



Community Energy in Pittsford

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Community Choice Aggregation (CCA)

CCA is an enabling tool that relocates the authority to source default energy supply *from* the state *to* the local level

Empowers communities to take advantage of collective purchasing power, protect consumers, and dictate terms

Residential and small commercial customers currently supplied by RG&E will be automatically enrolled; free opt-out anytime

RG&E remains regulated monopoly for delivery (poles and wires)

Savings are typically 5-10% on electricity supply (~2-5% of total bill)

With the right program structure, CCA can also be a tool to access clean energy markets, and capture even greater savings

How would you like to see Pittsford use this tool?

NYS Leadership and Innovation JOULE COMMUNITY POWER

Joule principals responsible for design, organization, and implementation of ***first and only*** CCA in 2016

Only state-approved CCA Plan allowing communities to source local clean energy

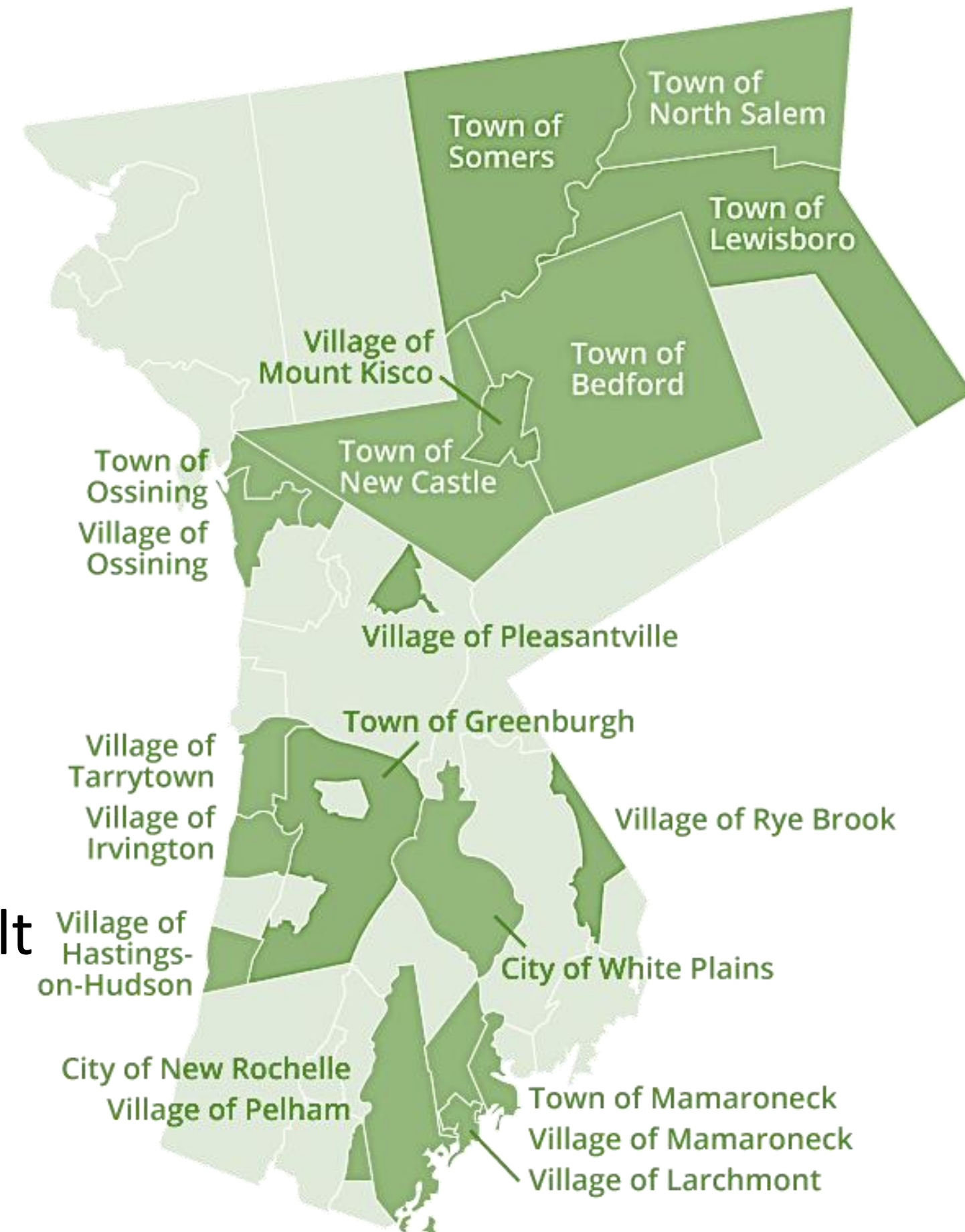
Contracted by NYSERDA to develop CCA and community energy resources

Only entity in NYS authorized to register consumers as a dynamic grid resource, earning \$ by adjusting their smart thermostats at critical moments

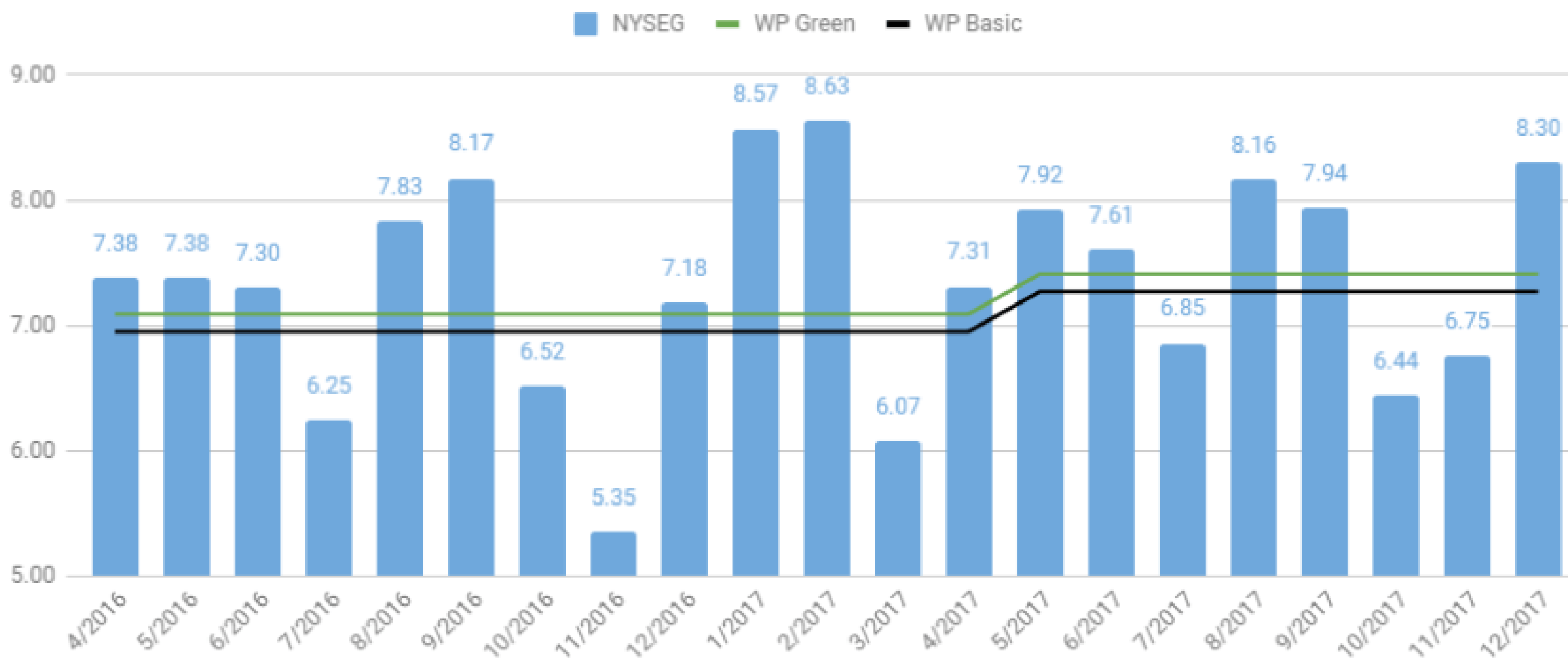
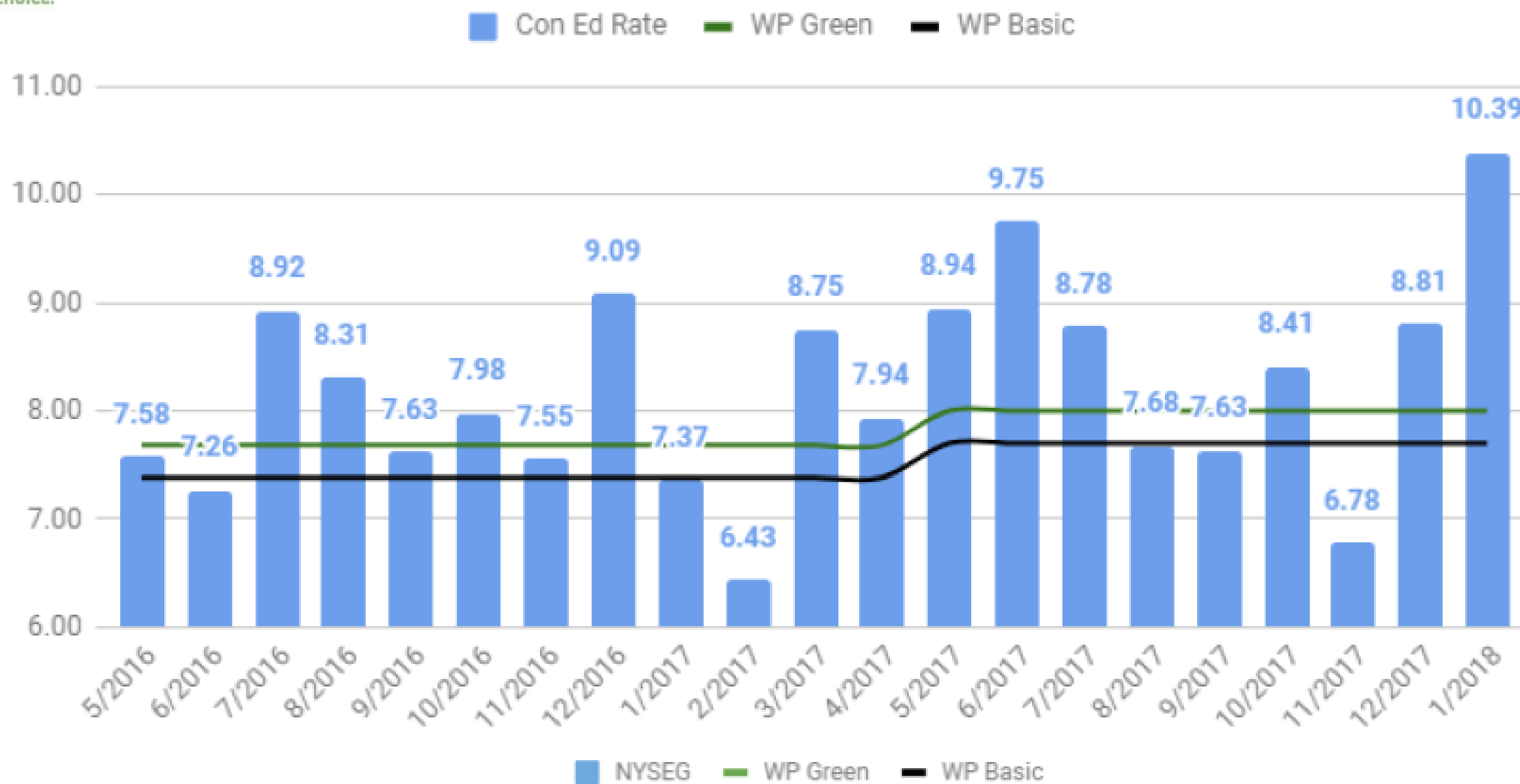
First New York CCA



- Spearheaded by Joule CEO and VP
- Launched May 2016
- 100,000+ customers in 20 communities
- \$10 million in savings (as of 4/2018)
- Largest renewable energy purchase in NYS history
- 14 communities 100% renewable default
- Free opt-out/cancellation any time



Residential Rate Comparisons: ConEd and NYSEG



Community-Scale Clean Energy

Synonyms: community solar, solar farms, shared solar, solar gardens, community distributed generation

Equivalent to 200-500 rooftop solar arrays

Not always solar- wind, hydro, anaerobic digesters, and other sources eligible

As of 2015, all New Yorkers can access the economic and environmental benefit from local clean energy projects

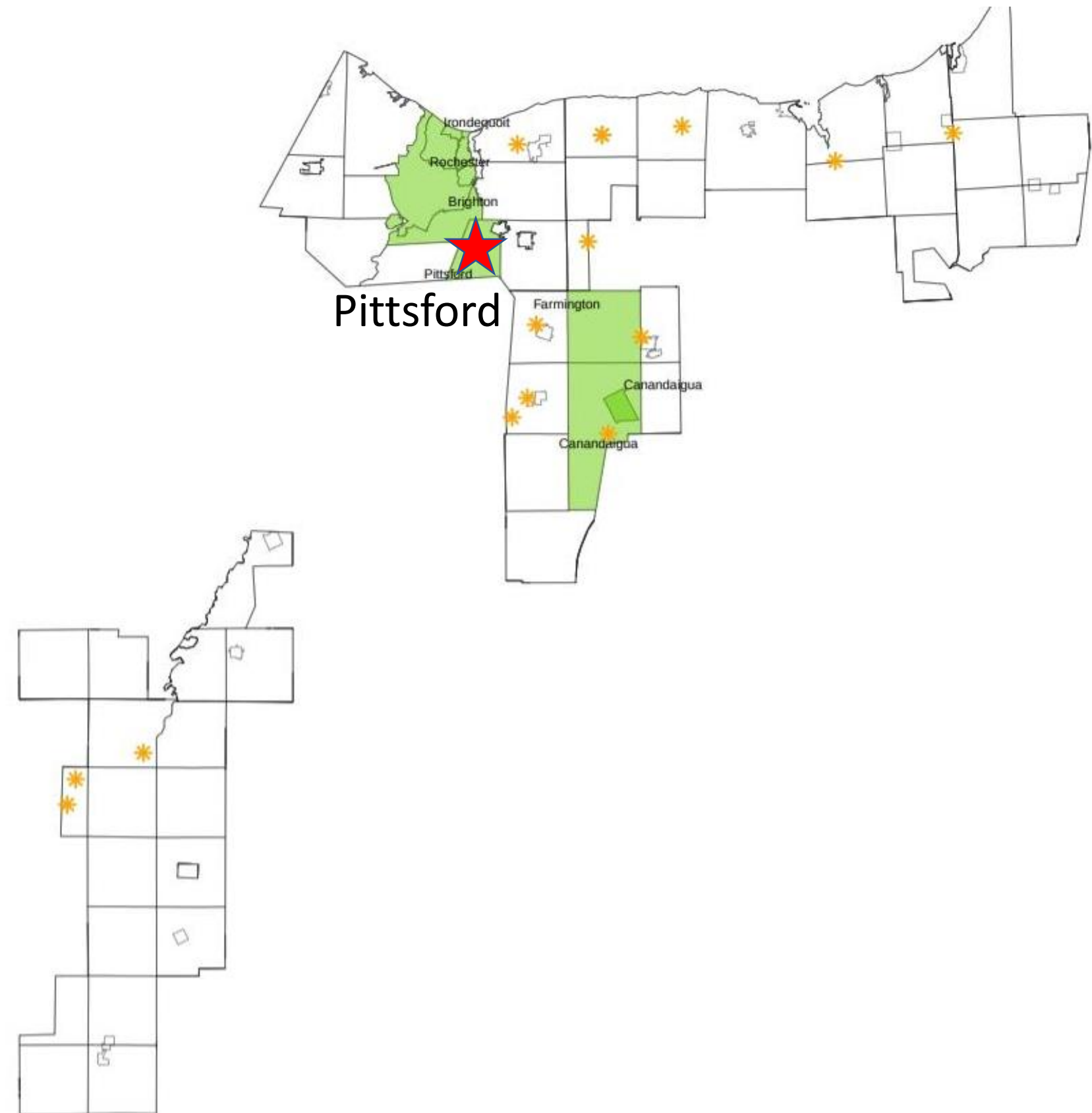
NYS has mandated RG&E to credit customers' bills that join a community renewable project for the value of the power they've purchased

Cleaner AND cheaper! Guaranteed savings to all participating consumers- usually ~10% off the entire bill (not just supply)

Pittsford's Community Solar Opportunity

Municipality	Households
Town of Pittsford	10,173
Village of Pittsford	643

Approved Projects	Capacity	Max Homes Served	Potential Econ. Development
27	67 MW	11,652	\$96million



This is a scarce resource: will Pittsford take advantage?

CCA: The Next Generation

First of its kind community energy program; approved 3/2018:

10-20 years of guaranteed savings for residents by partnering with community renewable projects

Equal access for all income levels

No individual customer contracts, no credit checks

Local economic growth, system resilience, sustainable energy

Joule/RPCC act as representative of municipality to develop/vet projects/developers

Community ownership options in local projects

CCA Administrator Comparison



Capability	Joule	Competitors	Annual Savings / Household	Description
Authority to buy energy and renewable certificates in bulk	✓	✓	\$40	Joule wrote the petition for NY's pilot CCA (12/2014); as of 4/21/2016, any Administrator may offer services
Experience implementing renewable energy CCA in NY	✓		N/A	Joule Principals worked with 25 municipalities and their Counsel to develop the only operating CCA in the state
Authorized by PSC to offer community distributed generation credits	✓		\$90	Joule is the only authorized Administrator in New York State, by the Public Service Commission (3/15/2018)
Authority to pay homeowners for their smart thermostats	✓		\$40	Joule has been granted the only license in New York State by the grid operator (New York Independent System Operator—"NYISO", 12/2017)
Compensates local organizers	✓		N/A	Joule partners with local groups to manage customer support and community outreach operation; administrative fees are shared

Additive Consumer Value

Program Component	Estimated Annual Savings/Household
Electricity Supply (CCA)	\$40
Community Clean Energy	\$90
Smart Thermostat Program	\$40
Total	\$170

Joule is aligned with the community:
we are compensated by a portion of the value we create

No commitment until we deliver a contract and pricing that
meets your established criteria

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