

**Minutes of the Board of Directors – February 21, 2020**

**Present:** Mark Taylor, Heather Brown, Steve Hoover, Mark Sachetti, Rochelle Stein, Ellen Pratt, Allen Olsen

**Present Via Telephone:** Steve Hoover, Crystal Abers, Robert Wood, Mary Pat Hancock

**Guests:** David Weirs, Anna Baluyot, Katy Vesio, Nicole Correia, Energy Next

**Excused:** Jack Wheeler

**Staff:** Ronald Feldstein, Douglas Barton, Barbara Blanchard, Jennifer Luu, Jonathan Wood, Louise Gava

**Call to Order, Approval of Agenda, and Announcements**

Chairman Taylor called the meeting to order at 11:56 a.m.

**Administration**

**Approval of Minutes**

It was Moved by Mr. Wheeler, seconded by Mr. Hoover and unanimously adopted by voice vote of members present in the room to approve the minutes of March 1, 2019 as submitted.

**President's Report**

Please see attached report at the end of these minutes.

**Customer Service Manager's Report**

Please see attached report at the end of these minutes.

**Business Relations Manager's Report**

Please see attached report at the end of these minutes.

**Treasurer's Report**

**Resolution – Adoption of March 31, 2019 Audited Financial Statement**

Mr. Hoover reviewed the audit with the group. He stated the organization is operating with a structural deficit and an amendment of the current year budget is necessary in order to continue

operations. The Board also discussed the mild winter and the impact it could potentially have on

upcoming revenue. They also discussed the timing of the capital region CCA revenue coming in. Mr. Taylor requested that Mr. Hoover work with Ms. Luu to prepare the budget for the upcoming year and then bring it to the audit committee for discussion prior to Corporation acting on it in April.

The Board reviewed the current cash flow report. Funds are at the lowest seen since the organization began working toward the implementation of the Community Choice Program.

The Board also discussed changing the organization fiscal year from April 1-March 31 to follow the January-December calendar year. Mr. Hoover suggested moving the annual meeting to later in the year to allow for audited financials to be completed and presented at the meeting. There was discussion about the flow of royalties and Mr. Weirs noted that the timing of those will remain unchanged. The group discussed if it would be possible to have audited financials by the April annual meeting and that will depend on when Q4 royalties are received and when the auditors can get us into their schedule.

It was Moved by Ms. Stein, seconded by Mr. Olsen and unanimously adopted by voice vote of members present in the room to approve the audited financial statement for the period ending March 31, 2019.

### **Resolution – Approval to Change Annual Fiscal Year-End to December 31<sup>st</sup>.**

It was Moved by Ms. Brown, seconded by Mr. Sachetti and unanimously adopted by voice vote of members present in the room to approve the change to in the organizational fiscal year to January-December.

### **Executive Session**

It was Moved by Ms. Brown, seconded by Ms. Stein and unanimously adopted by voice vote of members present in the room to enter executive session at 12:10 p.m. for the purpose of discussing contracts.

The Board returned to open session at 12:45 p.m.

### **Consultant's Report**

Ms. Baluyot introduced EnergyNext's newest staff member, Nicole Correia. Nicole has been on staff since January, was trained by Ms. Vescio and Ms. Gava and has recently been out in the community doing presentations on her own. She has substantial marketing and social media experience and has been using those skills to get messages out.

Ms. Baluyot reported on the hydro and solar projects. There is currently one project remaining in Canton for solar. Gravity Renewables has signed an agreement with Ulster County and if the project moves forward it will be the largest project in the MEGA portfolio. She reported that agreement wasn't reached for the Glens Falls project. Mr. Feldstein noted that Gravity has been a delight to work with and suggested they be recognized at the upcoming annual meeting in Cooperstown.

Ms. Vescio reported she has been working with Ms. Blanchard conducting outreach to existing customers. They have been gathering updated contact information and contract expiration data. Ms. Blanchard will also be meeting with Ulster County BOCES in the Spring.

### **CCA Program Lead Report**

The CCA report is attached at the end of the minutes. Ms. Gava reported the RFP for the capital

region should be released in mid-April, awards made in mid-May and customers beginning to receive service by mid-September. Royalties from the aggregation should start to be realized in the first part of 2021.

### **Corporate Counsel Report**

Mr. Wood stated he has nothing new to report. He had a call with Steve Acquario, but there really isn't anything new other than Mr. Acquario did state that he thought NYSAC should have been involved in CCA.

### **Old Business**

None

### **New Business**

None

### **Announcements**

Ms. Brown announced she will be resigning from the Board as she has accepted a seat on the State Energy Planning Board. The Board congratulated her and wished her the best in her new role.

Mr. Taylor appointed the following individuals to the Nominating Committee: Jack Wheeler, Ellen Pratt, and Robert Wood.

Mr. Feldstein reported the annual meeting/strategic planning session is schedule for Thursday and Friday, April 23-24, 2020 at the Otesaga Resort in Cooperstown.

### **Executive Session**

It was Moved by Mr. Sachetti, seconded by Ms. Stein and unanimously adopted by voice vote of members present in the room to enter executive session at 1:37 p.m. for the purpose of discussing personnel matters.

The Board returned to open session at 2:00 p.m.

### **Adjournment**

The Board adjourned at 3 p.m.

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**MEGA**  
MUNICIPAL ELECTRIC & GAS ALLIANCE

A Local Development Corporation

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## **MEGA Board of Directors - President's Report February 21, 2020**

### **Finance and Budget**

As our Treasurer Hoover, E/N consultants and Finance Manager Luu will report, MEGA's financial position is tense. CCA commissions from the Southern Tier aggregation began flowing in the third quarter and to date have not compensated CCA expenditures. Fourth quarter CCA commissions improved significantly, primarily a result of a full quarter of activity (3<sup>rd</sup> quarter represented less than three full months) and usage was up significantly due to normal increases in degree days. With the additional CCA staffing outlays, related reimbursements and start-up expenses in the Capital aggregation, we cannot expect to offset expenses with income until the Capital aggregation produces returns, certainly not before fiscal 2020-21. This conclusion is based upon assumptions reached by our consultants. Our cash flow is clearly struggling.

Our standard electric and gas procurements programs have exceeded expectations. E/N reports that FY2019 commissions of \$732,935 are the highest received since the MEGA program started in 1999, while commissions for the most recent quarter rank the third highest received. Congratulations to the MEGA and EnergyNext staffs and especially to the hard-working staffs of our supplier partners. These royalties are funding our share CCA program along with continued belt-tightening and MEGA employee frozen salaries.

MEGA's success has made it a target (or potential target) of competitors. MEGA has perpetually experiences adds and drops in participants. The election cycle of county legislatures and other municipal decision-making bodies and positions threaten to disrupt the consistent use of MEGA's services. Historically, many of the withdrawals resulted in participants moving to the utilities for supply or conducting local procurements. MEGA's guarantee of bidding practices in conformity with NYS guidelines appears to be less appealing in value as many munis choose savings over lawfulness.

### **Renewable Program**

MEGA's partnership with small hydro developers, Gravity Renewables ended in 2019. The five-year program has been marvelous. The pipeline reports will specify current and past programs and royalties, but GR's cooperation and cordiality probably outweighs the monetary gains. Gravity CEO Ted Rose and Director of Marketing Omay Elphick have made this joint venture so respected and so appreciated by the municipalities who have reaped the benefits of clean and economical energy.

The Tesla solar program has, for all intents and purposes, concluded. There remains income from the Canton program.

MEGA's renewable programs have undeniably been positive and successful. Nearly two dozen entities have realized long term savings on their electric bill and most meaningfully, have accomplished a reduction in their carbon footprint.

We will be surveying participating organizations who are in the hydro and solar programs with expectations of collecting success stories. Our renewable programs will be promoted via press releases as well as with a successive Corporate Report.

## **Recruitment and Retention**

MEGA continues to attend and present sessions at various conferences including NYSAC, NYS School Business Officials NY Conference of Mayors, the NYS Public Housing Directors Association, NYS Association of Municipal Purchasing Official and various regional, county and town and village associations. A new association of CCA administrators is being developed. This investment in resources provides vibrant opportunities to network with prospective, current and former MEGA participants.

Contacts with participants via phone and/or personal consultations at conferences or in the field is among the most successful means encouraging retention. Barbara Blanchard and Katy Vescio are acknowledged for this ongoing mission.

## **Procurements**

MEGA's current natural gas and electric procurements expires in October and the successor commences thereafter. Our ESCO partners' BDM's (Business Development Managers) have been busy and productive in contracting MEGA participants under the new agreements. Aside from an increase in commission formulas, suppliers will be required to forward copies of customers' contracts to MEGA. This valuable contact data will improve communication and retention priorities with participants.

## **Board and Officer Nominations**

Vacancies will exist for the Corporation and the Board. Barbara Blanchard will be in contact with County personnel with regard to potential Corporate vacancies The Chairman will appoint a nominations committee to prepare slates to be presented at the April corporation meeting.

Last year, Executive Committee acting of behalf of the Board, declared vacant the Board position attributed to NYCOM. No relationship currently exists between NYCOM and MEGA and our bylaws explicitly state that at large members must come from MEGA participant entities. It is important that we look to fill all vacancies.

## **Planning**

### **MEGA Vision Statement**

*The Municipal Electric & Gas Alliance, Inc. will be recognized as the preeminent non-profit organization in New York State to ensure that reliable energy resources are provided to municipalities, school districts, businesses, households, and other non-profits with the goal of positively impacting their budgets.*

### **MEGA Mission Statement**

*The Municipal Electric & Gas Alliance, Inc. (MEGA) is a 501 (c) (3), non-profit Local Development Corporation that procures reliable and cost-effective energy resources, supplies, and services for municipalities, school districts, businesses, households, and other organizations in New York State. In all of MEGA's business practices it is committed to transparent operations and strict compliance with New York State regulatory laws.*

The Board recently conducted two planning workshops restricted to members. It is important to recall that three years ago, MEGA accomplished a very constructive and beneficial strategic planning process that yielded the vision statement and mission statement (above) and a set of goals and objectives to guide the future operation of MEGA. Within the *Plan* is a series of 8 goals with incorporated objectives. The planning process concluded that MEGA's Board and staff *jointly* conduct an annual review of the plan and update it as necessary. It would be appropriate and timely to accomplish this on Thursday April 23<sup>rd</sup> at which time information can be shared and assessed among staff, consultants and Board members.

### **Annual Meeting**

MEGA's annual meeting and initial Board of Director's meeting will take place on April 23<sup>rd</sup> and 24<sup>th</sup> at the Otesaga Resort in Cooperstown. The workshop described above will take place on Thursday afternoon and evening prior to Friday morning's Corporation and Board meetings. Lodging arrangements will be announced later. The Chairman will appoint a workshop planning committee

## **MEGA Board of Directors - Customer Relations Manager's Report February 21, 2020**

Activity slows down over the holidays so most attention has been directed to continuing the task of improving the client data base. This is not very exciting work but it is important. It requires many phone calls and website explorations to find e-mail addresses and check for name changes. Katy and I have agreed on a workable information exchange method that will ensure that new information gets inserted each month.

MEGA staff participated in the NYS Association of Counties (NYSAC) and Conference of Mayors (COM) winter legislative meetings in Albany promoting the basic energy procurement program and the Community Choice Aggregation initiative. Events such as these offer the opportunity to talk with potential new participants and connect with existing participants. Between these two meetings, we contacted 75-plus municipal leaders.

From participating in these events, we have gained recognition over the years as the not-for-profit alternative to commercial energy brokers. Participation invariably results in acquisition of knowledge about local changes in administration and energy management that are so necessary for effective follow up. All NYSAC contacts have received an e-mail follow up note thanking them for participating if they are current customers; providing additional information and inviting a follow up meeting to discuss potential interest in the MEGA program if they are not currently with MEGA.

We'll also be at events coming up in the Spring including conferences sponsored by the State Municipal Purchasing Officers (SAMPO) and the NYS Public Housing Authority Directors (NYSPHADA). Both of these groups organize their conference settings to provide almost continuous access to exhibitors which allows for more intensive discussions with conference participants than is typically the case at the larger venues. MEGA Board member Mark Sachetti has been a leader in SAMPO and always publically recognizes the importance of vendor support for the organization at SAMPO events.

We continue to receive many calls from unhappy energy customers in Illinois and Massachusetts who have been lured into bad contracts by the Mega Energy Massachusetts/Illinois company. In excess of 300 over the past several years.

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## **MEGA Board of Directors – Business Relations Manager’s Report February 21, 2020**

### **CCA Efforts**

The additional communities in the Southern Tier region that had shown an interest in joining the current aggregation included the Town of Orange and the Village of Odessa. These two municipalities have not taken the necessary steps to move forward in a timely manner to be included in the current CCA. These are two communities that should be contacted in 2021 when we renew our Southern Tier CCA program.

### **Conferences**

We participated in two conferences since last November. The NYS Association of Counties Legislative conference in Albany in January and the NY Conference of Mayors Winter conference in Albany in February. Both conferences were well attended and provided us with an opportunity to speak to a few potential customers, as well as, confirm our commitment to the mission of MEGA moving forward. The challenge with conferences is that although you are there for a number of hours, the opportunity to actually speak with interested parties is often limited to breaks between class sessions and meals.

Attached to this report is a list of attendees that we were able to speak with directly.

### **NYSAC**

Our booth placement was very good. We had the opportunity to speak with 59 attendees at our booth. Of those 59, thirty eight (38) were from communities that are currently participating in our basic program. Of those 38, eighteen different municipalities were represented. None of these attendees spoke of the lack of a contract between MEGA and NYSAC.

### **NYCOM**

Booth placement was not favorable, but adequate. We were able to interact with 25 participants. Of those, ten (10) are currently involved in a MEGA program, either our Basic program or CCA.

### **Future Conference Plans**

State Association of Municipal Purchasing Officers- Cortland, NY- April 28  
Public Housing Directors Association- Vernon, NY- May 5-7  
NYS Association of School Business Officials- Saratoga Springs, NY- June 1 – 3  
Douglas Barton, Business Relations Manager

**CONTACTS 2020 NYSAC LEGISLATIVE CONFERENCE**

<b>NAME/TITLE</b>	<b>COUNTY</b>	<b>COMMENTS</b>
William Dibble, Legislator	Allegany	
Brooke Harris, Legislator	Allegany	Related Friendship story
Terri Ross, Treasurer	Allegany	
Philip Stockin	Allegany	
Christopher Dzedzic, Dep. Cty. Clerk	Broome	
Julie Carr, Personnel Officer	Cattaraugus	
Richard Helmich Jr., Legislator	Cattaraugus	Wife friends w/Crystal
David Koch, Legislator	Cattaraugus	
Kip Morrow, Legislator	Cattaraugus	New National Grid
Tim Lattimore, Legislator	Cayuga	
John Pastrick, Legislator	Chemung	
Tom Sweet, Legislator	Chemung	
John Williams, Dep. Treas./Budget	Chenango	New job
Rob Corpora, County Administrator	Cortland	Appointed end of 2019
Beau Harbin, Legislator	Cortland	
Paul Heider, Leg. Chair	Cortland	
Karen Howe, Cty. Attorney	Cortland	New positions now filled
Susan McIntyre, Commissioner	Deleware	
Marcus Molinaro, Cty. Exec./NYSAC vice	Dutchess	
Ken Hughes, Supervisor	Essex	Angel Forbes, Clerk
Lindy Ellis, Legislator	Franklin	
Jack Wilson, Supervisor	Fulton	Town of Johnstown
Gregory Young, Supervisor	Fulton	
Matthew Landers, Asst. Cty. Mnger.	Genesee	
Michael Falk, Supervisor	Livingston	Town of Lima

<b>NAME/TITLE</b>	<b>COUNTY</b>	<b>COMMENTS</b>
James Cunningham, Supervisor	Madison	Town of Nelson
Rocco DiVeronica, Supervisor	Madison	
Tina Waylond-Smith, Cty. Attorney	Madison	
Sara Boerenko, Mental Health Dir.	Montgomery	
Connis Couture, Public Health Mgr.	Montgomery	
Kathy Stegenga, Legislator	Orange	
Mark Grece, Legislator	Oswego	Newly elected
Michael Yerdon, Legislator	Oswego	Newly elected
Herbert Yerdon, Legislator	Oswego	Newly elected
Margaret Kennedy, Cty. Rep/NYSAC Bd.	Otsego	
Alan Grattidge, Supervisor	Saratoga	
Jean Raymond, Supervisor	Saratoga	
Arthur Wright, Supervisor	Saratoga	"Mo"
Pamela Wright, Clerk to Board	Saratoga	
Tom Bloodgood, Real Prop. Dir.	Schuyler	
Mark Rondinaro, Legislator	Schuyler	Lakewood Winery
Halle Stevens, Finance Dir.	Seneca	Mitch Rowe CtyAdm.
John Burke, Legislator	St. Lawrence	
Renee Cole, Treasurer	St. Lawrence	
Bill Cherry, Treasurer	Schoharie	
Marte Sauerbrey, Leg. Chair/NYSAC	Tioga	NYSAC Pres. Elect
Henry Granison, Legislator	Tompkins	
Martha Robertson, Legislator	Tompkins	
Lynn Archer, Legislator	Ulster	
Abe Uchitelle, Legislator	Ulster	
Eve Walter, Legislator	Ulster	
Craig Leggett, Supervisor	Warren	Town Chester

<b>NAME/TITLE</b>	<b>COUNTY</b>	<b>COMMENTS</b>
Benjamin Boykin, Chair/NYSAC Bd.	Westchester	
E. Joseph Gozelski, IDA	Wyoming	
Cheryl Mayer, Treasurer	Wyoming	
Earle Gleason, Legislator	Yates	
Patrick Killen, Legislator	Yates	3 Town District
Ron Spike, Sheriff	Yates	
Dazzle, DEC		zero emission veh

**CONTACTS 2020 NYCOM LEGISLATIVE CONFERENCE**

<b>NAME/TITLE</b>	<b>MUNICIPALITY</b>	<b>COMMENTS</b>
Phillip Chatterton, Mayor	Adams	
Richard David, Mayor	Binghamton	Hydro project still alive
Richard Waterman, Mayor	Camillus	
Michael Brown, Trustee	Churchville	
Ann Gallelli, Trustee	Croton-on-Hudson	
Zoe Berg, Program Dev. Coord.	Grassroots	Enviro. Not for profit
Daniel Hall, Mayor	Glens Falls	
Svante Myrick, Mayor	Ithaca	
William Brazill, Mayor	Minoa	3yr. Boces OCM
Peter Parsins, Supervisor	Twn. Lewisboro	Consolidate bills?
Lisa Copeland, Council Pres.	Mount Vernon	
William Aiello, Mayor	Olean	
Paul Gonzalez, Council Pres.	Olean	
Helen Acker, Mayor	Oneida	Wants info on MEGA
Gary Herzig, Mayor	Oneonta	
Michael Baratta, Mayor	Owego	
Rusty Fuller, Trustee	Owego	Won giveaway
Andre Rainey, Mayor	Peekskill	
Kevin Neary, Mayor	Richmondville	Much info on Schoharie
Gary McCarthy, Mayor	Schenectady	
Charles Barone, Trustee	Suffern	
Bud Shattuck, Mayor	Union Springs	CCA interest
Tom D'Augustino	Twn. Union	
Nan Woodworth, Trustee	Watkins Glen	
Basil Piazza, Dep. Mayor	Williamsville	



To: Ron Feldstein  
From: Anna M. Baluyot, David C. Wiers, Katy Vescio, Nicole Correia, Angela Prasnikar  
Date: February 13, 2020  
Re: Q4-2019 MEGA Royalty Report

Enclosed are reports and payments for Q4-2019 of the MEGA program. Commissions for the quarter totaled \$193,343. Payments from each supplier were as follows:

- \$151,769 from Constellation Energy
- \$35,869 from Direct Energy
- \$707 from Sprague Energy
- \$4,998 from Gravity Renewables

#### Basic Electric and Natural Gas

Compared to Q3-2019, commissions for the basic supply electricity and gas program were up 27%, or about \$38,304. This is due to an increase in usage -- 19% in electricity and 80% in natural gas. Compared to the same period last year, total commissions are up 25% or about \$43,547.

FY2019 commissions of \$732,935 are the highest received since the MEGA program started in 1999, while commissions for the most recent quarter rank the third highest received.

#### CCA

CCA commissions for the Southern Tier Aggregation amounted to \$28,020. This represents 21 municipalities, 59,149 accounts, and 28,019,774 kWh in usage. This is an increase of 34% or \$8,177.

#### Commissions Outlook

Based on previous years, Q1 commissions for electricity and natural gas should be up compared to Q4.

#### Tesla

The Village of Canton is the only project on the books with expected commissions of \$11,320.

### Gravity Renewables

Gravity's pipeline currently consists of five operating projects, four of which received recurring quarterly commissions, amounting to \$4,998: Saratoga Harness, Town of Colonie 1.0, St. Lawrence and Rensselaer Counties. The fifth project in operation is Tompkins County, for which a one-time NPV payment was received by MEGA.

Regarding the projects for the Town of Colonie 2.0, Sullivan and Chemung Counties, the interconnection agreements are currently being negotiated with National Grid and NYSEG; utility delays continue to plague these projects.

Under tremendous time pressure, Gravity and Ulster County signed a term sheet just before Thanksgiving, an operating agreement just before Christmas and submitted an interconnection application to Central Hudson Gas and Electric on December 30, 2019. If successful, this will be the largest project in the MEGA program. However, similar to other projects, technical issues with the two hydro facilities will need to be resolved with the utility.

In January, Gravity terminated the term sheet with the City of Glens Falls and returned the City's deposit.

### Adds/Drops

We are happy to welcome the following municipalities below to the program.

- Town of Orange – electricity
- Town of East Bloomfield – electricity

Currently, the total number of “muni” participants, including schools and non-profits, is 331. MEGA is also currently serving 45 private and about 300 non-CCA residential participants.

As always, all new and departing customers for the quarter are shown in the detailed spreadsheet. There is also a tab in the royalty spreadsheet listing all current MEGA muni customers and summarizing them by type and county.

The MEGA program continues to thrive thanks to the continuing efforts of MEGA staff, board members, and the NYSAC relationship. We expect to deliver the NYSAC quarterly accounting in the next few days.

Finally, enclosed is our invoice for services. From the gross commissions due EnergyNext, we have netted out our quarterly contribution to the marketing budget.

As always, thank you for your support of the program. If you have any questions, please do not hesitate to contact us.



From: Katy Vescio, Client Relationship Manager

To: MEGA Board

Date: February 13, 2020

### **Report on Client Outreach Efforts – 2019-2020**

In 2019, EnergyNext identified the top priority of updating MEGA's client information and data management systems. The efforts we have made over the last 12 months focused on integrating and maintaining existing customer data, new customer information, updates from our suppliers, and updated information obtained by MEGA staff.

New processes were put in place to update MEGA's customer outreach strategy and ensure regular contact with existing clients. On a quarterly basis, new and renewing clients receive an outreach welcome/welcome back email following the execution of a contract with the supplier. This ensures MEGA has regular contact with customers, provides an open line of communication with our contact person, and enables us to update any customer information that might have changed. Other essential information, including contract length, product, pricing and other information relevant to the client's energy purchases, is recorded from the contract and maintained in the client database.

In addition to this outreach at the time of contract signing, we have created a process to enable MEGA to make regular contact with all county clients, as well as the largest non-county MEGA customers. On a bi-annual basis, this cohort of customers receives outreach phone calls in order to ensure open communication, as well as the updating of any client information that may have changed.



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TO: MEGA Board  
FROM: Louise Gava, CCA Project Leader  
DATE: February 14, 2020  
SUBJECT: February CCA Board Report

MEGA should be proud to have such an impressive “CCA Team” supporting MEGA’s two active aggregations, the Southern Tier and the Capital Region. Katy Vescio has taken over all of the day-to-day operations maintaining the aggregation in the Southern Tier. Katy also has the primary role of responding to the inquiries from the CCA Helpline and email. Katy has been critical in supporting our newest team member, Nicole Correia. Nicole has responsibility for all of our media interactions, online presence and new marketing materials. She manages our Facebook, engages with the press, keeps our website updated and has given our educational materials a fresh look. Nicole gave her first education session only three weeks into the job. Louise is still serving as the primary point of contact with the Department of Public Service, the Utilities, NYSERDA and perspective suppliers. In these roles she continues to help shape NYs CCA Program, track tangential regulatory changes and anticipate opportunities for the evolution of CCA to include new sources of renewable electricity. Anna continues to ensure the team has the resources and encouragement necessary to implement a successful Program.

### **Southern Tier Aggregation:**

MEGA’s aggregation in the Southern Tier is preparing for its second refresh, an opt-out period for all newly eligible customers, with supply beginning April 1<sup>st</sup>. We have planned two additional refresh periods before the contract ends in June 2021. As with the first opt-out period, all subsequent opt-out periods require data to be reviewed, opt-out letters sent, questions answered and enrollments processed. We are maintaining contact with our municipalities, troubleshooting issues, and generally supporting them with CCA and general energy questions.

### **Capital Region Aggregation:**

Currently the Capital Region Aggregation is composed of thirteen municipalities representing around 90,000 eligible accounts including the Cities of Albany, Schenectady and Troy. Ten of these municipalities have passed their local laws. Six of these municipalities have also completed the first 60-days of education and have provided us with the documentation necessary to seek approval from the Department of Public Service. We expect this approval any day.

The large and diverse Cities of Albany, Schenectady and Troy require us to continually consider new approaches to our education and outreach. We are reacting in almost real-time to municipal and resident feedback to increase the effectiveness of our efforts. The number of citizens learning about CCA at in-person meetings has significantly increased as we participate in regularly scheduled meetings, most commonly Neighborhood Associations. We have already presented at five Neighborhood Associations with ten other meetings scheduled and more expected. It is not unusual for our team to cover three or even four meetings in one night. A new education and outreach strategy we’re trying is tabling at the Farmers’ Markets in Schenectady and Troy.

Given the radio ads' effectiveness at driving traffic to our website, we ran another round for the tri-Cities. We continue to have our municipal partners excited to hear their CCA Program advertised on the radio. We've had a few earned media radio interviews as well, with all three team members getting air time. MEGA has record high engagement on social media. FaceBook has been very effective at getting the word out about meetings as well as sharing our short educational YouTube videos. FaceBook has also been a source of misinformation which has required our team to act quickly and provide accurate information.

The diversity of the tri-Cities has MEGA working to address concerns about the understanding of CCA by non-native English speakers. At a minimum, the team is determining the cost and impact of translating some of our materials into Spanish and Mandarin.

Recognizing the high low-income population in the tri-Cities the team has also begun promoting "Solar for All." This is a NYSERDA program for income eligible households that provides free solar credits. In practical terms, a credit of five to fifteen dollars a month is added to enrolled customers' electricity bills. Our CCA Team is providing a high-level explanation of this program, handing out applications and directing those interested to others who can provide more information. Our municipalities have been thrilled to learn of our efforts to support their low-income populations.

The MEGA CCA Team is working hard but we aren't doing this work alone. We have earned the respect and support of many local groups including the Capital District Regional Planning Commission, the League of Women Voters and Capital District Community Energy. These groups are helping educate, stop the spread of misinformation and encourage municipal officials to participate in CCA.

The Capital Region Aggregation is currently on track to issue an RFP in mid-April, sign contracts in mid-May and begin serving customers in September.

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