Joule Assets, Inc.
Community Choice Aggregation 2020 Annual Report

3-31-2021
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<u>Purpose:</u>
This report is hereby submitted by Joule Assets, Inc. ("Joule") on behalf of applicable municipalities in New York State in accordance with annual reporting requirements established in New York Public Service Commission "Order Authorizing Framework for Community Choice Aggregation Opt-Out Program" (effective April 21, 2016) and "Order Approving Joule Assets' Community Choice Aggregation Program with Modifications" (effective March 16, 2018) in Case #14-M-0224.

In 2020, Joule served as Community Choice Aggregation (CCA) Administrator for active Programs in 17 municipalities, 10 in Central Hudson territory, 6 in Orange & Rockland territory, and 1 in New York State Electric & Gas territory. 7 municipalities were in operation at the beginning of 2020, and 10 municipalities began their programs during the year.

<u>In relation to its CCA programs, Joule has been ordered to report on an annual basis on:</u>
1. Number of customers who opted-out in response to the initial opt-out letters (first report only);
2. Number of customers served;
3. Number of customers that cancelled during the year;
4. Comparison between monthly and annual utility supply price (for each product) and the CCA contract price for the reporting period;
5. Number of complaints received during the reporting period;
6. Value-added services provided during the year;
7. Administrative costs collected;
8. If the CCA supply contract will expire less than one year following the filing of the annual report: Current plans for soliciting a new contract, negotiating an extension, or ending the CCA program; and
9. Updates, upcoming plans, details for any unusual reporting metrics, or additional information

<u>In relation to CDG, Joule has been ordered to report on an annual basis on:</u>
1. Overall number of CDG projects;
2. Number of CDG Projects that began in 2020;
3. Number of municipalities who choose to offer CDG credits;
4. Overall number of CDG subscribers;
5. Number of complaints received by the CCA liaison related to CDG; and
6. Number of customers who opted-out of the CDG membership

Community Choice Aggregation Reporting

In 2020 Joule served communities in a total of three utility service territories, with the municipalities of each service territory representing a different aggregation. NYSEG service territory contains Joule's Finger Lakes Community Choice aggregation (currently consisting only of the Town of Geneva). Central Hudson service territory contains Joule's Hudson Valley Community Power aggregation. Orange & Rockland service territory contains Joule's Rockland Community Power aggregation.

1. Initial Opt-outs:

Initial Opt-Outs for New Programs			
Municipality	**Initial Enrollments**	**Initial Opt-Outs**	**Opt-Out Rate**
Town of Clinton	1,356	143	11%
Town of New Paltz	1,768	375	21%
Village of New Paltz	1,670	144	9%
Town of Red Hook	1,695	406	24%
Central Hudson Total	**6,489**	**1068**	**16%**
Town of Clarkstown	18,721	3,133	14%
Village of Nyack	2,218	617	21.80%
Town of Orangetown	8,746	984	10.10%
Village of South Nyack	688	123	15.20%
Village of Upper Nyack	522	49	8.60%
Village of Haverstraw	1,939	171	8.10%
ORU Total	**32,834**	**5,077**	**15.46%**
Total	**39,323**	**6,145**	**16%**

2. Customers Served (residential & small commercial):

2020 Customers Served			
Municipality	**Jan 2020 Account Total**	**Dec 2020 Account Total**	**Percent Change**
Town of Geneva	639	625	-2%
NYSEG TOTAL	**639**	**625**	-2%
Town of Marbletown	2,344	1,834	-22%
City of Beacon	3,626	2,732	-25%
Village of Cold Spring	755	702	-7%
Town of Fishkill	5,669	4,176	-26%
Town of Philipstown	2,401	1,794	-25%
City of Poughkeepsie	7,476	5,622	-25%
Town of Clinton		1,288	N/A
Town of New Paltz		1,610	N/A
Village of New Paltz		1,236	N/A
Town of Red Hook		1,625	N/A
Central Hudson Total	**22,271**	**22,619**	**2%**
Town of Clarkstown		7,314	N/A
Village of Nyack		815	N/A
Town of Orangetown		5,205	N/A
Village of South Nyack		644	N/A
Village of Upper Nyack		8	N/A
Village of Haverstraw		198	N/A
ORU Total		**14,184**	**N/A**
Overall Total	**22,910**	**37,428**	**63%**

*The CCA in ORU territory started in late November, but most initial enrollments occurred in December. For the sake of clarity, the minimal November numbers were combined with the December numbers for the above data.

2020 Customers Served (Rolling Averages)				
Municipality	**Jan-April**	**May-Aug**	**Sep-Dec**	**Percent Change**
Town of Geneva	568	538	518	-9%
NYSEG TOTAL	**568**	**538**	**518**	**-9%**
Town of Marbletown	2,259	2,059	1,999	-12%
City of Beacon	3,373	3,183	2,996	-11%
Village of Cold Spring	763	728	707	-7%
Town of Fishkill	5,133	4,757	4,549	-11%
Town of Philipstown	2,151	2,050	1,920	-11%
City of Poughkeepsie	6,735	6,053	5,803	-14%
Town of Clinton	-	1,374	1,344	-2%
Town of New Paltz	1,969	1,925	1,803	-8%
Village of New Paltz	1,690	1,555	1,310	-23%
Town of Red Hook	1,721	1,647	1,578	-8%
Central Hudson Total	**24,449**	**24,643**	**24,009**	**-2%**
Town of Clarkstown			7,314	N/A
Village of Nyack			815	N/A
Town of Orangetown			5,205	N/A
Village of South Nyack			644	N/A
Village of Upper Nyack			8	N/A
Village of Haverstraw			198	N/A
ORU Total			**14,184**	**N/A**
Total	**25,017**	**25,181**	**38,710**	**55%**

*The table above contains averages of four months rather than month by month customer numbers. The reason for this being that meter read dates can result in unnatural variability in enrollment numbers for some months. Providing a four month average smooths out these variations, and results in numbers that more accurately portray changes in customer enrollment.
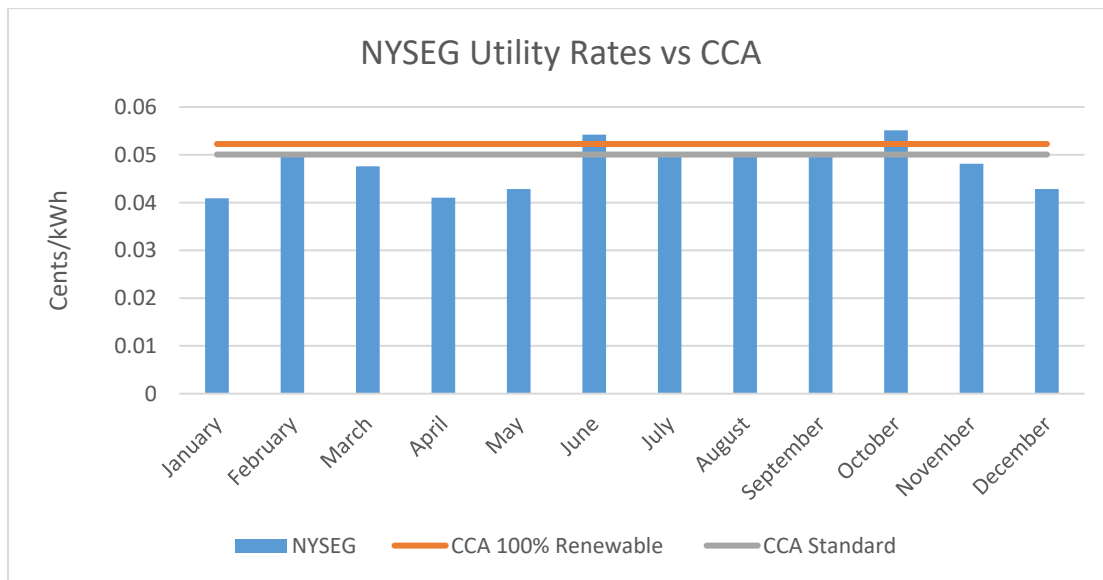
3. Customers Canceling During the Year:

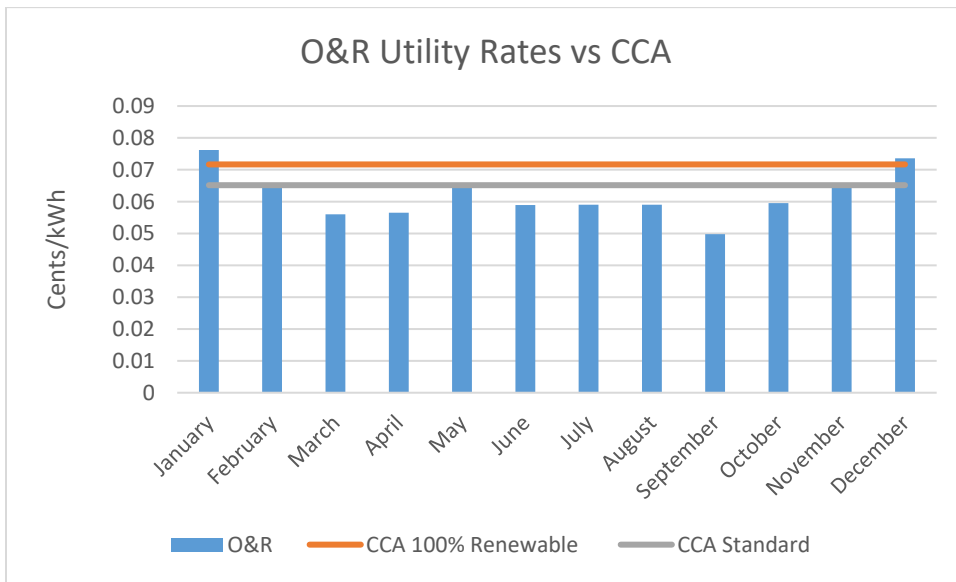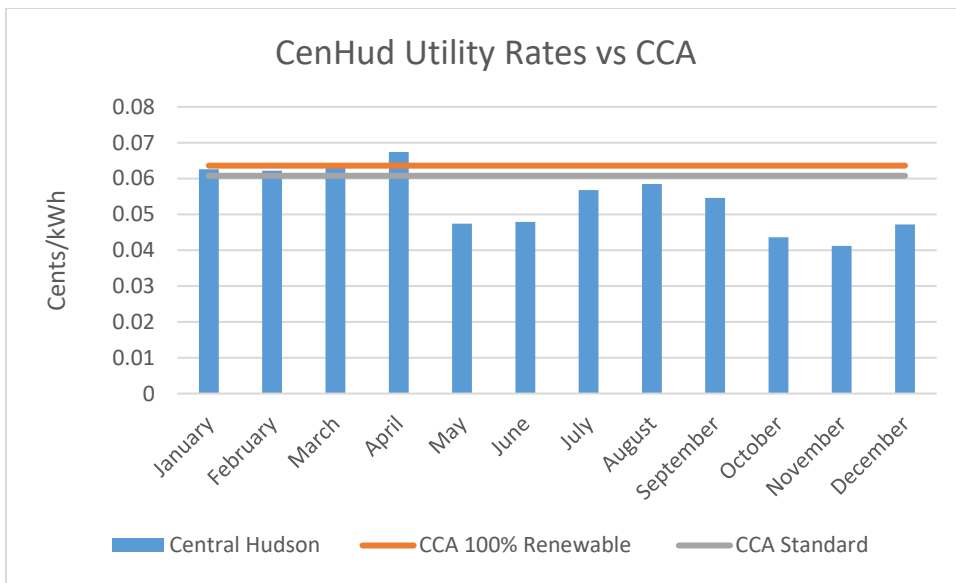| 2020 Cancelations	
Municipality	**Cancelations**
Town of Geneva	87
NYSEG Total	**87**
City of Beacon	620
Town of Clinton	272
Village of Cold Spring	103
Town of Fishkill	830
Town of Marbletown	289
Town of Philipstown	296
City of Poughkeepsie	1,516
Town of Red Hook	405
Town of New Paltz	434
Village of New Paltz	568
CenHud Total	**5,333**
Town of Clarkstown	N/A
Village of Nyack	N/A
Town of Orangetown	N/A
Village of South Nyack	N/A
Village of Upper Nyack	N/A
Village of Haverstraw	N/A
ORU Total	N/A
Total	**5,420**

* Towns in Joule's Rockland Community Power aggregation in ORU territory are not included, as the program only began in the last calendar month of 2020.

4. Comparisons between utility supply price and CCA contract price:

The participating municipalities are covered by contracts with two different electricity suppliers. Eleven of the participating municipalities in Central Hudson and NYSEG territory are receiving energy from Direct Energy, for fixed rate contracts with two supply options: Standard (grid mix), and 100% Renewable (New York State Environmental Disclosure Program Compliant). Six participating municipalities in Orange & Rockland territory are receiving energy from Constellation, for fixed rate contracts with two supply options: Standard and 100% Renewable.

2020 Commodity Prices ¢/kWh			
Product	**NYSEG**	**Central Hudson**	**O&R**
CCA 100% renewable	0.05226	0.06361	0.07167
CCA Standard	0.05005	0.06078	0.06515
Utility 12 Month Trailing Average	0.04346	0.05359	0.06132

CenHud Utility Rates vs CCA

O&R Utility Rates vs CCA

2020 Electricity Consumption (kWh) by Municipality			
Municipality	**Standard**	**100% Renewable**	**Total**
Town of Geneva	38,472	6,172,184	6,210,656
NYSEG Total	**38,472**	**6,172,184**	**6,210,656**
Town of Marbletown	151,110	19,506,303	19,657,413
City of Beacon	227,436	27,264,852	27,492,288
Village of Cold Spring	52,988	5,893,743	5,946,731
Town of Fishkill	588,055	47,385,171	47,973,226
Town of Philipstown	279,155	27,487,954	27,767,109
City of Poughkeepsie	271,839	50,881,639	51,153,478
Town of Clinton	121,216	7,686,850	7,808,066
Town of New Paltz	107,902	19,210,363	19,318,265
Village of New Paltz	24,085	10,020,772	10,044,857
Town of Red Hook	136,769	16,145,492	16,282,261
Central Hudson Total	**1,960,555**	**231,483,139**	**233,443,694**
Town of Clarkstown	3,624	5,199,785	5,203,409
Village of Nyack	-	425,848	425,848
Town of Orangetown	4,098,285	5,236	4,103,521
Village of South Nyack	549	324,076	324,625
Village of Upper Nyack	2,058	3,443	5,501
Village of Haverstraw	-	79,246	79,246
ORU Total	**4,104,516**	**6,037,634**	**10,142,150**
Total	**6,103,543**	**243,692,957**	**249,796,500**

Electricity Consumption (kWh) 2020

Municipality	Jan	Feb	March	April	May	June	July	Aug	Sep	Oct	Nov	Dec	Total
Town of Geneva	416,367	390,173	314,616	273,065	318,050	349,429	375,388	529,682	426,162	361,184	179,870	405,109	6,210,656
NYSEG Total	**416,367**	**390,173**	**314,616**	**273,065**	**318,050**	**349,429**	**375,388**	**529,682**	**426,162**	**361,184**	**179,870**	**405,109**	**6,210,656**
Town of Marbletown	2,183,620	1,656,379	1,618,881	1,519,079	1,354,755	1,670,628	1,683,704	2,010,168	1,404,186	1,644,566	1,299,581	1,611,866	19,657,413
City of Beacon	2,653,446	2,375,418	2,208,454	1,853,360	1,996,312	2,066,959	2,832,210	2,751,670	2,865,483	2,006,014	1,825,775	2,057,187	27,492,288
Village of Cold Spring	582,249	477,361	453,621	411,641	411,955	447,344	608,268	700,327	516,255	364,223	501,253	472,234	5,946,731
Town of Fishkill	4,788,092	3,986,086	3,677,564	3,149,612	3,435,578	3,697,618	4,804,938	5,123,775	5,293,635	4,105,999	2,700,464	3,209,865	47,973,226
Town of Philipstown	2,949,992	2,266,255	1,907,081	2,021,087	1,988,667	2,490,162	2,729,708	2,669,747	2,762,817	1,027,872	2,619,973	2,333,748	27,767,109
City of Poughkeepsie	5,633,105	4,385,416	4,369,539	3,750,575	3,740,133	3,820,874	4,630,414	4,991,980	4,866,816	3,784,916	3,319,925	3,859,785	51,153,478
Town of Clinton							1,524,792	1,413,732	1,529,627	1,101,490	1,035,954	1,202,471	7,808,066
Town of New Paltz		1,934,434	1,972,448	1,530,385	1,671,926	1,561,986	2,199,674	1,936,388	1,958,533	1,323,125	1,519,840	1,709,526	19,318,265
Village of New Paltz		1,173,881	1,021,001	791,990	860,510	809,599	1,004,806	997,918	971,704	737,738	683,146	992,564	10,044,857
Town of Red Hook		1,611,883	1,563,033	1,230,473	1,353,842	1,448,342	1,757,293	1,573,468	1,728,793	1,127,416	1,181,725	1,705,993	16,282,261
Hudson Valley Total	**18,790,504**	**19,867,113**	**18,791,622**	**16,258,202**	**16,813,678**	**18,013,512**	**23,775,807**	**24,169,173**	**23,897,849**	**17,223,359**	**16,687,636**	**19,155,239**	**233,443,694**
Town of Clarkstown											1,107	5,202,302	5,203,409
Village of Nyack											28	425,820	425,848
Town of Orangetown											349	4,103,172	4,103,521
Village of South Nyack											183	324,442	324,625
Village of Upper Nyack												5,501	5,501
Village of Haverstraw											239	79,007	79,246
ORU Total											**1,906**	**10,140,244**	**10,142,150**
Overall Total	**19,206,871**	**20,257,286**	**19,106,238**	**16,531,267**	**17,131,728**	**18,362,941**	**24,151,195**	**24,698,855**	**24,324,011**	**17,584,543**	**16,869,412**	**29,700,592**	**249,796,500**

5. Number of Complaints Received by CCA Liaison:

2020 CCA Complaints				
Utility Zone	Enrolled without notice	Difficulty enrolling or dropping	Program Dissatisfaction	Total
NYSEG	0	1	0	1
CenHud	1	3	14	18
ORU	11	6	32	49
Total	12	10	46	68

* Data for CenHud and ORU contains calls from 2021.

6. Value-Added Services Provided:

See Section on CDG for more info on value added services.

7. CCA Administrative Costs Collected:

Joule collects administrative fees at a rate of $0.0008/kWh on the energy it supplies to its CCA programs. Administrative fees are collected from both suppliers, Direct Energy and Constellation, for their respective supply.

Joule evenly shares its CCA Administrative fees with Local Organizers that oversee local operations for Joule's member municipalities. Fees are dispersed to Roctricity, who covers NYSEG territory, and Hudson Valley Energy that covers Central Hudson and Rockland Community Power.

All fees collected have contributed to core Program operational costs (i.e. staff salaries, facility and equipment expenses, travel and meetings expenses, and production of Program materials).

2020 Administrative Fees	
Aggregation	Fees Collected
Finger Lakes Community Choice	$ 3,471.28
Hudson Valley Community Power	$ 186,764.31
Rockland Community Power	$ 8,113.46
Total	$ 198,349.05

8. Plans for Renewal:

Joule Assets currently serves as CCA administrator for 11 municipalities whose electricity supply contracts are set to expire in July of 2021. 10 of these municipalities are part of Joule's Hudson Valley Community Power (HVCP) Aggregation, while 1 is part of Joule's Finger Lakes Community Choice Aggregation (FLCC). With contracts expiring in July, Joule has initiated a process to secure a new electricity contract for these municipalities.

Additionally, 3 new municipalities have selected Joule Assets as CCA Administrator and seek to join the HVCP Program. The Villages of Brockport, Honeoye Falls and Lima, member municipalities of FLCC, are also seeking their first successful electricity supply contract in tandem with the Town of Geneva. Joule is working with these municipalities to procure a first supply contract in tandem with the renewing municipalities.

Participating Hudson Valley Community Power Municipalities

City of Beacon
Town of Clinton
Village of Cold Spring
Town of Fishkill
Town of Marbletown
Town of New Paltz
Village of New Paltz
Town of Philipstown
City of Poughkeepsie
Town of Red Hook

New Municipalities Joining Hudson Valley Community Power

Town of Gardiner
Town of Rhinebeck
Town of Saugerties

Participating Finger Lakes Community Choice Municipalities

Town of Geneva (Renewal)
Village of Lima
Village of Brockport

Municipalities Joining Finger Lakes Community Choice

Village of Honeoye Falls

HVCP & FLCC currently offer two fixed-rate electric supply options for participating customers supplied by Direct Energy. The default is 100% New York State Renewable electricity. This reflects the desire of participating municipalities to supply their communities with 100% renewable energy sourced from New York State.

If customers do not want 100% renewable power, but still want to participate in the CCA program, they can choose the Standard supply option. Standard supply complies with New York State

requirements for minimum renewable energy content, and closely mirrors the grid mix offered by the utility to basic supply customers. Standard supply is sourced predominantly from natural gas and nuclear generation, with roughly 15% renewable generation (mostly hydro).

Joule seeks to offer similar options when municipalities renew their contracts. Joule will solicit various options for default supply including bids for 100% renewable power with a standard fixed rate as an alternative option. Additional consideration will be given to price and term length to secure optimal rates for member municipalities.
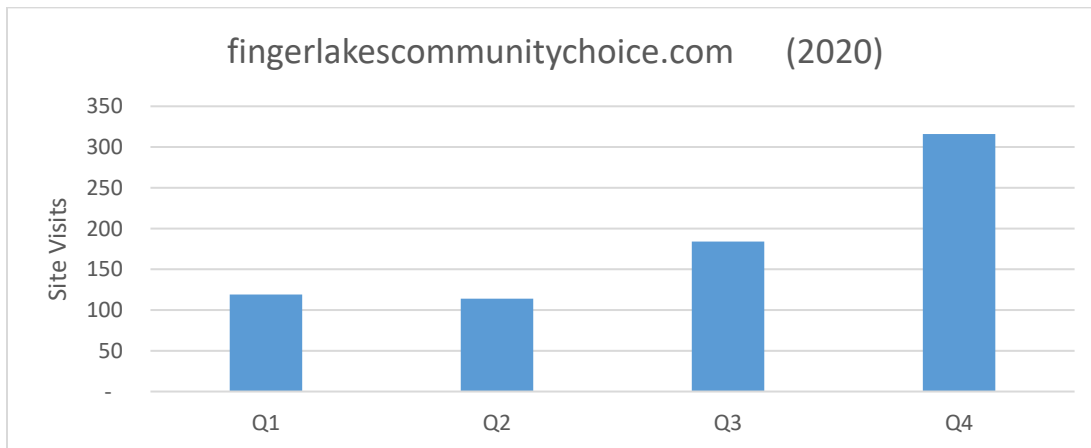
9. Additional Information, Website Activity:

As a method of showing CCA customer engagement, Joule is including metrics on its websites.

Joule maintains websites specifically devoted to its aggregations and their member municipalities. Websites are resources for consumers to learn more about Program features and FAQ, rates, customer options, Program team, CDG offerings, to change enrollment/account status, and to contact Program staff.
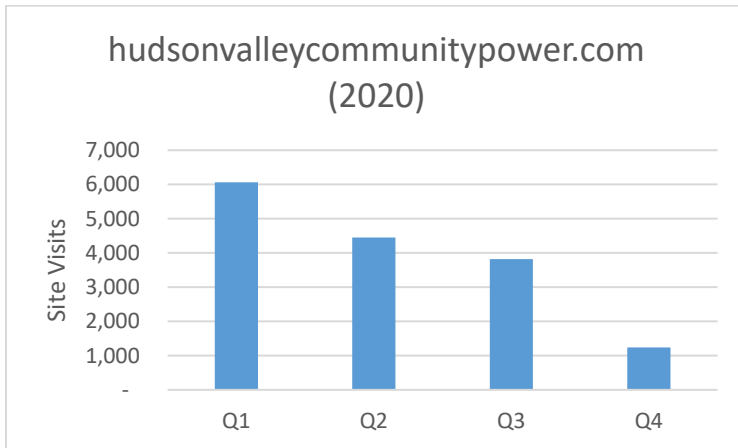
Websites that cover 2020 CCA programs are elaborated on in the graphs below.

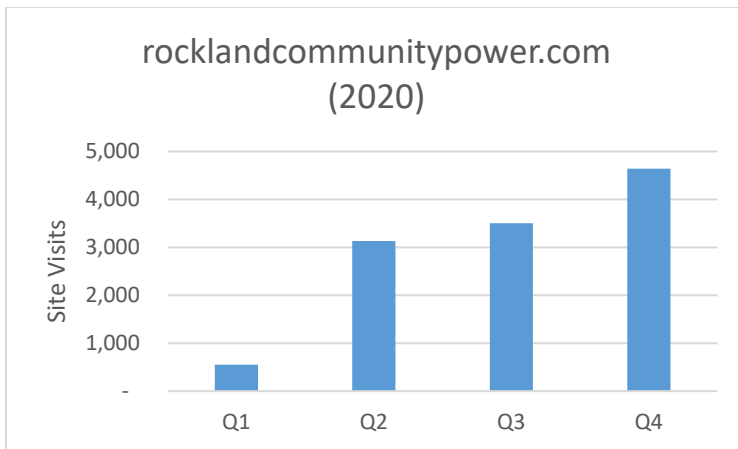**Finger Lakes Community Choice Program**

Site Visits: 733
Unique Visitors: 502
Page Views: 1633

Hudson Valley Community Power Program

Site Visits: 15,567
Unique Visitors: 11,840
Page Views: 25,024

Rockland Community Power Program

Site Visits: 11,831
Unique Visitors: 9,480
Page Views: 27,086

<u>Community Distributed Generation (CDG) Reporting</u>

<u>In relation to CDG, Joule has been ordered to report on an annual basis on:</u>
1. Overall number of CDG projects;
2. Number of CDG Projects that began in 2020;
3. Number of municipalities who choose to offer CDG credits;
4. Overall number of CDG subscribers;
5. Number of complaints received by the CCA liaison related to CDG; and
6. Number of customers who opted-out of the CDG membership

CDG Projects:
Subscribers have been assigned to a total of 16 CDG Projects through the opt-in CDG enrolment campaigns.

Partner CDG Sponsors/subscription agreements were selected according to requisite customer terms to maximize consumer access, benefit, and flexibility:
- At least 10% customer discount (of VDER Credit value)

- No exit/early termination fees

- Soft or no credit check/FICO requirement

CDG Project Name	Utility Territory	Project Location	Project Sponsor	Project Size MW DC	Status	Aggregation
Bogart	Central Hudson	Palenville, NY	Bluebird Community Solar	3	Active	HVCP
Reisender	Central Hudson	Ellenville, NY	Bluebird Community Solar	3	Not-Active	HVCP
Rochester Accord	Central Hudson	Rochester (Town), NY	Nexamp	5.57	Active	
Rochester Airport Road	Central Hudson	Rochester (Town), NY	Nexamp	5.581	Not-Active	HVCP
Wappinger 9D	Central Hudson	Wappinger, NY	Nexamp	2.605	Active	HVCP
Westerlo East	Central Hudson	Westerlo, NY	Nexamp	6.996	Not-Active	HVCP
Westerlo West	Central Hudson	Westerlo, NY	Nexamp	6.996	Not-Active	HVCP
Cream Street Solar	Central Hudson	Hyde Park, NY	Nexamp	4.9	Not-Active	HVCP
New Beginings Solar	Central Hudson	Kingston, NY	Bluebird Community Solar	3.024	Not-Active	HVCP
Westerlo	Central Hudson	Westerlo, NY	Aneresco		Active	RCP
Villa Roma	NYSEG	Callicoon, NY	Delaware River Solar	9.272	Not-Active	FLCC/Geneva
Sackett 2	NYSEG	Monticello, NY	Delaware River Solar	2.4	Not-Active	FLCC/Geneva
Gaskill Rd.	NYSEG	Owego, NY	Delaware River Solar	6.3	Not-Active	FLCC/Geneva
Davis	ORU	Goshen, New York	Bluebird Community Solar	3	Not-Active	RCP
Middletown C	ORU	Middletown, NY	Ameresco	2.59	Active	RCP
Fogarty	ORU		Clearway		Not-Active	RCP

Municipalities That Chose to Offer CDG Credits:

In 2020, all 17 participating municipalities have decided to offer CDG subscriptions on a voluntary, opt-in basis to eligible CCA customers.

CDG Subscribers:

Number of CDG Accounts	
Utility Territory	**Accounts**
NYSEG (FLCC)	269
Central Hudson (HVCP)	849
ORU (RCP)	324
Total	**1,442**

Sustainability Funds:

Joule has created Sustainability Funds for each participating municipality. Sustainability Funds are calculated by Joule based on the number of CDG Subscribers that have enrolled. Each municipality designates a sustainability project or initiative salient for the community and its residents. Funds are deployed to the designated recipient at the end of the CDG Campaign.

In light of the COVID-19 Pandemic, Joule gave municipalities the option to donate fund revenue to COVID-19 Relief, rather than their existing sustainability funds. These COVID-19 Relief funds resulted in donations to local community organizations and food pantries making a difference for residents in need.

To learn more about Joule's Sustainability Funds, please visit:
https://www.joulecommunitypower.com/results

HVCP Sustainability Funds (End of 2020)				
Municipality	**# Enrolled**	**% of Total**	**Fund**	**Fund**
City of Beacon	219	26%	$10,950	Local Schools
Town of Clinton	53	6%	$2,650	TBD
Village of Cold Spring	50	6%	$2,500	TBD
Town of Fishkill	6	1%	$300	TBD
Town of Marbletown	180	21%	$9,000	Local Walk & Bike Project
Marbletown COVID-19 Relief	42	5%	$2,100	Rondout Valley Food Pantry
Town of New Paltz	16	2%	$800	TBD
Town of New Paltz COVID-19 Relief	62	7%	$3,100	The Family of New Paltz
Village of New Paltz	46	5%	$2,300	TBD
Town of Philipstown	152	18%	$7,600	Refrigerant Management Program
City of Poughkeepsie	22	3%	$1,100	TBD
Town of Red Hook	1	0%	$50	TBD
Total	**849**	**100%**	**$4,2450**	

RCP Sustainability Funds (End of 2020)				
Municipality	# Enrolled	% of Total	Fund	Fund
Village of Clarkstown	0	0%	0	
Clarkstown COVID-19 Relief	186	49%	$9,300	Rockland Community Foundation
Village of Haverstraw	2	1%	$100	
Haverstraw COVID-19 Relief	57	15%	$2,850	Rockland Community Foundation
Village of Nyack	11	3%	$550	TBD
Town of Orangetown	0	0%	0	
Orangetown COVID-19 Relief	102	27%	$5,100	Rockland Community Foundation
Village of South Nyack	8	2%	$400	TBD
Village of Upper Nyack	9	2%	$450	TBD
Rockland COVID-19 Relief	1	0%	$50	
Total	**376**	**100%**	**$18,800**	

Complaints Received Related to CDG:

2020 CDG Specific Complaints	
Utility Zone	Complaints
NYSEG (FLCC)	5
CenHud (HVC)	7
ORU (RCP)	5
Total	**17**

Number of CDG Opt-outs:

Joule currently does not have record of any CDG subscribers opting-out of their CDG subscription in the year 2020.