479	18.8%
Town of Mamaroneck	4,124	3,779	3,741	3,677	3,603	3,471	3,541	3,496	15.2%
Town of Newcastle	5,014	4,603	4,573	4,514	4,470	4,325	4,382	4,356	13.1%
Town of Ossining	1,689	1,515	1,480	1,468	1,464	1,423	1,430	1,426	15.6%
Village of Hastings	2,547	2,206	2,285	2,267	2,238	2,169	2,204	2,212	13.2%
Village of Irvington	1,986	1,848	1,790	1,772	1,763	1,713	1,721	1,710	13.9%
Village of Larchmont	1,519	1,371	1,374	1,377	1,335	1,290	1,289	1,311	13.7%

Municipality	Orig. Load	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Attrition Thru Dec
Vill. of Mamaroneck	6,417	5,665	5,547	5,405	5,209	4,955	5,052	5,016	21.8%
Village of Mount Kisco	3,275	2,890	2,863	2,787	2,740	2,597	2,667	2,628	19.8%
Village of Ossining	6,608	5,873	5,726	5,584	5,480	5,066	5,248	5,140	22.2%
Village of Pelham*	582	517	516	510	502	2,638	495	8,798	-1411.7%
Vill. of Pleasantville	2,405	1,916	618	3,809	2,065	1,987	392	2,005	16.6%
Village of Rye Brook	2,834	2,587	2,541	2,513	2,477	2,390	2,416	2,402	15.2%
Village of Tarrytown	4,018	3,640	3,530	3,478	3,388	3,195	3,279	3,220	19.9%
Grand Total	94,610	80,298	80,728	83,144	79,153	77,307	74,477	84,334	10.9%
Total w/o Pelham	94,028	79,781	80,212	82,634	78,651	74,669	73,982	75,536	19.7%

* In the initial load, the “North Pelham” of Pelham was left out of the dataset by Con Ed because their coding identified it as a separate and non-participating municipality. These jumps in counts represent adjustments via cancel-rebill.

Usage During Reporting Period - Con Ed Territory

Municipality	Total Usage
City of New Rochelle	76,162,583
City of White Plains	53,544,482
Town of Bedford	7,495,568
Town of Greenburgh	57,189,643
Town of Mamaroneck	23,439,986
Town of Newcastle	41,037,355
Town of Ossining	8,047,008
Village of Hastings On Hudson	9,794,508
Village of Irvington	11,388,523

Municipality	Total Usage
Village of Larchmont	10,164,391
Village of Mamaroneck	26,255,113
Village of Mount Kisco	11,276,679
Village of Ossining	19,946,924
Village of Pelham	9,954,164
Village of Pleasantville	8,480,553
Village of Rye Brook	16,464,161
Village of Tarrytown	13,039,819
Grand Total	403,681,460

Usage During Reporting Period - NYSEG Territory

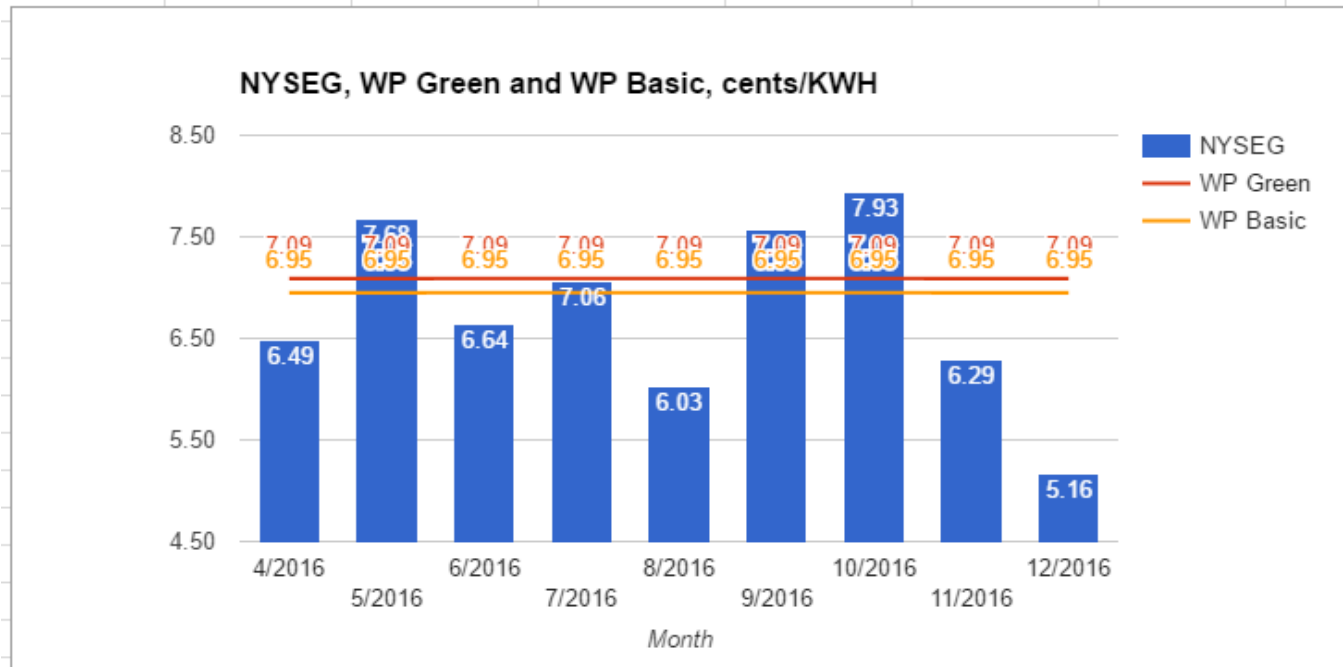
Municipality	Total Usage
Town of Bedford	28,665,685
Town of Lewisboro	22,137,189
Town of North Salem	10,205,474
Town of Somers	33,646,378
Total NYSEG	94,654,727

Commodity Prices Paid

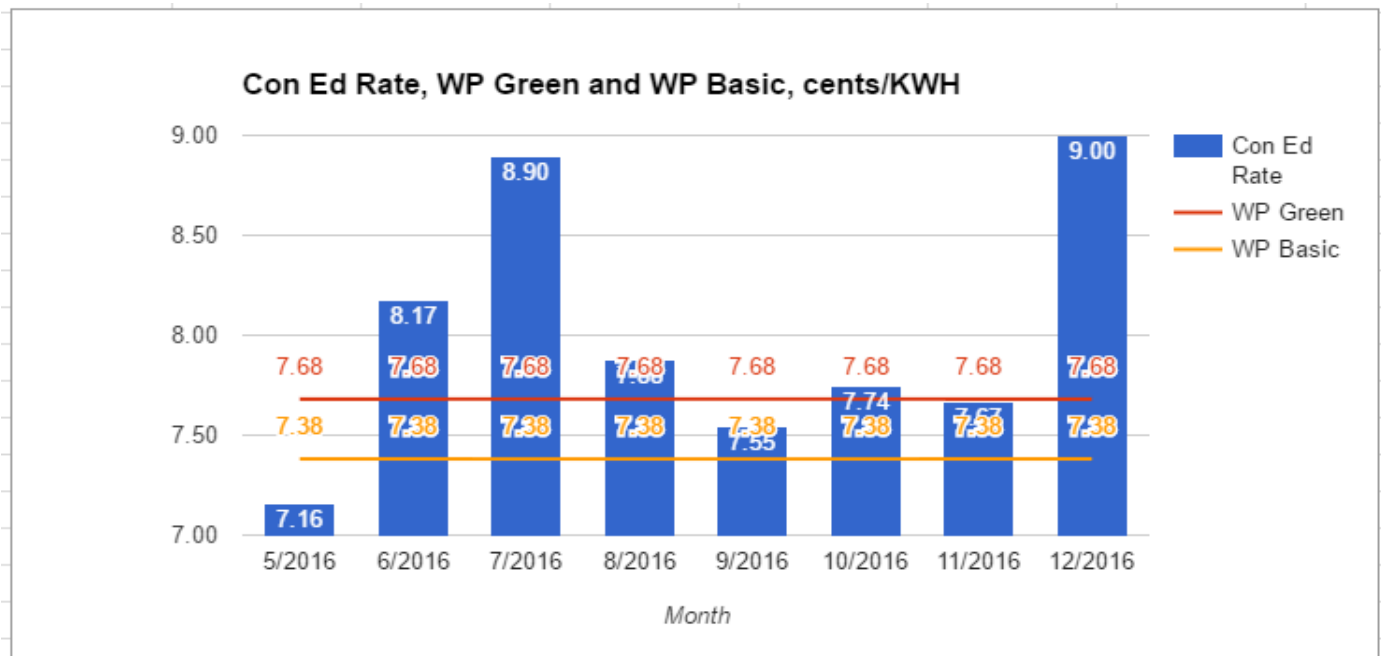


A Program of Sustainable Westchester
55 Maple Ave
Mount Kisco NY, 10549
(914) 242-4725

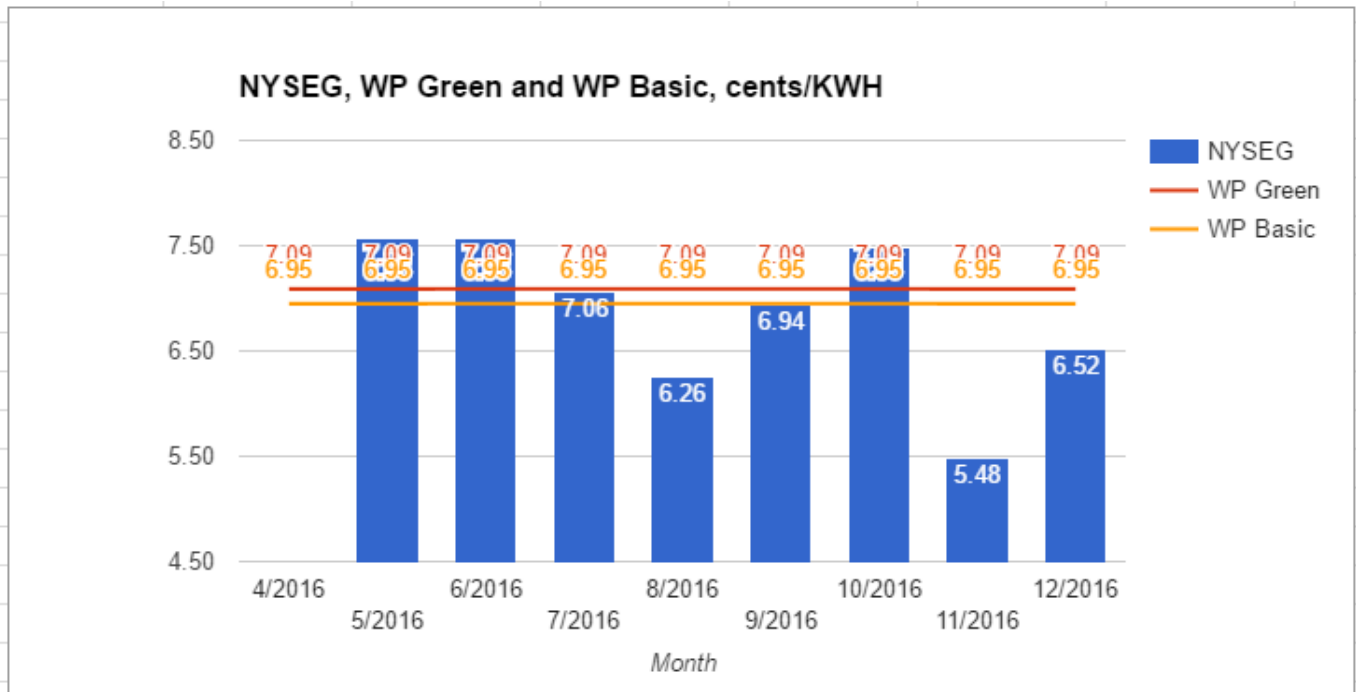
CCA Residential Prices Vs Utility Rates - NYSEG Territory



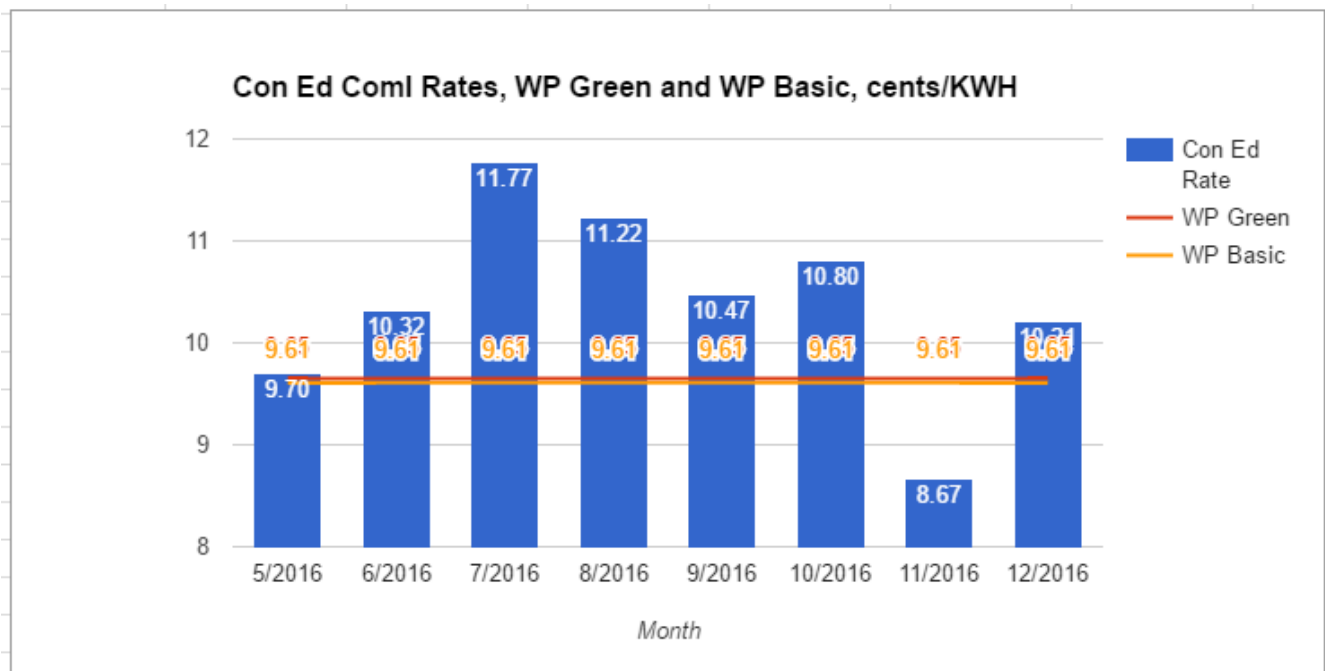
CCA Residential Prices Vs Utility Rates - Con Ed Territory



CCA Commercial Prices Vs Utility Rates - NYSEG Territory



CCA Commercial Prices Vs Utility Rates - Con Ed Territory



Average Account Savings/Loss vs Utility

Note – these are approximate figures, based on total kWh and average rates. Exact figures based on individual accounts may differ somewhat. We are working on putting in place the capacity to analyze at that level.

Savings/Loss – NYSEG Territory

The fixed price CCA contract has been higher than NYSEG utility rates during this period, on average by a total for the period of approximately \$22.

Mon	RateAvg	MFC	Total Price To Compare	Vs Std Supply	Vs Green Supply	KWH	Svgs(Loss) Green basis	Svgs(Loss) Std Basis	Weighted @ .12 grn
May	0.071596	0.005198	0.076794	0.007294	0.005944	-- Enrolling --			
Jun	0.061465	0.004973	0.066438	-0.003062	-0.004412	6,912,723	\$ (30,497)	\$ (21,165)	\$ (22,284)
Jul	0.066235	0.004397	0.070632	0.001132	-0.000218	15,044,789	\$ (3,275)	\$ 17,036	\$ 14,598
Aug	0.055790	0.004528	0.060318	-0.009182	-0.010532	16,039,812	\$ (168,939)	\$(147,285)	\$(149,884)
Sep	0.071477	0.004277	0.075754	0.006254	0.004904	14,617,002	\$ 71,678	\$ 91,411	\$ 89,043
Oct	0.074924	0.004420	0.079344	0.009844	0.008494	10,377,933	\$ 88,148	\$ 102,158	\$ 100,477
Nov	0.058606	0.004326	0.062932	-0.006568	-0.007918	11,804,260	\$ (93,462)	\$ (77,526)	\$ (79,439)
Dec	0.047146	0.004458	0.051604	-0.017896	-0.019246	12,256,058	\$ (235,883)	\$(219,338)	\$(221,323)
Total savings (loss)							\$ (372,231)	\$(254,710)	\$(268,812)
Per Acct @ approx 12,000									\$ (22.40)
Per Month @ 7 months									\$ (3.20)

Savings/Loss – Con Ed Territory

CCA fixed rates saved residents an average of approximately \$26 during the period.

Mon	Avg Mkt Supply	Avg Addl Chgs SC1	Total Price To Compare	Vs Std Supply	Vs Green Supply	KWH	Svgs(Loss) Green basis	Svgs(Loss) Std Basis	Weighted @ .7 gm
May	0.0586274	0.0129862	0.0716136	-0.0021964	-0.0051964	-- Enrolling --			
Jun	0.0663510	0.0153632	0.0817142	0.0079042	0.0049042	49,947,927	244,957	394,801	289,910
Jul	0.0725084	0.0164490	0.0889573	0.0151473	0.0121473	64,520,115	783,746	977,307	841,814
Aug	0.0673952	0.0113915	0.0787868	0.0049768	0.0019768	79,609,120	157,369	396,196	229,017
Sep	0.0605079	0.0149642	0.0754721	0.0016621	-0.0013379	71,151,936	(95,195)	118,261	(31,158)
Oct	0.0515318	0.0259013	0.0774330	0.0036230	0.0006230	45,608,263	28,415	165,240	69,463
Nov	0.0476240	0.0290701	0.0766941	0.0028841	-0.0001159	37,081,982	(4,299)	106,947	29,075
Dec	0.0667433	0.0219371	0.0886804	0.0148704	0.0118704	51,913,082	616,231	771,970	662,953
Total savings/(loss) in Con Ed area:							1,731,224	2,930,721	2,091,073
Per account @ approx 80,000							21.64	36.63	26.14
Per month							3.09	5.23	3.73



A Program of Sustainable Westchester
 55 Maple Ave
 Mount Kisco NY, 10549
 (914) 242-4725

Value-added Services

During the 2016 calendar year, Westchester Power began exploring ways to promote DER opportunities to municipalities and residents. This is starting to take shape now in 2017 and we have initially sounded the DPS regarding our approach and committed to continued updates, one of which will be forthcoming shortly.

Contract Renewal

The Contract for the Con Ed utility territory ends in April 2018. We will be working with Sustainable Westchester municipalities in the territory, both current Westchester Power participants and those who have not yet signed on, to ramp up outreach over the next months so that they will be in a position to consider and act on renewal around the end of the year. Part of that dialogue will include introduction to potential format modifications and enhancements to the next contract, with the goal of incorporating the consensus results in to it.

Administrative Costs Collected - 2016 Program Financials

140 Community Choice Aggregation	
Revenue	
5111 Constellation FlashMX Energy	82,363.22
5112 ConEd Solutions	311,016.60
Total 5110 Westchester Program	\$ 393,379.82
Expenditures	
7200 Salaries & Related Expenses	
7210 Salaries & Wages	103,520.39
7230 Bonus	2,100.00
7240 Payroll Taxes, etc.	10,664.43
7250 7250 Payroll Service Fees	
Total 7200 Salaries & Related Expenses	\$ 116,284.82
7500 Contract Service Expenses	
7520 Accounting Fees	3,783.32
Total 7500 Contract Service Expenses	\$ 3,783.32
8100 Nonpersonnel Expenses	
8110 Supplies	2,141.33



A Program of Sustainable Westchester
55 Maple Ave
Mount Kisco NY, 10549
(914) 242-4725

8130 Telephone & Telecommunications	485.83
8150 Office Cleaning Services	235.27
8160 Computer Software & Hardware	413.22
8170 Printing & Copying	30.00
8180 Books, Subscriptions, References	76.54
8190 Internet/ Web/ Hosting Fees	
Total 8100 Nonpersonnel Expenses	\$ 3,382.19
8200 Facility & Equipment Expenses	
8210 Rent Expenses	9,046.00
Total 8200 Facility & Equipment Expenses	\$ 9,046.00
8300 Travel & Meetings Expenses	
8310 Transportation	133.75
8320 Meals	391.34
8350 Conferences, Conventions, Meetings	245.00
Total 8300 Travel & Meetings Expenses	\$ 770.09
8500 Other Expenses	
8505 Acquisition Expenses	9,459.31
8520 Insurance - Non-Employee Related	3,213.68
8530 Membership Dues - Organization	145.00
8555 Filing Fees	60.00
8570 Outreach & Program Expense	22,417.22
8590 Other Expenses	1,600.00
Total 8500 Other Expenses	\$ 36,895.21
Total Expenditures	\$ 170,161.63
Net Revenue	\$ 223,218.19