



# Community Choice Aggregation

*CCA RFP Overview Webinar*

# MEGA CCA Team



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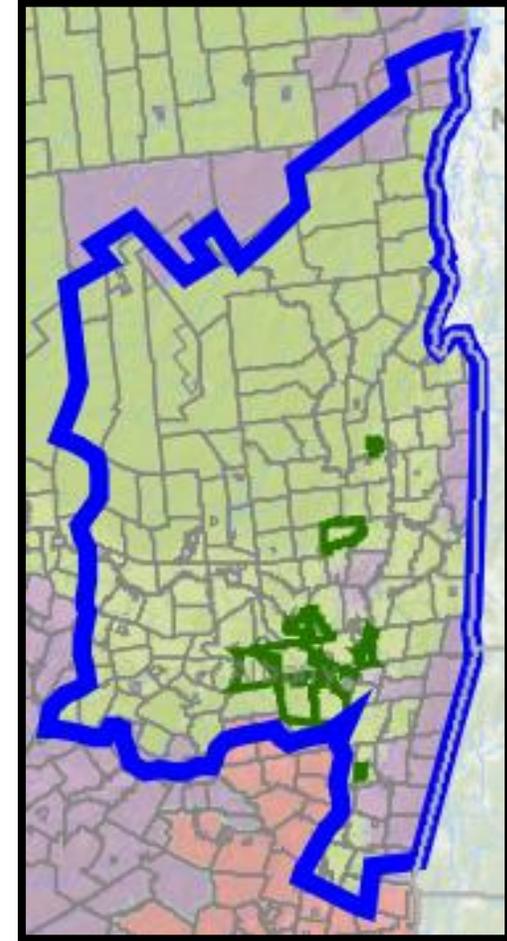


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# Capital Region Aggregation

## 13 municipalities in New York's Capital Region

- National Grid, Zone F
- 6 Cities, 4 Towns, 3 Villages
  - Includes Albany, Schenectady and Troy
- Around 90,000 eligible accounts



# Seven EASY Steps to Develop a CCA Program

**1**



Choose MEGA as CCA administrator

**2**



Educate the public

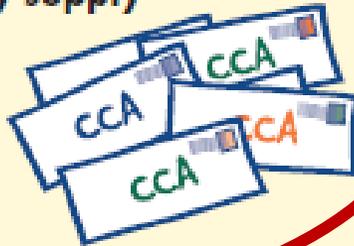
**3**



Adopt local law to authorize CCA

**4**

Competitive bid for energy supply



**5**



Select low-bid supplier

**5**<sup>A</sup>

Educate the public



**6**



Citizens can opt-out

**7**

Savings begin



# Outline

1. RFP Composition
2. RFP Timeline
3. MEGA's Recommendation Process
4. Decisions of Municipality
5. Decision Logistics

# RFP Composition

1. Qualifications
2. Pricing
3. Terms and Conditions of the Energy Supply Agreement
4. Timeline



# RFP Composition cont.

## 1. Qualifications

- a) Experience with CCA
- b) Licenses, Certifications and Registrations
- c) Operational Capability
- d) Financial Capacity
- e) Data Security Compliance

## 2. Pricing

- a) Terms
- b) Contract Periods
- c) Renewable Supply Options
- d) Guaranteed Savings Options

# RFP Composition cont.

## 3. Terms and Conditions of the Energy Supply Agreement

### a) Billing

- i. Single bill
- ii. Budget bill
- iii. Compatibility with solar

### b) Customer Service

- i. 24/7 call center
- ii. Municipality specific webpage

### c) Enrollment

- i. No fee to opt-out
- ii. Parameters around opt-out notification
- iii. Management of new accounts

## 4. Timeline

# RFP Timeline

## 4. Timeline

1. Issue RFP	mid-April
2. RFP Responses Due	mid-May
3. MEGA Present Recommendation via Webinar	mid-May
4. Municipal Decision Making	<b>mid-May</b>
5. RFP Award & ESA Execution	mid-May
6. 2 <sup>nd</sup> Round of Education	late-May to mid-August
7. 30 day opt-out Period	mid-July to mid-August
8. Enrollments	September

# MEGA Recommendation Process

## 5 person MEGA review team

1. Assess bids for compliance
2. Analyze pricing
3. Review contract terms (ESA)
4. Score requirements

## MEGA Presents Recommendation:

- Term & Prices
- Supplier

<b>Qualification</b>
<b>Price and Terms</b>
Price to Beat (Appendix B)
APP Compliant Offering
Renewable Energy Option
Sample ESA
No early termination fee
GRT Proposal
<b>Enrollment</b>
Opt-out Plan
Opt-out notification
Opt-out timeline
Opt-out methods (multiple)
Opt-in Plan
Opt-up Plan
<b>Customer Service</b>
Call center
Webpage
Supplemental print materials
<b>Experience</b>
Residential (NY)
CCA
References (2)
<b>General ESCO Qualifications</b>
Proof of Insurance
NYSPSC ESCO certification

# MEGA Recommendation Process cont.

## 1. Qualitative

- a) Qualifications
- b) Terms and conditions

## 2. Quantitative (Pricing)

- 1) Standard grid mix (cheapest option)
- 2) Renewable electricity: 100 %
- 3) Renewable electricity: % meeting/beating “Price to Beat”

# MEGA Recommendation Process cont.

## Max % Renewable Supply Below "Price to Beat" (\$/kWh)

	12-Month Term			18-Month Term			24-Month Term			36-Month Term			(__)-Month Sweet Spot Term		
	Price to Beat (\$/kWh)	Supplier Bid (\$/kWh)	% Green	Price to Beat (\$/kWh)	Supplier Bid (\$/kWh)	% Green	Price to Beat (\$/kWh)	Supplier Bid (\$/kWh)	% Green	Price to Beat (\$/kWh)	Supplier Bid (\$/kWh)	% Green	Price to Beat (\$/kWh)	Supplier Bid (\$/kWh)	% Green
	SC1 (Residential)	0.0XXX			0.0XXX			0.0XXX			0.0XXX			0.0XXX	
SC2-ND (non demand commercial)															

# MEGA Recommendation Process cont.

## “Price to Beat”

### 1. Start with:

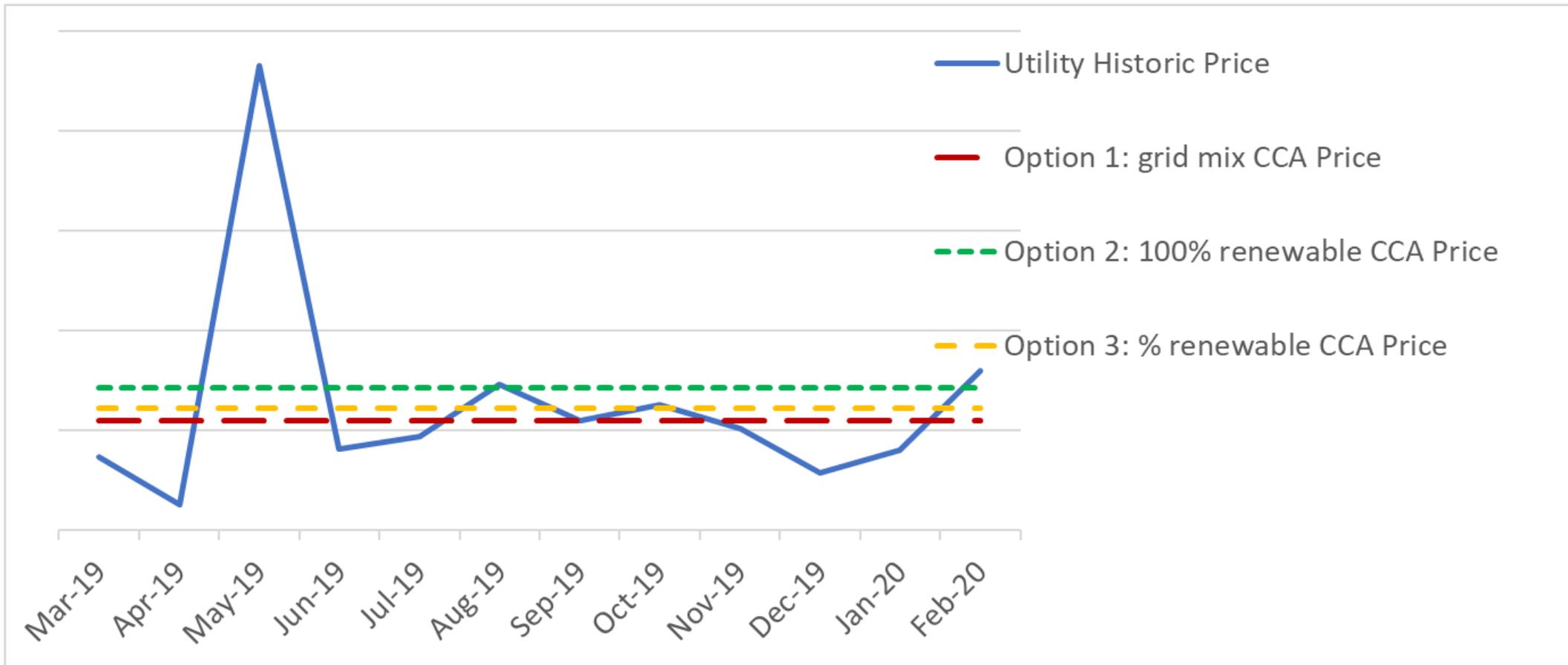
- a) National Grid’s historic average \$/kWh

### 2. Adjust for changes in market:

- a) % renewable electricity
- b) % nuclear electricity

2020	2.84%
2021	4.20%
2022	8.40%

# MEGA Recommendation Process cont.



# Decisions of Municipality

1. Do we want to offer the benefits of CCA to our constituents?
2. What do we want to be our default?
  - 1) Standard grid mix (cheapest option)
  - 2) Renewable electricity: 100 %
  - 3) Renewable electricity: % meeting/beating “Price to Beat”

# Decision Logistics

1. What person/people at your municipality make the decision?
  - a) [Mayor] who already has this authority
  - b) Pass resolution giving [Supervisor] this authority
  - c) Pass resolution giving a [designated group] this authority
  - d) Schedule a special meeting so all [council/board members] vote

# Decision Logistics cont.

## 2. Timeline

- a) MEGA Present Recommendation via Webinar: mid-May
  - i. Webinar dates set once we release RFP (month notice of dates)
  - ii. Participation is **critical** (four webinar times over two days)
  
- b) Municipal Decision Making: mid-May
  - i. Sign “CCA Approval Sheet” indicating default choice
  - ii. Quick turnaround for decision (less than 48 hours)
  - iii. MEGA, as designated agent, signs actual ESA

# Questions?

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