

Board of Director's Meeting
Friday, October 16, 2020 @ 3 PM via Zoom

- Present:** Mark Taylor, Steve Hoover, Allen Olsen, Robert Wood, Jack Wheeler, Andrew Crisman, Crystal Abers, Katie Borgella
- Ex-Officio:** Rick Blythe
- Excused:** Mark Sachetti, Ellen Pratt, Rochelle Stein
- Staff:** Ronald Feldstein, Jennifer Luu, Jonathan Wood
- Guests:** Bob Bartlett, TJ Navarro, Ed Wilson, Constellation Energy: D. Wiers, Anna Baluyot, Katy Vescio, Nicole Correia, Energy Next

Call to Order

Chairman Taylor called the meeting to order at 3:01 p.m. The approval of minutes is deferred until modifications are made.

President's Report

The President's report is included at the end of these minutes.

Constellation EME Program

MEGA has been partners with Constellation for many years. We have been having discussions with Constellation about one of their programs, Efficiency Made Easy (EME). The program can identify and implement efficiency measures that help reduce energy costs, manage usage, and meet sustainability goals. The Program requires no upfront capital so participants can preserve their budgets for other business priorities. Since 2011, Constellation has funded over \$150 million in energy efficiency projects for more than 500 customers.

The Board had questions about procurement and the potential that counties may be able to do this cheaper on their own. A resolution is part of the Board agenda for consideration to add the EME program to the existing contract with Constellation.

Administration

Chairman Taylor introduced and the Board welcomed Katie Borgella from Tompkins County. Katie serves as Commissioner of Planning and Sustainability for Tompkins County, overseeing the eleven-person department its activities. The Department primarily works to implement the Tompkins County Comprehensive Plan, which presents a long-term vision for the future of the community. Topics of focus in recent years have been in housing, energy, land conservation, tourism, and development. Katie has worked in various leadership roles in the Department since 1993. Prior to working as a planner, Katie designed and constructed a wide variety of projects as a civil engineer with the Federal government domestically and abroad.

Adoption of Resolution - By-law Amendment – Change Fiscal Year to Calendar Year

It was Moved by Mr. Hoover, seconded by Mr. Wheeler and unanimously adopted by voice vote of members present to change the Corporate Fiscal Year from April to March to the calendar year.

RESOLVED, That the by-laws are hereby amended as follows:

ARTICLE VIII – FISCAL YEAR

The fiscal year of the Corporation shall begin on January 1 and end on December 31.

Authorizing the President of the Municipal Electric and Gas Alliance., to Sign an Agreement with Constellation for the Efficiency Made Easy (EME) Program

The resolution was deferred to a future meeting to give the Board time to explore how other municipalities experience has been using these types of programs. Mr. Taylor stated there are pros to many of our customers, but he does not believe the Board in at a point where they are ready to accept it.

Treasurer's Report

Mr. Hoover reviewed the cash flow reconciled through September 2020. The report includes projections through year-end. He stated that organization is living within its means and the cost saving measures that have been implemented seem to be paying off.

CONSULTANT'S REPORT

Q2-2020 Royalty Report

Energy Next reviewed the Q2 Report. It is included at the end of the minutes.

CCA

This fall, the CCA team at MEGA has been developing new elements to complement the existing CCA program offering, exploring additional options for CCA, and working closely with our NYS partners to monitor changes in NYS energy rules, regulations, goals, and programs.

The RFP is planned to be released for the Capital Region in early 2021. This will provide us the means to reengage all eligible CCA suppliers and update pricing options given changes in the energy market. Re-releasing the RFP will allow for additional competition to further drive down pricing options.

Last month, the NYS Department of Public Services (DPS) enabled the first pilot program for opt-out Community Distributed Generation (CDG). CDG encompasses the more commonly known community solar program, and prior to the approval of this pilot, individual customers had to opt-in (one at a time) to join a community solar operation. With this recent approval of opt-out CDG, MEGA will be able to incorporate opt-out community solar into our CCA program offering in the Capital Region.

With opt-out community solar working alongside CCA, eligible customers in within a community will be able to subscribe to local a community solar project. Subscribers receive a 5-10% discount on their electric bill, making it a guaranteed-savings program. Coupling this financial incentive with the CCA and 100% renewable supply, communities can do even more to support renewable electricity development.

While broad regulatory guidance on this program has not yet been formally released, we expect an announcement from the Department of Public Services in the coming months.

CORPORATE COUNSEL REPORT

Mr. Wood had no report.

ADJOURNMENT

The meeting adjourned at 5:12 p.m. The next meeting date will be announced, but it is expected to occur in January or early February.

Minutes prepared by Jennifer Luu.

President's Report - October 2020

Undoubtedly, COVID-19 has influenced MEGA's progress, as it has with most non-profits and municipalities. Diminished revenue and lost staff members might have constrained the organization's progress and effort, but with the tremendous support of the E/N staff and the assistance of our supplier partners, MEGA remains on solid footing by continuing to add value and savings to participating organizations at this time of belt-tightening and anxiety.

MEGA's financial position has stabilized. The exit of Barbara and Doug as well as elimination of several marketing, travel and meeting related expenses has lessened the impact of the pandemic. Royalties have diminished due to COVID-19, however, somewhat less than budgeted. The pause in the capital aggregation and the ensuing loss of those royalties will be problematic.

We have successfully completed a natural gas procurement for the Central Hudson utility zone because of the departure of the former contractor. The outstanding assistance of Genesee County and its Chairperson, Shelley Stein, helped to overcome the hurdle and provide a seamless and cost-effective natural gas program for MEGA participating entities in the Central Hudson area. My endorsements letters have been forwarded to existing participants.

With the expiration of the current natural gas and electric program agreements in a few weeks, supplier representatives (known as BDM's or Business Development Managers) have been working hard to renew participants and marketing the programs to prospects. I have been contacting many participants answering questions and encouraging renewals.

The pandemic has been consequential to CCA's forward progress. You will hear about the pause we employed for the capital area aggregation. With index or utility variable rates at historical lows and the price increases for renewable energy credits, we continue to emphasize the values in associating with MEGA and its fixed price endorsements. Notwithstanding these challenges, MEGA and our aggregation cohorts intend to move forward sooner rather than later.

At the July meeting the Board laid on the table the resolution to change MEGA's fiscal year from April 1-March 31 to the calendar year. We will have to finalize this change. Along with the fiscal revision comes the calendar revision of the annual meeting and the election of board members and the election of officers. Our bylaws dictate that the Corporation meet within the first quarter of the fiscal year. In the past, the meeting usually occurred in person during the latter part of April. I will suggest that the Corporation and the Board meet virtually in mid or late January. I will be communicating with county officials regarding status of their 2021 corporate representatives. We have a nominating committee in place that should be petitioning current Board members and officers as to their 2021 status.

At this October 16th board meeting representatives from Constellation Energy will present their Efficiency Made Easy program. This program will add value to our relationships with participants by offering options to reduce energy costs, manage usage and meet sustainability goals. As well, the program offers a unique and practicable manner of funding these projects. Beyond good will, EME can be a source of additional royalty income from Constellation Energy.

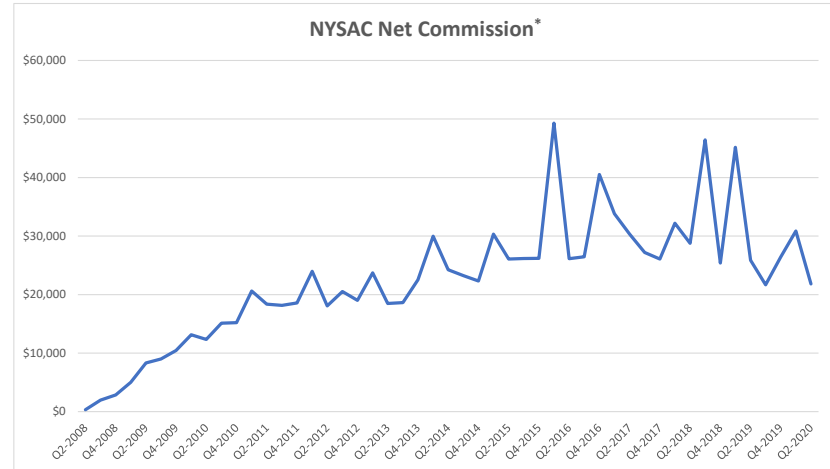
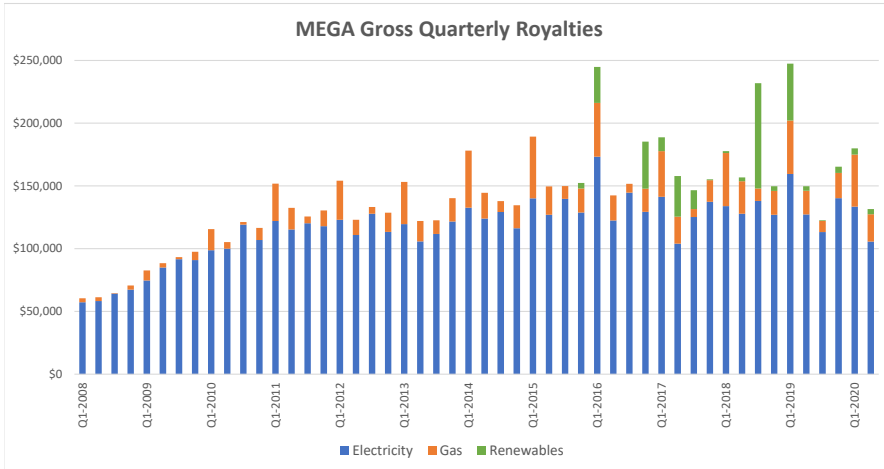
Q2-2020 Quarterly Report Summary



Quarter	ELECTRICITY		GAS		CCA		RENEWABLES	TOTAL		Comments
	Usage (kWh)	Royalties	Usage (therms)	Royalties	Usage (kWh)	Royalties	Royalties	Royalties	Annual Royalties	
Q2-1999	8,208,597	\$2,240	-	-	-	-	-	\$2,240		
Q3-1999	15,003,461	\$9,592	477	\$5	-	-	-	\$9,592		
Q4-1999	17,625,087	\$11,028	236,442	\$1,099	-	-	-	\$12,127	\$23,964	
Q1-2000	24,477,794	\$13,618	441,040	\$2,897	-	-	-	\$16,515		
Q2-2000	20,605,781	\$13,112	302,674	\$3,358	-	-	-	\$16,469		
Q3-2000	20,955,818	\$14,138	73,871	\$752	-	-	-	\$14,890		
Q4-2000	21,352,628	\$12,302	85,705	\$595	-	-	-	\$12,897	\$60,771	
Q1-2001	28,503,720	\$17,023	578,075	\$3,469	-	-	-	\$20,492		Includes overpayment of \$6092.
Q2-2001	17,425,563	\$12,750	354,745	\$2,128	-	-	-	\$14,878		Overpayment of \$6092 deducted.
Q3-2001	25,335,739	\$18,370	74,887	\$449	-	-	-	\$18,819		
Q4-2001	26,476,341	\$18,900	220,430	\$1,323	-	-	-	\$20,223	\$74,412	Advantage adjustment of (\$762) from Q3
Q1-2002	31,379,059	\$23,228	650,690	\$3,904	-	-	-	\$27,132		
Q2-2002	26,690,420	\$19,799	435,641	\$2,614	-	-	-	\$22,412		
Q3-2002	30,330,482	\$23,474	71,849	\$431	-	-	-	\$23,905		Advantage adjustment of +\$925 from Q1+2
Q4-2002	28,826,481	\$21,459	390,331	\$2,342	-	-	-	\$23,801	\$97,251	
Q1-2003	33,762,985	\$25,534	743,254	\$4,460	-	-	-	\$29,994		
Q2-2003	35,269,540	\$26,258	321,260	\$1,928	-	-	-	\$28,185		
Q3-2003	42,756,600	\$31,822	81,529	\$489	-	-	-	\$32,311		
Q4-2003	43,430,680	\$32,477	233,344	\$1,400	-	-	-	\$33,877	\$124,367	First wind power program reports
Q1-2004	61,297,936	\$38,792	745,014	\$4,470	-	-	-	\$43,262		Includes large ERO pre-Q1 makeup, no wind
Q2-2004	47,344,611	\$32,500	346,574	\$2,079	-	-	-	\$34,580		Q1 wind makup, not Q2
Q3-2004	44,594,263	\$30,529	84,098	\$312	-	-	-	\$30,841		Includes Q2 wind + SCR commission
Q4-2004	47,146,866	\$33,231	492,135	\$2,953	-	-	-	\$36,184	\$144,867	No wind, includes HLF program
Q1-2005	48,185,858	\$36,505	1,075,565	\$2,953	-	-	-	\$39,458		Gas use adjusted to actual for Q1, not royalty
Q2-2005	56,774,603	\$42,374	394,350	\$5,866	-	-	-	\$48,240		Actual Q2 gas use, net Q1+Q2 royalty
Q3-2005	51,722,977	\$40,261	85,121	\$511	-	-	-	\$40,772		Includes summer SCR, no wind
Q4-2005	51,742,578	\$39,644	479,169	\$2,875	-	-	-	\$42,519	\$170,989	Includes elect, gas & wind, not SCR
Q1-2006	46,785,228	\$35,489	806,165	\$4,837	-	-	-	\$40,326		Includes SCR, Q1 wind + 2005 resi wind
Q2-2006	53,402,428	\$40,052	295,743	\$1,774	-	-	-	\$41,826		Includes elect, gas & Q2 wind
Q3-2006	51,215,875	\$38,103	92,614	\$556	-	-	-	\$38,659		Includes elect, gas, Q3 wind & summer SCR
Q4-2006	50,394,416	\$37,119	331,906	\$1,991	-	-	-	\$39,110	\$159,921	Includes elect, gas & Q4 wind
Q1-2007	56,014,020	\$41,831	743,729	\$4,462	-	-	-	\$46,293		Includes elect, gas & Q1 wind
Q2-2007	55,008,647	\$40,012	110,386	\$662	-	-	-	\$40,674		Includes elect, gas & Q2 wind, gas underreported
Q3-2007	58,295,967	\$41,601	321,910	\$1,931	-	-	-	\$43,533		Includes elect, gas, wind & Q2 gas makeup
Q4-2007	61,150,342	\$43,656	344,894	\$2,069	-	-	-	\$45,726	\$176,226	Included elect, gas, SCR but not wind
Q1-2008	66,364,991	\$57,315	852,506	\$3,227	-	-	-	\$60,542		new elect contract, big gas makeup, Q4 wind
Q2-2008	69,032,361	\$58,313	524,225	\$2,967	-	-	-	\$61,280		First NYSAC/Hess, annual wind, winter SCR
Q3-2008	80,707,696	\$64,196	75,795	\$455	-	-	-	\$64,651		No wind, SCR or NSI gas (<0 re cancel/rebills)
Q4-2008	81,217,656	\$67,340	577,378	\$3,342	-	-	-	\$70,682	\$257,153	Includes SCR, no wind or RECs
Q1-2009	89,580,995	\$74,651	1,331,918	\$7,992	-	-	-	\$82,643		Includes new Hess elect, RECs, no wind/SCR
Q2-2009	100,530,943	\$85,062	536,219	\$3,351	-	-	-	\$88,413		Includes wind 09, SCR, 1st NSI elect
Q3-2009	109,017,656	\$91,676	255,199	\$1,572	-	-	-	\$93,248		Includes only elect and gas
Q4-2009	108,397,142	\$90,944	1,022,165	\$6,581	-	-	-	\$97,525	\$361,829	Includes summer SCR
Q1-2010	115,851,676	\$98,852	2,533,528	\$16,714	-	-	-	\$115,567		Includes 09 RECs
Q2-2010	108,007,685	\$99,971	800,165	\$5,243	-	-	-	\$105,214		Includes 2010 wind, SCR, Hess makeup pmt
Q3-2010	136,327,952	\$119,229	318,755	\$2,006	-	-	-	\$121,235		Elect and gas only, Orange + Rockland new
Q4-2010	120,483,397	\$106,948	1,463,760	\$9,674	-	-	-	\$116,622	\$458,638	Includes 2010 recs, summer SCR
Q1-2011	137,130,265	\$122,014	4,478,769	\$29,859	-	-	-	\$151,873		Electric and gas only; no wind, recs, or SCR
Q2-2011	127,673,724	\$115,302	2,636,584	\$17,181	-	-	-	\$132,483		Includes 3 Hess makeup payments
Q3-2011	132,040,772	\$120,311	862,416	\$5,378	-	-	-	\$125,689		No makeups
Q4-2011	127,823,365	\$117,940	1,864,419	\$12,515	-	-	-	\$130,455	\$540,501	Includes 2011 RECs, summer SCR, Hess makeup
Q1-2012	132,773,235	\$123,075	4,459,771	\$31,054	-	-	-	\$154,129		All commodities, no RECs, SCR or makeups
Q2-2012	120,132,851	\$110,925	1,764,789	\$12,150	-	-	-	\$123,075		Mild spring-usage lower, SCR suspended
Q3-2012	138,569,696	\$127,819	842,128	\$5,445	-	-	-	\$133,264		All elect & gas; no RECs, SCR or adjustments

Q4-2012	125,465,496	\$113,373	1,990,059	\$15,278	-	-	-	\$128,652	\$539,120	All elect & gas; first Sprague gas commissions
Q1-2013	133,928,212	\$119,624	4,211,150	\$33,635	-	-	-	\$153,260		All elect & gas, no makeups
Q2-2013	118,937,891	\$105,814	2,041,145	\$16,329	-	-	-	\$122,143		Does not include Direct Elect
Q3-2013	127,137,312	\$111,797	1,360,841	\$10,887	-	-	-	\$122,684		Incl Hess & partial Direct makeups. Cool August
Q4-2013	133,515,910	\$121,667	2,330,785	\$18,646	-	-	-	\$140,314	\$538,400	Included Direct makeup. Cold December
Q1-2014	147,134,056	\$132,633	5,677,733	\$45,528	-	-	-	\$178,161		Large new customers and very cold winter
Q2-2014	137,379,043	\$124,042	2,555,186	\$20,459	-	-	-	\$144,502		Relatively normal weather
Q3-2014	140,925,384	\$129,290	1,078,441	\$8,610	-	-	-	\$137,901		Summer cooler & Sept warmer than normal
Q4-2014	127,140,763	\$116,324	2,295,700	\$18,290	-	-	-	\$134,614	\$595,177	Winter not as cool as last year
Q1-2015	155,183,056	\$140,074	6,214,101	\$49,272	-	-	-	\$189,346		More customers & winter even colder than previous
Q2-2015	138,293,118	\$126,991	2,847,850	\$22,680	-	-	-	\$149,671		More customers, average weather
Q3-2015	150,408,260	\$139,763	1,415,429	\$10,200	-	-	-	\$149,964		Warm summers, new customers, + \$2.5k makeup pmt
Q4-2015	138,014,645	\$128,764	2,391,260	\$19,210	-	-	\$4,357	\$152,330	\$641,311	Warm Q4, includes first renewables payment
Q1-2016	187,506,628	\$173,274	5,241,881	\$42,847	-	-	\$28,787	\$244,909		Very mild winter; \$14k Ulster makeup; 2 solar projects
Q2-2016	129,898,658	\$122,504	2,492,533	\$20,003	-	-	-	\$142,507		Average weather, no renewables payments rec'vd
Q3-2016	152,604,010	\$144,699	850,891	\$6,992	-	-	-	\$151,691		Slightly warmer summer months, no renewables pmts.
Q4-2016	136,715,256	\$129,357	2,268,666	\$18,455	-	-	\$37,458	\$185,270	\$724,377	SolarCity payment and first DR payment
Q1-2017	148,477,247	\$141,342	4,466,880	\$36,444	-	-	\$11,012	\$188,797		First Gravity pmt + 1 solar project tranche
Q2-2017	110,008,679	\$104,046	2,496,852	\$21,433	-	-	\$32,416	\$157,895		Constellation commission payment lag began in June
Q3-2017	130,921,218	\$125,177	1,062,172	\$6,452	-	-	\$15,004	\$146,633		Still suffering effects of Constellation commission lag
Q4-2017	144,331,976	\$137,364	2,142,869	\$17,242	-	-	\$705	\$155,311	\$648,636	
Q1-2018	140,280,993	\$133,886	5,235,629	\$42,361	-	-	\$1,505	\$177,752		Gravity payment will include an additional \$221.39
Q2-2018	133,617,369	\$127,798	2,870,945	\$25,968	-	-	\$3,074	\$156,840		Cooler spring and much hotter May/June than Q2-2017
Q3-2018	144,711,840	\$138,037	3,788,733	\$9,983	-	-	\$83,929	\$231,949		One-time Tesla payment of \$82,870.62 ; 11% increase in electricity usage is due to a hotter summer.
Q4-2018	133,306,293	\$127,045	2,343,187	\$19,031	-	-	\$3,721	\$149,796	\$716,338	
Q1-2019	166,683,346	\$159,600	5,251,111	\$42,477	-	-	\$45,358	\$247,434		One-time payment of \$42,095.00 from Gravity for the County/Waterloo project; 19% increase in electricity consumption due to greater heating demand.
Q2-2019	133,069,770	\$127,330	2,334,871	\$18,918	-	-	\$3,496	\$149,744		Includes \$212.28 payment from Constellation that was received by MEGA June 2018, however statement was never sent to EN & therefore wasn't included in Q2-2018 Royalty Report. 16% decrease in heating degree days compared to Q2-2018.
Q3-2019	119,137,935	\$113,289	1,053,520	\$8,733	19,842,699	\$19,843	\$549	\$142,414		
Q4-2019	144,352,736	\$140,257	2,468,717	\$20,069	28,019,774	\$28,020	\$4,998	\$193,343	\$732,935	Highest annual commissions since beginning of program.
Q1-2020	138,036,847	\$133,542	5,108,623	\$41,376	32,418,891	\$32,419	\$5,091	\$212,428		17.8% decrease in electricity usage; 16.3% decrease in heating degree days.
Q2-2020	108,240,187	\$105,668	2,353,636	\$21,803	28,095,823	\$28,096	\$4,102	\$159,669		
TOTAL	7,716,521,584	\$6,805,080	129,487,502	\$960,261	108,377,187	\$108,377	\$285,563	\$8,159,282	\$7,787,185	

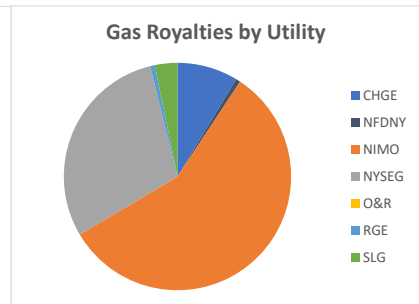
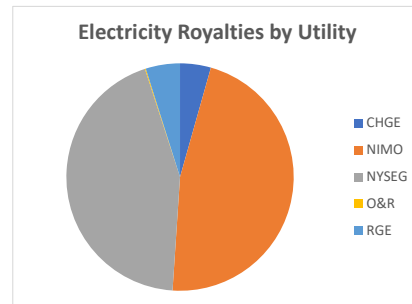
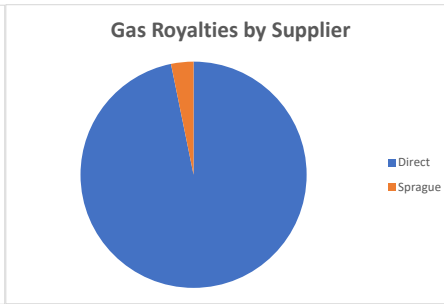
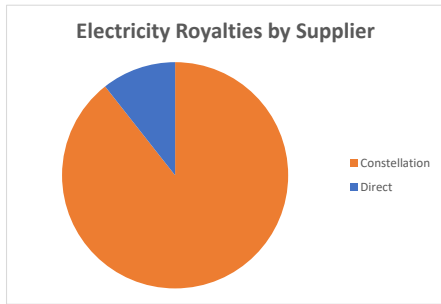
Q2-2020 MEGA Royalty Summary



ROLLING 4 QUARTER MEGA DATA									
Quarter	ELECTRICITY				GAS				RENEWABLES
	Royalties	Usage (kWh)	Accounts	Participants	Royalties	Usage (therms)	Accounts	Participants	Royalties
Q3-2019	\$113,289	119,137,935	5,244	508	\$8,733	1,053,520	705	84	\$549
Q4-2019	\$140,257	144,352,736	5,205	500	\$20,069	2,468,717	714	92	\$4,998
Q1-2020	\$133,542	138,036,847	5,017	480	\$41,376	5,108,623	696	81	\$5,091
Q2-2020	\$105,668	108,240,187	4,748	471	\$21,803	2,353,636	690	83	\$4,102

ROLLING 4 QUARTER NYSAC DATA			
Quarter	Net Commission	Usage (kWh)	Usage (therms)
Q3-2019	\$21,670	82,611,737	989,196
Q4-2019	\$26,389	88,402,721	1,861,437
Q1-2020	\$30,850	85,941,093	4,365,182
Q2-2020	\$21,829	68,958,217	1,824,852

*Before deduction for quarterly marketing budget



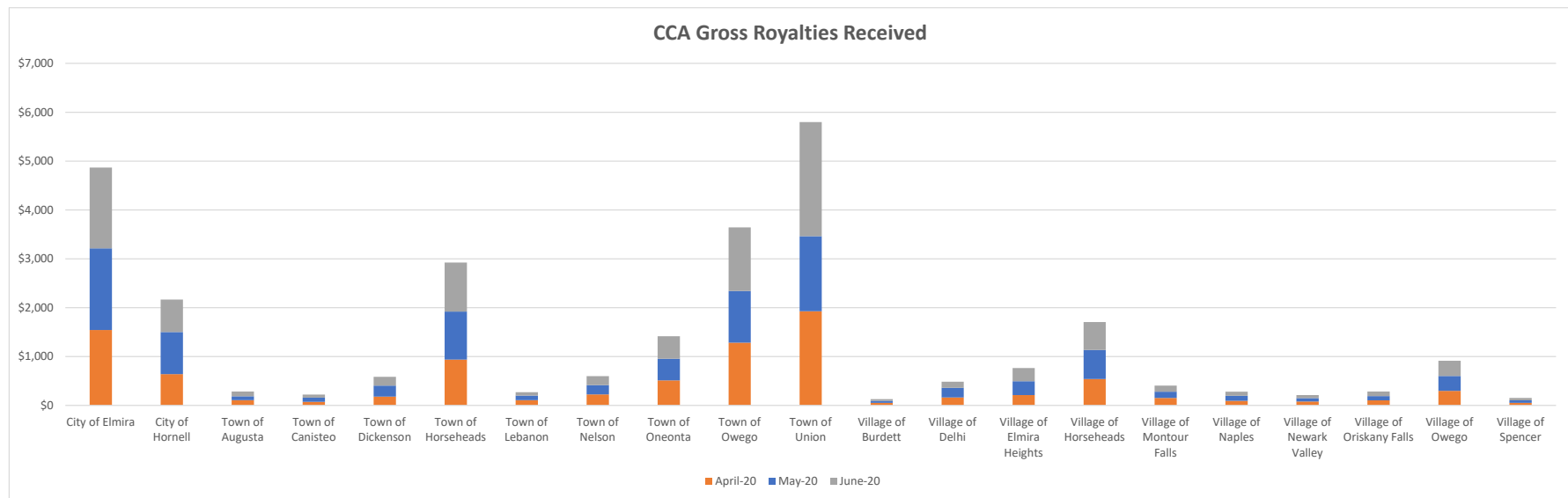
CURRENT QUARTER DATA BY SUPPLIER					
Supplier	ELECTRICITY		GAS		TOTAL
	Usage (kWh)	Royalties	Usage (therms)	Royalties	Royalties
Constellation	95,414,910	\$94,440	-	-	\$94,440
Direct	12,825,277	\$11,229	2,289,780	\$21,104	\$32,333
Sprague	-	-	63,856	\$699	\$699
Total	108,240,187	\$105,668	2,353,636	\$21,803	\$127,472

CURRENT QUARTER DATA BY UTILITY							
Utility	ELECTRICITY			GAS			Royalties
	Accounts	Usage	Royalties	Accounts	Usage	Royalties	
CHGE	218	6,170,802	\$4,631	92	209,705	\$1,882	
NIMO	1,805	49,739,788	\$49,313	13	26,419	\$144	
NYSEG	2,554	47,054,649	\$46,442	285	1,355,802	\$12,469	
O&R	19	124,926	\$132	265	685,757	\$6,465	
RGE	152	5,150,021	\$5,150	-	-	-	
				RGE	21	12,097	\$145
				SLG	14	63,856	\$699
Total	4,748	108,240,187	\$105,668	690	2,353,636	\$21,803	

Q2-2020 CCA Royalty Summary



Municipality	April-20		May-20		June-20		Total	
	Usage (kWh)	Royalties	Usage (kWh)	Royalties	Usage (kWh)	Royalties	Usage (kWh)	Royalties
City of Elmira	1,542,730	\$1,543	1,672,009	\$1,672	1,653,880	\$1,654	4,868,619	\$4,869
City of Hornell	639,013	\$639	863,664	\$864	663,671	\$664	2,166,348	\$2,166
Town of Augusta	106,459	\$106	81,921	\$82	95,795	\$96	284,175	\$284
Town of Canisteo	73,808	\$74	87,136	\$87	59,182	\$59	220,126	\$220
Town of Dickenson	178,838	\$179	224,615	\$225	182,561	\$183	586,014	\$586
Town of Horseheads	937,698	\$938	983,997	\$984	1,000,323	\$1,000	2,922,018	\$2,922
Town of Lebanon	106,767	\$107	93,831	\$94	68,014	\$68	268,612	\$269
Town of Nelson	224,504	\$225	190,225	\$190	184,685	\$185	599,414	\$599
Town of Oneonta	510,748	\$511	445,895	\$446	458,120	\$458	1,414,763	\$1,415
Town of Owego	1,284,804	\$1,285	1,056,543	\$1,057	1,302,365	\$1,302	3,643,712	\$3,644
Town of Union	1,928,824	\$1,929	1,533,985	\$1,534	2,335,808	\$2,336	5,798,617	\$5,799
Village of Burdett	51,643	\$52	41,111	\$41	35,568	\$36	128,322	\$128
Village of Delhi	163,357	\$163	196,276	\$196	124,095	\$124	483,728	\$484
Village of Elmira Heights	210,127	\$210	283,173	\$283	270,654	\$271	763,954	\$764
Village of Horseheads	539,475	\$539	594,529	\$595	572,612	\$573	1,706,616	\$1,707
Village of Montour Falls	150,997	\$151	127,913	\$128	124,418	\$124	403,328	\$403
Village of Naples	94,965	\$95	102,138	\$102	82,707	\$83	279,810	\$280
Village of Newark Valley	80,125	\$80	67,512	\$68	63,588	\$64	211,225	\$211
Village of Oriskany Falls	103,597	\$104	86,715	\$87	91,914	\$92	282,226	\$282
Village of Owego	298,605	\$299	302,177	\$302	312,577	\$313	913,359	\$913
Village of Spencer	50,531	\$51	52,220	\$52	48,086	\$48	150,837	\$151
Total:	9,277,615	\$9,278	9,087,585	\$9,088	9,730,623	\$9,731	28,095,823	\$28,096



Q2-2020 Gravity Renewables



Customer Name	Facility Name	Service Address	City	LDC Account Number	Billing Period Start Date	Billing Period End Date	Volume (kWh)	Commission Due	NYSAC Share (25%)	EnergyNext Share (50%)	MEGA Share (25%)	Notes
Saint Lawrence County	Otter Creek	6192 Chases Lk Rd	Glenfield	NationalGrid#21813-08138	4/1/2020	4/30/2020	172,844	\$172.84	\$43.21	\$86.42	\$43.21	
Saint Lawrence County	Otter Creek	6192 Chases Lk Rd	Glenfield	NationalGrid#21813-08138	5/1/2020	5/31/2020	99,731	\$99.73	\$24.93	\$49.87	\$24.93	
Saint Lawrence County	Otter Creek	6192 Chases Lk Rd	Glenfield	NationalGrid#21813-08138	6/1/2020	6/30/2020	39,504	\$39.50	\$9.88	\$19.75	\$9.88	
Saratoga Harness Racing Inc	Wadhams	8 Church Lane	Wadhams	NationalGrid#82451-39126	4/1/2020	4/30/2020	334,882	\$334.88	\$83.72	\$167.44	\$83.72	
Saratoga Harness Racing Inc	Wadhams	8 Church Lane	Wadhams	NationalGrid#82451-39126	5/1/2020	5/31/2020	348,610	\$348.61	\$87.15	\$174.31	\$87.15	
Saratoga Harness Racing Inc	Wadhams	8 Church Lane	Wadhams	NationalGrid#82451-39126	6/1/2020	6/30/2020	123,007	\$123.01	\$30.75	\$61.51	\$30.75	
Rensselaer County	Ampersand	Wells Speculator Rd	Wells	NationalGrid#87713-05123	4/1/2020	4/30/2020	436,456	\$436.46	\$109.12	\$218.23	\$109.12	
Rensselaer County	Ampersand	Wells Speculator Rd	Wells	NationalGrid#87713-05123	5/1/2020	5/31/2020	294,947	\$294.95	\$73.74	\$147.48	\$73.74	
Rensselaer County	Ampersand	Wells Speculator Rd	Wells	NationalGrid#87713-05123	6/1/2020	6/30/2020	218,328	\$218.33	\$54.58	\$109.16	\$54.58	
Town of Colonie	Schuylerville	10-1/2 Broadway	Schuylerville	NationalGrid#73981-29011	4/1/2020	4/30/2020	1,096,510	\$1,096.51	\$274.13	\$548.26	\$274.13	
Town of Colonie	Schuylerville	10-1/2 Broadway	Schuylerville	NationalGrid#73981-29011	5/1/2020	5/31/2020	743,622	\$743.62	\$185.91	\$371.81	\$185.91	
Town of Colonie	Schuylerville	10-1/2 Broadway	Schuylerville	NationalGrid#73981-29011	6/1/2020	6/30/2020	193,350	\$193.35	\$48.34	\$96.68	\$48.34	
Total								\$4,101.79	\$1,025.45	\$1,941.73	\$970.87	

Q2-2020 Notable Drops & Adds

Commodity	Supplier	ADDS		DROPS		
		Customer Name	Expected Annual Revenue	Customer Name	Lost Annual Revenue	Comments
Electricity	Constellation	Town of Augusta	\$ 48.24	Hudson Housing Authority	\$ 860.40	Contract ended 12/2019
				Livingston County Central Services	\$ 2,286.24	Contract ended 12/2019
				Livingston County Public Health Department	\$ 43.08	Contract ended 12/2019
				Livingston County Sheriffs Department	\$ 1,355.76	Contract ended 12/2019
				Oneida-Herkimer Solid Waste Management Authority	\$ 1,569.36	Contract ended 12/2019
				Town of Avoca	\$ 52.32	Contract ended 1/2020
				Wesley Health Care Center, Inc.	\$ 6,528.72	Contract ended 12/2019
Electricity	Direct			Town of Ulster	\$ 1,397.40	Contract ended 12/2019
Gas	Direct	GENESSEE, COUNTY OF	\$ 488.40	CITY OF HUDSON HOUSING AUTHORITY	\$ 430.56	Contract ended 2/2020
				Town Of Lake George	\$ 194.88	Contract ended 2/2020
				Town of Ulster	\$ 220.72	Contract ended 12/2019

Q2-2020 Follow Up Notes

Commodity	Supplier	Customer Name	Issue	Notes
Electricity	Constellation			
Electricity	Direct			
Gas	Direct			