



Michelle Phillips
Secretary to the Commission
New York State Public Service Commission
Empire State Plaza
Agency Building 3
Albany, NY 12223-1350

April 7, 2024

RE: Case 12-M-0476: Proceeding on Motion of the Commission to Assess Certain Aspects of the Residential and Small Non-residential Retail Energy Markets in New York State.

Dear Secretary Phillips:

With respect to the above referenced Case 12-M-0476, Zone One Energy LLC hereby submits this petition to the Commission to consider granting an extension to the waiver that Zone One Energy currently possesses so that it can continue serving APP customers in the State of New York.

Zone One Energy LLC has been providing New York City and Westchester electric customers with a guaranteed savings product since the company first started selling electric supply in February 2015. Beneficiaries of this product include customers of varying sizes and types, including small residential and business accounts, religious institutions, apartment buildings, large office complexes and healthcare providers. We offer a user-friendly product where the customer can cancel their contract with Zone One at any time, and for any reason, without forfeiture of their savings guarantee or the assessment of a financial penalty or early termination charge. Our customers are provided with a web-portal where they can track their usage, billing and savings metrics. Zone One Energy also places a tremendous emphasis on customer service and is very proud of the fact that there have been no upheld complaints filed against it with the Public Service Commission.

The savings that Zone One Energy provides are based on applying a discount to what the customer would have paid had it purchased its electric supply under bundled service from the utility. The discount is contractually specified as a percent reduction, and will vary from account to account based upon service classification and other associated factors. As such, Zone One Energy is obligated to guarantee that the average rate that the customer pays is no more than the default utility supply rate, less the contracted discount. The utility supply rate is calculated using the same exact billing methodology that the utility would employ had the account purchased the



same quantity of electricity under bundled service from them. Zone One Energy's calculations will utilize the same rate tables, monthly adjustments, taxes and calculation methodologies that the utility would otherwise use in order to ensure that the discounted rate that is ultimately charged will indeed provide the agreed upon savings.

On October 19, 2017, the Commission granted Zone One Energy a waiver to serve APP customers. Since that time, Zone One Energy has provided aggregate savings to these customers of over 4.58% from the utility default supply rate.

We are very pleased and grateful that the Commission has placed its trust in our company, and hope that the savings that our product has offered, along with the company's excellent customer service record, will provide the necessary confidence to extend our waiver into the future.

Respectively Submitted,

Ari Green

Ari Green
Vice President of Business Development