

**Business of the Village Board
Village of Saranac Lake**

SUBJECT: Hire Joule Assets, Inc.

Date: 04/25/22

DEPT OF ORIGIN: Trustee Shapiro

Bill # 49-2022

DATE SUBMITTED: 04/21/22

EXHIBITS:
Memo from Community Development Dir.

APPROVED AS TO FORM:

Village Attorney

Village Administration

EXPENDITURE
REQUIRED: \$

AMOUNT
BUDGETED: \$

APPROPRIATION
REQUIRED: \$

SUMMARY STATEMENT:

A resolution to hire Joule Assets, Inc. to provide administration services for a Community Choice Aggregation program.

MOVED BY: Shapiro SECONDED BY: Scollin

VOTE ON ROLL CALL:

MAYOR WILLIAMS

YES

TRUSTEE SHAPIRO

YES

TRUSTEE BRUNETTE

YES

TRUSTEE CATILLAZ

YES

TRUSTEE SCOLLIN

YES

**RESOLUTION TO HIRE JOULE ASSETS, INC. FOR A COMMUNITY CHOICE
AGGREGATION PROGRAM**

WHEREAS, the Village Board of Trustees voted to enact a local law to establish a Community Choice Aggregation (energy) program in the village, which allows local elected officials to choose where the energy comes from for their community; and

WHEREAS, Community Choice Aggregation (CCA) is a program to purchase power in bulk for nearly all homes and small businesses within the village; and

WHEREAS, the Village Board authorized the release of a Request for Proposals to solicit proposals from potential consultants who could provide administration services; and

WHEREAS, a committee has reviewed the proposal from Joule Assets, Inc. and recommends hiring the company for the purpose of administering a Community Choice Aggregation program in the Village of Saranac Lake.

NOW, THEREFORE BE IT RESOLVED, the Board of Trustees hereby accepts the recommendation of the review committee and authorizes the Village Manager to execute a contract with Joule Assets, Inc.



Village of Saranac Lake
Community Development Department
39 Main Street
Saranac Lake, NY 12983
Phone (518) 891-4150
Fax (518) 891-1324
www.saranaclakeny.gov

Memorandum

To: Village Board of Trustees
From: Jamie Konkoski, Community Development Director
Date: April 21, 2022
RE: Recommendation to Hire Joule Assets, Inc. for Administration of Community Choice Aggregation

Project Background

- In Winter/Spring 2021, the CSC Task Force was asked by the Village Board to review Community Choice Aggregation (CCA)* and make a recommendation. The Task Force underwent an intensive research period and spoke with several experts to understand CCA, and made a recommendation that the Village Board pursue CCA.
- The Village Board passed a law authorizing CCA in September 2021.
- The Village issued an RFP to identify a CCA Administrator. Joule Community Power submitted the only proposal. The proposal was reviewed and scored by a committee who is recommending that the Village accept Joule's proposal and move forward with the CCA process.

CCA Justification

- CCA is one of the most powerful climate change actions a municipality can take and it demonstrates Saranac Lake's commitment to and notable leadership in this area.
- CCA allows local governments and local people to have control over their power supply instead of allowing utilities and power companies to make those decisions.
- CCA offers consumer protection from predatory practices and can offer price stability.

Important Considerations

- CCA only impacts electricity supply and does not affect National Grid's important role in delivering power. There is no chance that engaging in a CCA will affect the reliability of our power supply. Residents will continue to receive their electricity bills from National Grid.

- The Village does not pay Joule for CCA administration services. Joule generates fees from contracted energy suppliers; however, the village may incur attorney fees for reviewing proposals and contracts and some staff time will be required to implement the education and outreach activities. Joule creates all public outreach materials.
- There is no cost or penalty for the village if the decision is made not to move forward with an energy supply contract for CCA.

Recommendation: Hire Joule Community Power as CCA Administrator

Key Points from Joule's Proposal:

- Joule utilizes the leveraged buying power of Village residents to find opportunities for economical renewable energy, consumer protection and local control of electricity supply.
- Joule will manage all aspects of a CCA contract, including education/outreach, customer billing, customer support, interfacing with utilities, and energy procurement.
- The Village is responsible for staff time associated with reviewing proposals, updating the website and assisting with education and outreach.
- There is a regional point of contact based in Potsdam: Alexia Lamb.
- Joule is the only CCA administrator which can offer an Opt-Out Community Solar option, which is likely needed to make CCA cost effective in the North Country.
- HEAP customers cannot be enrolled in CCA, but they can be enrolled in opt-out community solar which typically is accompanied by a 10% discount on utility bills.

***Refresher: What Is Community Choice Aggregation (CCA)?**

CCA is one of the most powerful actions a municipality can take to address climate change. CCA gives municipalities the power to choose how electricity is sourced on behalf of all users, which allows municipalities to rapidly transition all users to renewable energy. The municipality will work with a CCA administrator to source energy that meets the price point and renewable specifications set by the municipality. All users within the Village are automatically enrolled, unless they are already signed up with another energy company, generate their own electricity, or are a HEAP customer. Users can opt-out at any time with no cost. CCA is strongly endorsed by New York State and has been meticulously researched and vetted by Village staff, local experts, and the Saranac Lake Climate Smart Community Task Force. To learn more about CCA, visit [NYSERDA's website](#) or review this [CCA in Saranac Lake Summary](#) compiled by the Climate Smart Community Task Force.

Timeline & Next Steps

Task	Stage	Status/ Timing	Lead	Comments
Adopt enabling local law	I	Complete	Village	Approved by Village Board
Identify Program goals	I	Complete	Village	Expressed through issuance of RFP
Select CCA Administrator	I	In process	Village	Current task
Develop and submit Implementation and Data Protection Plans	I	Complete	Administrator	Master Implementation Plan and Data Protection Plan approved 3/2018
Public outreach	II	2 months+	Administrator/ Community Coordinator	Minimum 60-day outreach mandated by Public Service Commission. Continues via multiple channels and media through Stage III
Develop & submit Implementation Plan Appendix	II	1 week	Administrator	Filed with PSC after Public outreach
Data Security Agreement (DSA) with National Grid	II	Complete	Administrator	Executed
Aggregated data request & analysis	II	1-3 weeks	Administrator	National Grid has 20 days to produce
Prequalify suppliers and collect indicative pricing	II	2 weeks	Administrator	Joule will deliver an executive summary to Village
Resolution to approve energy supply bid and supply contract	II	2-4 weeks	Village	Represents central decision point for the Village to move ahead with CCA Program
Solicitation for energy supply	II	1 month	Administrator	RFP reflects criteria reflects Resolution
Recommendation of award to retail supplier(s)	II	Upon receipt of bids	Administrator	Joule will deliver a bid summary with recommendation
Award and execute supply contract(s)	II	Upon award of bid	Village / Administrator	
Launch customer portal	III	1 week	Administrator	Must launch before Notification Mailing
Notification Mailing	III	1 week	Administrator	30-day opt-out period begins upon Mailing
Process opt-outs and enrollments	III	1 month	Administrator	Process and submit enrollment changes as needed
Program Launch	III	10 days		Customers officially switched to CCA rate

Costs to VSL = attorney fees & staff time

Joule fees generated from customer billing

Joule Cost Proposal

Cost to Complete Scope of Services:

Other than what is described below, all costs associated with Program implementation including production and distribution of outreach materials, data security (hardware, software, networking), operational expenses are covered by Joule at their own expense with no balance sheet impact to the Village. Joule will shoulder the risk that if they fail to present the Village with suitable contract terms and worthy counterparty(ies), and no contracts are executed, the Village is under no obligation whatsoever to compensate Joule.

While there are no out-of-pocket consulting fees for the Village, there are costs associated with the following municipal action required for implementation:

1. Legal review of enabling legislation, supply contract, other Program-related agreements.
2. Filing of local law and adding to code/charter (complete).
3. Noticing of public hearing and outreach events.
4. Integration of CCA Program information on municipal website.
5. Staff time (education, selection of administrator, document review, analysis of proposals).

CCA Administrative Fees:

Electric: \$.0008/kWh

Fees are paid to Joule by the contracted supplier(s) and/or renewable provider, not by the Village, and will not appear as an additional charge on customers' utility bills. Retail suppliers must submit all-in supply rate bids inclusive of Administrative Fees and are responsible for remitting the fee to the Consultants.

Administrative Fees impact Program rates in that they are one of several considerations in the suppliers' "all-in" bids. This bundled bid reflects the total cost of service including energy prices and other products required for retail service, hedging instruments, supplier internal administrative costs, and pricing risk.

Data Acquisition:

There are no costs or fees associated with data acquisition. Data is acquired in advance of Program launch. To be clear there is no financial burden on the Village for the procurement of utility customer data.

Savings Estimates:

Although savings for CCA are not guaranteed and depend on market movement. Recent CCA contracts in New York State (all Administrators) have demonstrated significant savings, despite the unexpected downturn in the electricity markets both before and throughout COVID-19. Performance has been in the historical range for CCA programs in New York and other Northeast markets ranging from 5-10% against utility rates.

ATTACHMENT: Sample Outreach Materials

Appendix H: Sample Outreach Materials



FREQUENTLY ASKED QUESTIONS



1. What is Rochester Community Power?

Rochester Community Power is a Community Choice program serving the City of Rochester. Through Rochester Community Power, the City of Rochester has pooled local electricity demand to leverage the collective buying power of residents and small businesses. Community Choice is a powerful means to secure fixed rates, support the generation of clean energy in New York State, and protect consumers through a program with no additional fees that gives residents the flexibility to participate.

2. Who manages the Rochester Community Power Program?

Joule Community Power, a division of Joule Assets, Inc., has been selected as Program Administrator by the City of Rochester. Joule Assets has been authorized by the New York State Public Service Commission to serve in this role. Joule Assets has partnered with Rocricity, a local business, to spearhead community outreach and education, and to provide program support.

3. Does Rochester Community Power replace my utility?

No. RG&E will continue to deliver reliable power, maintain power lines, and respond to service outages. As required by law, RG&E will provide the same service to all customers regardless of whether they are in the program. Customers will still receive one bill each month from the utility, reflecting a change in the cost of the electricity and the name of the supplier.

4. What is the 100% Renewable Option?

The program's 100% renewable energy option consists of power matched with 100% Renewable Energy Certificates ("RECs") generated by hydropower, solar or wind energy registered in New York State. Using renewable energy dramatically reduces greenhouse gas emissions. We can celebrate our contribution to cleaner air and cleaner water. However, customers may choose to opt-out of the program.

5. Does Rochester Community Power replace a current energy service company (ESCO) agreement?

No. If you are a resident or small business currently under contract with an energy service company (ESCO), you should not have received this letter. If you have received this letter, you should confirm an agreement is still in effect. If you are not under contract with an ESCO and would like to join the Rochester Community Power program, please contact us at (585) 244-0244 or visit rochestercommunitypower.com and fill out the CCA Enrollment/Change Form on the homepage.

6. How was the energy supplier chosen?

Joule Assets administered a competitive bidding process, soliciting responses from qualified New York registered suppliers. As a result of the process, Constellation NewEnergy, Inc. was selected by the City of Rochester as the supplier for the current contract, beginning September 2021.

7. How can I be sure that Rochester Community Power will provide energy reliably?

This program designates sources of electricity supply, but does not interrupt or change existing energy delivery systems. Electricity is a highly regulated industry that has many safeguards against service and supply interruption. The grid operator monitors the grid to ensure that sufficient power is always flowing. RG&E must continue to deliver electricity to all customers regardless of their supplier.

Continued on back

8. Will I save money by participating in Rochester Community Power?

Rochester Community Power rates are fixed for the term of the contract. While our large customer base assures competitive bids from suppliers, fixed-price contracts do not guarantee that rates will be lower in any given month or save money throughout the contract period. The renewable supply rate may be slightly higher than a standard rate. You are free to exit the Program at any time with no fees or penalties.

9. How does Rochester Community Power affect me?

Unless they opt-out, all eligible homeowners and small businesses are automatically enrolled. The only thing that changes on your electricity bill is your rate and supplier. RG&E continues to be responsible for delivery, billing, and repair services. Should service be interrupted, call RG&E. You may opt-out at any time without any fee or penalty. If you change your mind after opting out, you will be able to opt-in again online or by phone. There are no fees to opt-in or opt-out of the program.

10. What if I don't want to participate?

Any household or small business receiving electricity supply from RG&E may opt-out before the program starts with no penalty by any of the following means:

- (1) returning the opt-out reply card included in this mailing by July 30th, **OR**
- (2) filling out the Enrollment/Change Form on the www.rochestercommunitypower.com homepage **OR**
- (3) calling (585) 244-0244

Please be ready to provide the name and service address on your utility bill and the Pre Enrollment ID number from the opt-out card included in this letter. If you participate in the Program and later change your mind, you may exit the program at any times with no fees or penalties.

11. Is there a fee for opting out of Rochester Community Power?

There are no fees or penalties for opting out at any time.

12. If I exit the program after it launches, how will that affect my service?

Your service will not be interrupted and you'll be switched back to RG&E supply service for the following billing cycle.

13. Am I eligible to participate if I'm on a budget or level billing program with RG&E?

Yes, customers may participate in the program and remain on budget billing.

14. I have my own solar panels on my property or I participate in community solar. Can I still participate the Rochester Community Power Program?

Yes. Solar customers and community solar subscribers still need an energy supplier to provide excess power beyond the production of their solar system or their community solar allocation. If you do not opt-out, you will be enrolled in the Program like any other customer and will pay a fixed rate for that excess power.

For additional information,
Email info@rochestercommunitypower.com
Call (585) 244-0244
or visit
www.rochestercommunitypower.com



VILLAGE OF COLD SPRING

Hudson Valley Community Power



Dear Village of Cold Spring Resident,

May 19th 2021

The Village of Cold Spring is pleased to announce the renewal of Hudson Valley Community Power, a Community Choice Aggregation (CCA) program¹ that allows us to pool local electricity demand with other Hudson Valley municipalities to provide low cost, **fixed-rate renewable electricity supply**. Each participating community has selected Joule Community Power² as Program Administrator. Joule works on behalf of the municipalities to secure clean energy supply at the most favorable terms and ensures there are **no contract or exit fees** for consumers.

Supply Options

There are two fixed-rate electricity supply options under our program: **(1) 100% Renewable** and **(2) Standard**. You may choose between these supply options or opt-out of the program. The Village of Cold Spring has chosen the 100% Renewable Option as the default. **You will automatically be enrolled in the 100% Renewable Option unless you choose the Standard Option or opt-out of the program.**

Join the Hudson Valley Community Power team at an information session and Q&A to learn more about the Program.

We want to hear your questions!

Thursday, May 27th at 7pm

Zoom

www.tinyurl.com/HVCP27May

Tuesday, June 1st at 7pm

Zoom

www.tinyurl.com/HVCPJune1

OR by calling (845) 859-9099 x2

- **100% Renewable Option:** 100% of your electricity supply is matched by Renewable Energy Certificates (RECs) provided by New York State renewable power plants (hydropower, wind, solar).
- **Standard Option:** Your electricity supply is a mixture of fossil fuels, nuclear, and some renewable energy. To switch to the Standard Option, please call (845) 859-9099 x2 or visit www.hudsonvalleycommunitypower.com and submit your information (name on utility account, service address, and Pre Enrollment ID number from the opt-out card included in this letter) through the Enrollment/Change form under "CCA" in the navigation bar.

To opt-out, you may:

- Return the enclosed "Opt-Out Reply Card", **OR**
- Call the Hudson Valley Community Power program hotline at (845) 859-9099 x2, **OR**
- Go to www.hudsonvalleycommunitypower.com and submit your information (name on utility account, service address, and Pre Enrollment ID number from the opt-out card included in this letter) through the Enrollment/Change Form under "CCA" in the navigation bar.

Note: This mailing was not paid for by taxpayer dollars. All funding was provided by the electricity supplier chosen by the municipality.

¹ Municipal authority enabled by NY State regulation.

² A division of Joule Assets, Inc.

Hudson Valley Community Power Rates

Hudson Valley Community Power has secured rates for electricity through a competitive bidding process that will remain stable for 3 years and enables you to power your home or business with 100% renewable electricity.

- Columbia Utilities Power, LLC will be your new supplier, beginning on your first meter-read after July 1, 2021.
- The new rate will remain fixed for a 36-month period through June 2024.

***¡Se habla español,
también!***

For translation services, please call our office at (845) 859-9099, Option 3.

Para acceder a nuestros servicios de traducción, llame a nuestras oficinas, al (845) 859-9099 Opción 3.

Rates (\$/kWh)*

Service Class	12-month Central Hudson Price to Compare**	Default 100% Renewable Fixed Rate	Standard Fixed Rate
Residential	\$0.0576	\$0.06573	\$0.05968
Small Commercial	\$0.0595	\$0.07112	\$0.06125

* Rates do not include Gross Receipt Tax (GRT). If GRT is collected in your municipality, it will be added to your rate.

** Calculated average price paid per kWh consumed by residents of participating municipalities for Central Hudson electricity supply service, April 2020 - March 2021.

Central Hudson will continue to be responsible for the power lines that deliver your electricity and will continue to bill you. Please contact Central Hudson in the event of any service interruption.

Enrollment

If you wish to opt-out of the program, please let us know by June 17th. If we do not hear from you, you will be enrolled automatically in the 100% Renewable Option, and your account information (including energy usage) will be shared with Columbia Utilities Power, LLC. However, you may leave the program at any time without any fee or penalty. If you choose to remain in the program, your new rate will take effect in July.

Sincerely,



Dave Merandy, Village Mayor



Joule Community Power is a division of Joule Assets

Finger Lakes Community Choice

CLEAN ENERGY PROGRAM LAUNCHES IN THE VILLAGE OF LIMA

COMMUNITY CHOICE

- Support renewable energy
- Access to cheaper electricity
- Consumer protections
- No solar panels to install
- No contracts to sign

Join the Finger Lakes Community Choice Team at a remote public info session to learn more about your village's offerings and your choices:

Wednesday, June 16th, 2021 at 8:00 PM

Zoom Meeting Link:

www.bit.ly/Lima16June

Tuesday, July 14th, 2021 at 7:30 PM

Zoom Meeting Link:

www.bit.ly/Lima14July

The Village of Lima is launching our community choice program through Finger Lakes Community Choice. This program has two offerings, community choice electricity supply and community choice solar.

The program enables municipal leaders to leverage the purchasing power of residents and small businesses to negotiate more favorable terms for electricity supply.

To check your program eligibility:
<https://jouleassets.outgrow.us/FLCC>

Learn more and check the public event calendar:
www.fingerlakescommunitychoice.com

Questions?

Email us at: info@fingerlakescommunitychoice.com
or call us at: (585) 244-0244

VILLAGE OF
LIMA

 **JOULE**
COMMUNITY POWER
A division of Joule Assets, LLC

Look out for a letter!

All eligible residents and small businesses will be receiving a letter outlining our new default energy supply and your choices.



Believe.



 City of Rochester, NY
Lovely A. Warren, Mayor
Rochester City Council