



**MEGA**

**The Power of  
Partnership**

## Welcome to MEGA the Municipal Electric and Gas Alliance, Inc.

Welcome to MEGA – the Municipal Electric and Gas Alliance, Inc. – a non-profit community-based energy savings program dedicated to the procurement of reliable and cost-effective energy resources, supplies and services. Our Vision? To be recognized as the preeminent non-profit provider of these resources and services for municipalities, school districts, businesses and other organizations in New York state.

Since our inception in the late '90s when the state deregulated the electricity and natural gas markets, MEGA has followed a simple strategy of combining forces in a partnership committed to transparent operations and strict compliance with New York state regulatory laws.





## How MEGA Developed

Our process is simple. We pool the power loads of our participants and conduct a public bid in each utility territory. Out of this process, we identify the Energy Services Companies that will provide high quality service and that share our goal of positively impacting local budgets. Currently, our program manages more than 500 million kWh of electricity and 10 million therms of natural gas annually. This results in lower costs for end users via a vibrant and competitive market. **All of this at no cost – participants pay only for the power they use.**

Looking to quantify actual savings realized by our participants, MEGA retained an independent energy research group that estimated cumulative savings of \$17 million were delivered from 1999 to 2016.

### Electricity and Natural Gas Supply Purchasing

The lowest and most stable electricity and natural gas prices are offered in each utility service area by an energy supplier identified via a competitive bidding process. Energy is delivered by local utilities that also maintain delivery systems to ensure reliability. Pricing options are available allowing participants to tailor their contract and balance market risk.

### Curtailement Services

The New York Independent System Operator curtailment programs compensate participants for curtailing electricity usage a few times per year. These programs help maintain the reliability of the grid. Through its competitive procurement, MEGA endorsed a curtailment services provider to help participants get the best value out of the opportunities.

### Technical Assistance & Energy Feasibility Studies

MEGA provides technical assistance to municipalities to research energy issues. While the level of assistance available varies with need, it is often useful to our participants in assessing the initial feasibility of a concept or a project under consideration. These services are provided by our energy consultants, EnergyNext, Inc.

### Energy Management Training Institute

MEGA believes an educated customer makes better decisions on energy purchases. To this end, we periodically offer a one-day training on energy-related subjects. Past programs have included one-day training on energy markets, risk management, choice, and purchasing strategies. Institute dates and locations will be noted on the home page events calendar. A limited number of scholarships are available.

## Paula Mahan

Supervisor, Town of Colonie

“As one of the fastest growing communities in the Capital District, energy costs are a major issue. Since the Town of Colonie joined MEGA in 2011, we have saved over \$200,000 on electricity and over \$45,000 on natural gas. In addition, using the MEGA program has helped keep energy supply costs predictable and consistent, and the savings have freed budget dollars for other priorities.”

## How MEGA Developed

Our process is simple. We pool the power loads of our participants and conduct a public bid in each utility territory. Out of this process, we identify the Energy



**Paula Mahan**  
Supervisor, Town of Colonie

### Electricity and Natural Gas Supply Purchasing

The lowest and most stable electricity and natural gas prices are offered in each utility service area by an energy supplier identified via a competitive bidding process. Energy is delivered by local utilities that also maintain delivery systems to ensure reliability. Pricing options are available allowing participants to tailor their contract and balance market risk.

### Delivered Compressed Natural Gas Supply (CNG)

Municipalities with limited or no access to utility-supplied natural gas service can benefit from MEGA's Compressed Natural Gas program which provides for truck delivery and on-site storage. Municipalities can get a free, prompt feasibility analysis, and may find significant value in Delivered CNG as an alternative to fuel oil or propane.

### Renewable Energy Credits (RECs)

MEGA participants can purchase Renewable Energy Credits (RECs) for electricity. RECs derived from solar, wind and hydropower sources, allow participants to increase their support of sustainable sources by acquiring RECs to cover a portion or all of their electric usage.

### Curtailement Services

The New York Independent System Operator curtailment programs compensate participants for curtailing electricity usage a few times per year. These programs help maintain the reliability of the grid. Through its competitive procurement, MEGA endorsed a curtailment services provider to help participants get the best value out of the opportunities.

### Technical Assistance & Energy Feasibility Studies

MEGA provides technical assistance to municipalities to research energy issues. While the level of assistance available varies with need, it is often useful to our participants in assessing the initial feasibility of a concept or a project under consideration. These services are provided by our energy consultants, EnergyNext, Inc.

### Energy Management Training Institute

MEGA believes an educated customer makes better decisions on energy purchases. To this end, we periodically offer a one-day training on energy-related subjects. Past programs have included one-day training on energy markets, risk management, choice, and purchasing strategies. Institute dates and locations will be noted on the home page events calendar. A limited number of scholarships are available.





**Community Choice Aggregation**

**The Power of Community, The Power of Aggregation**

In April 2016, the New York State Public Service Commission authorized local governments statewide to aggregate utility customers for buying energy supply for all through the establishment of Community Choice Aggregation (CCA) programs. Strength in numbers will not only lead to better energy pricing, it expands energy options for residents and small businesses.

Communities may help their residents get better energy supply options through Community Choice Aggregation (CCA).

Municipalities can join together through MEGA to gain market power. MEGA will serve villages, towns, and

cities as their CCA Administrator. In that role we will coordinate the program design, as well as the community education and outreach. MEGA will run and oversee the competitive bidding process, and will ensure that all aspects of the CCA program comply with NYS PSC regulations.

The first group of municipalities adopting MEGA's CCA plans received approval from the NYS PSC in October 2017, setting the stage for the initial aggregations to go to bid for energy supply. Additional municipalities will have the opportunity to join MEGA's CCA program in the months and years to come.

CCA coincides with a wider effort, known as Reforming the Energy Vision, which seeks to recast existing state energy policy on energy efficiency, renewables, and distributed energy resources.

**Join Us, Get Involved!**



**Mitchell Cornish**

Superintendent of Public Works, City of Hornell

“MEGA's support for the city's energy goals has always been 'ready, willing and able,' whether it was electricity or natural gas supply for our facilities, or all the groundwork they helped us prepare for Community Choice Aggregation to serve our residents. In these tight fiscal times, it is great to have outside experts available when we need them.”

of Local Law  
Authorizing CCA



y Savings

**Sustainable Energy**

Hydropower: MEGA participants can obtain a portion of their electric power from small hydropower sources at a price that produces significant savings over the life of the contract while supporting the use of renewable energy. Long-term fixed price contracts with the supplier identified through MEGA's public bidding process for micro-hydro providers, help stabilize energy budgets and preserve savings in a volatile energy market.

Solar: MEGA's solar supplier, also selected through public bidding, produces stabilized solar power pricing for up to 20 years. MEGA members benefit from streamlined procurement for solar energy through prequalified Power Purchase Agreements (PPAs), which include a guarantee of solar kWh generation virtually eliminating economic risk and expediting project timelines.



### Community Choice Aggregation

## The Power of Community, The Power of Aggregation

In April 2016, the New York State Public Service Commission authorized local governments statewide to aggregate utility customers buying energy supply through the establishment of Community Choice Aggregation (CCA). Strength in numbers allows for better energy pricing and more energy options for residential and commercial businesses.

Communities may help residents get better energy options through Community Choice Aggregation (CCA).

Municipalities can join through MEGA to gain through MEGA to gain through MEGA will serve villa

cities as their CCA Administrator. In that role we will coordinate the program design, as well as the community education and outreach. MEGA will run and oversee the competitive bidding process, and will ensure that all aspects of the CCA program comply with NYS PSC regulations.



**Mitchell Cornish**  
Superintendent of Public Works, City of Hornell

## Join Us, Get Involved!



1 Education and Outreach



2 Adoption of Local Law Authorizing CCA



3 Competitive Energy Supply Bidding



4 Enjoy Savings

## Sustainable Energy

Hydropower: MEGA participants can obtain a portion of their electric power from small hydropower sources at a price that produces significant savings over the life of the contract while supporting the use of renewable energy. Long-term fixed price contracts with the supplier identified through MEGA's public bidding process for micro-hydro providers, help stabilize energy budgets and preserve savings in a volatile energy market.

Solar: MEGA's solar supplier, also selected through public bidding, produces stabilized solar power pricing for up to 20 years. MEGA members benefit from streamlined procurement for solar energy through prequalified Power Purchase Agreements (PPAs), which include a guarantee of solar kWh generation virtually eliminating economic risk and expediting project timelines.

## Renewable Energy & Cost Savings

### An Airport, A City and a County produce renewable energy and savings

In 2013, MEGA created a platform for the state's newly-enacted net metering program through a competitive procurement to identify solar and small-scale hydroelectric providers with the capacity to implement these new-concept projects. One of the success stories from this program is a partnership between

Tompkins County, the Ithaca Tompkins Regional Airport and the City of Ithaca.

The City, eager to make a long-term investment in solar power, lacked suitable sites. The County brought in the Regional Airport where plenty of acreage was available. The result: A renewable energy partnership that will generate power to meet a substantial portion of the City's electricity needs through a solar array on land at the Regional Airport. The County will lease land to the City for construction of the array; the City will purchase the power and benefit from a remote net metering arrangement.

#### Mike Hall

Airport Manager, Ithaca Tompkins Regional Airport

“As one of MEGA's founding communities, Tompkins County has been on the cutting edge of new energy developments. MEGA's renewables program gave us a golden opportunity to work with the City of Ithaca on a solar project at the county airport that will generate green power and green savings for all concerned for decades to come.”

Electricity generated by the solar array will be directed into the electric power grid and the City will get credit for each kilowatt of electricity in the form of a reduced electric bill.

This collaborative project was made possible through competitive funding from the New York State Energy Research and Development Authority (NYSERDA), as part of the NY-Sun initiative. MEGA's preferred solar vendor, filed the successful application for the incentive funds on behalf of the two governments, both long-time MEGA participants.

#### Robert Blaise

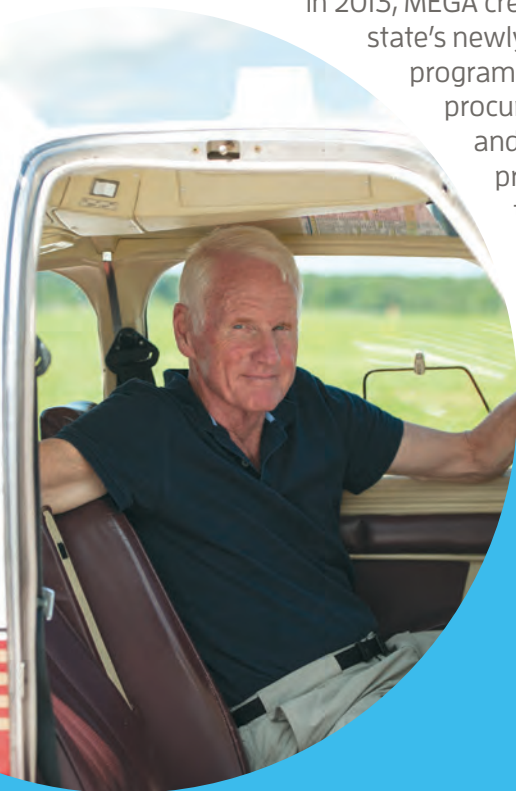
Mayor, Village of Lake George

Mayor Blaise is the longest serving mayor in NYS, he was elected in 1971.

“The Village of Lake George has been a partner with MEGA and the third party suppliers for electricity and natural gas since 2013. We are a small community so having MEGA's expert assistance available to us at no cost is very valuable. With their public bids, we have saved thousands of dollars in energy costs. Thank you MEGA!”

Projected electric cost savings, 20 years

**\$336,000**





## Pioneering Energy Supply Procurement in the Hudson Valley

By summer 2005, energy deregulation had taken root in all utility territories in upstate New York except one: Central Hudson Gas & Electric. In the rest of upstate, utilities, energy services companies and MEGA all had more than six years' experience developing market options. Customers were stabilizing costs and saving money. Then the NYS

Public Service Commission issued its order deregulating CHG&E, not only was a new territory opened up for competition, but the rules were different from almost anywhere else. The added complexity gave some customers pause. But the administrative leadership of Ulster County

Board of Cooperative Educational Services learned of MEGA's success elsewhere and reached out to see if the new rules could help school districts get control of high and volatile electric and natural gas costs.

Energy savings to July 2017, all participating districts plus BOCES facilities

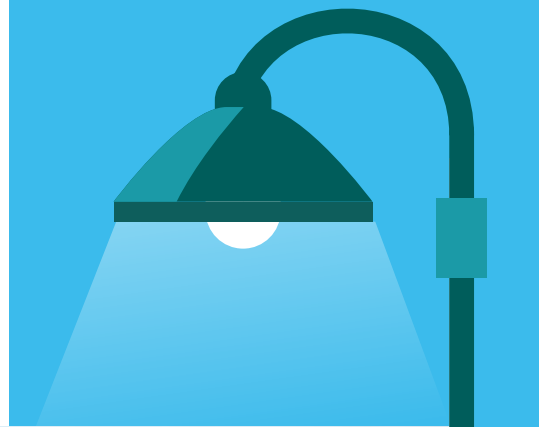
**\$795,258**

MEGA and its consultants went to work, did the homework and produced one of the first effective public bids for energy supply in the Hudson Valley. The resulting program has been in place now for more than 12 years, thanks to Ulster BOCES' pioneering initiative in opening up the energy supply marketplace in the Hudson Valley. Customers of all types have benefited, and, most importantly, so have the students, staff and taxpayers of the BOCES school districts.

### Warren Donohue

Assistant Superintendent for Administration, Ulster BOCES

“Our purchasing consortium of school districts has successfully worked with MEGA and its suppliers for more than a decade. Dependent as we are on state aid and local taxes, the goal for our districts is stability. MEGA's energy supply program gives us predictable costs looking forward. MEGA's staff and consultants, along with their energy suppliers, are valued members of the Ulster BOCES team in helping our schools keep costs under control for our taxpayers.”





## Pioneering Energy Supply Procurement in the Hudson Valley

By summer 2005, energy deregulation had taken root in all utility territories in upstate New York except one: Central Hudson Gas & Electric. In the rest of upstate, utilities, energy services companies and MEGA all had more than six

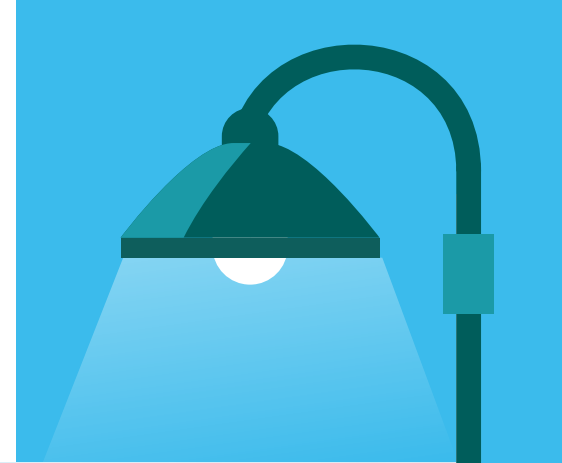
Energy savings  
all participating  
BOCES

**\$79**

**Warren Donohue**

Assistant Superintendent for Administration, Ulster BOCES

MEGA and its consultants went to work, did the homework and produced one of the first effective public bids for energy supply in the Hudson Valley. The resulting program has been in place now for more than 12 years, thanks to Ulster BOCES' pioneering initiative in opening up the energy supply marketplace in the Hudson Valley. Customers of all types have benefited, and, most importantly, so have the students, staff and taxpayers of the BOCES school districts.



## BOARD MEMBERS

The Board of Directors is elected annually from among the Corporate Membership.

**Michael Stamm, Chairman**  
*President, Tompkins County Area Development, Tompkins County*

**Mark Taylor, Vice Chairman**  
*Corning Inc. (retired), Schuyler County*

**Richard Blythe, Secretary**  
*County Clerk, Broome County*

**Steve L. Hoover, Treasurer**  
*Director of Finance, Chemung County*

**Crystal Abers**  
*Director of Planning, Econ Dev and Tourism, Cattaraugus County*

**Heather Brown**  
*Sustainability Coordinator, Sullivan County*

**Robert Edwards**  
*Supervisor, Town of Hope/Hamilton County Board of Supervisors*

**Mary Pat Hancock, Emeritus Member**  
*Chair of the Genesee County Legislature 2001-2013*

**Allen Olsen**  
*Deputy Superintendent for Human Resources & Business, Kingston City School District*

**Karen Sullivan**  
*Director of Planning and Solid Waste, Otsego County*

**Jack Wheeler**  
*County Administrator, Steuben County*

## STAFF

**Ronald Feldstein**  
*President & CEO*

**Barbara Blanchard**  
*Customer Relations Manager*

**Doug Barton**  
*Business Relations Manager*

**Jennifer Luu**  
*Finance Manager*

**Jonathan Wood**  
*Corporation Counsel*

**Louise Gava**  
*CCA Project Leader*

**EnergyNext, Inc.**  
*Consultants*



## Chris Meyer

Deputy County Executive (2010-2017), Rensselaer County

“Rensselaer County is a significant consumer of energy and our participation with MEGA began when we decided that, even with an experienced purchasing office, we would benefit from having technical support for buying electricity and natural gas. The result? Savings in the hundreds of thousands of dollars with total assurance that we are in compliance with all public bidding requirements.”



## BOARD MEMBERS

The Board of Directors is elected annually from among the Corporate Membership.

**Michael Stamm, Chairman**  
President, Tompkins County Area  
Development, Tompkins County

**Mark Taylor, Vice Chairman**  
Corning Inc. (retired), Schuyler County

**Richard Blythe, Secretary**  
County Clerk, Broome County

**Steve L. Hoover, Treasurer**  
Director of Finance, Chemung County

**Crystal Abers**  
Director of Planning, Econ Dev and  
Tourism, Cattaraugus County

**Heather Brown**  
Sustainability Coordinator,  
Sullivan County

**Robert Edwards**  
Supervisor, Town of Hope/Hamilton  
County Board of Supervisors

## STAFF

**Mary Pat Hancock, Emeritus Member**  
Chair of the Genesee County Legislature  
2001-2013

**Allen Olsen**  
Deputy Superintendent for Human  
Resources & Business,  
Kingston City School District

**Karen Sullivan**  
Director of Planning,  
Otsego County

**Jack Wheeler**  
County Administrator

**Ronald Feldstein**  
President & CEO

**Barbara Blanchard**  
Customer Relations Manager

**Doug Barton**  
Business Relations Manager



**Chris Meyer**

Deputy County Executive (2010-2017), Rensselaer County





## MUNICIPALITIES

MEGA serves more than 270 municipalities throughout upstate New York. Working with 35 or more county governments – plus dozens of towns, villages, cities and school districts across virtually all utility territories – gives MEGA the market power to bring down energy supply costs and customer overhead.

With the advent of NYS Shared Services legislation, MEGA also is able to provide its participants with projected savings data that opens the way for communities to apply for state matching funds. Beginning in 2017, working with the New York State Association of Counties, our county government partners have leveraged MEGA's shared services track record to help municipalities qualify for shared services grants.



Number of Municipalities



3 and under



4-8



9 and above





# The Power of Partnership



**[megaenergy.org](http://megaenergy.org)**

T: 518.306.1996

F: 607.273.8964

[info@megaenergy.org](mailto:info@megaenergy.org)

Mail: P.O. Box 88, Ithaca, NY 14851