



NYPA Assistance for NYS Entities

Building Infrastructure, Solar, Storage, LED Street Lighting, EV, ReCharge NY

Casey Mastro, Central NY Energy Manager

Otsego County Energy Infrastructure and Economy Summit – January 31, 2019

Our Mission

Power the economic growth and competitiveness of New York State by providing customers with low-cost, clean, reliable power and the innovative energy infrastructure and services they value.

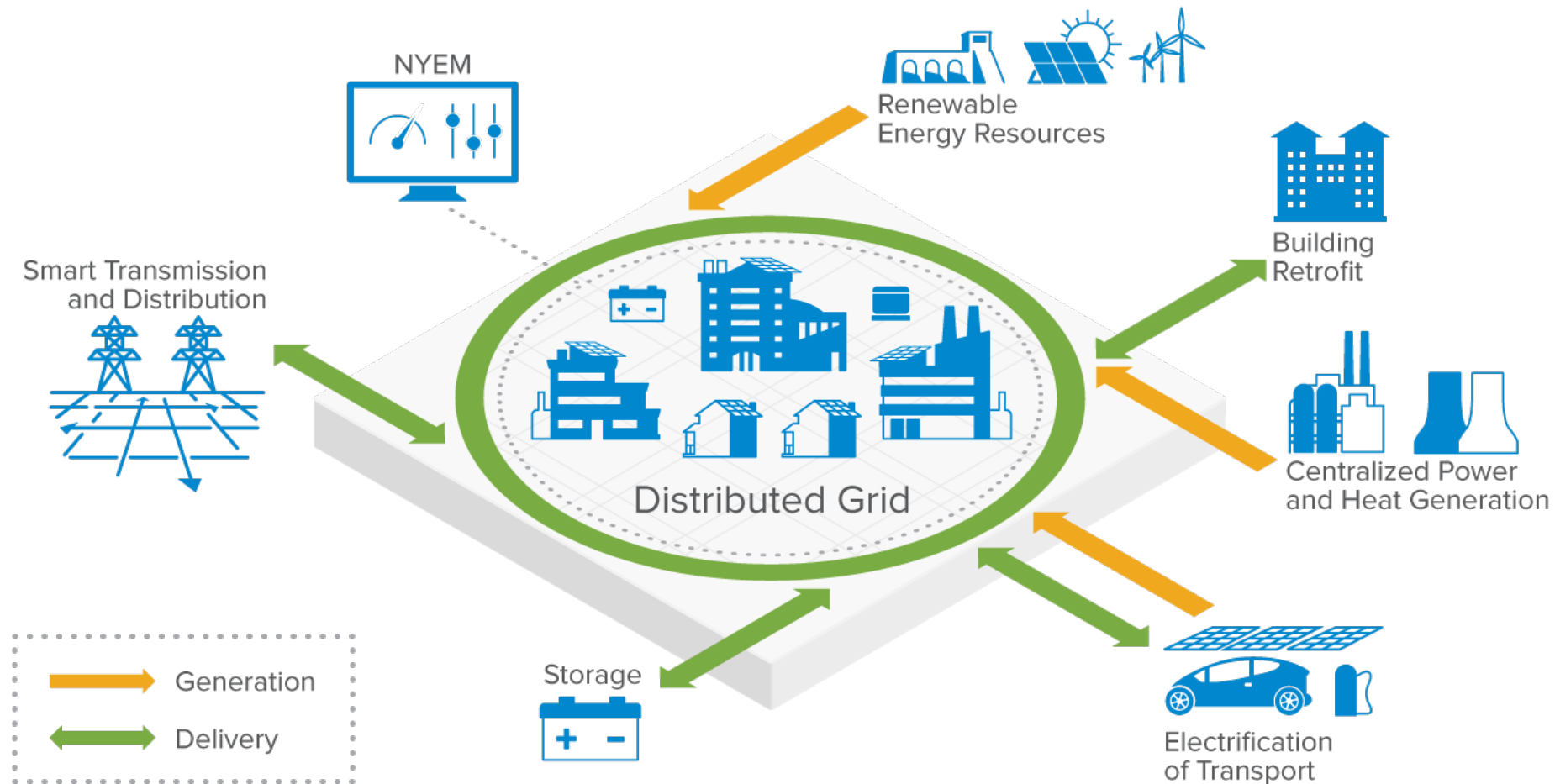


Why Cities and Villages can work with NYPA

Public Authority's Law (PAL) 1005 (17) authorizes NYPA to finance and design, develop, construct, implement, provide and administer energy-related projects, programs and services for:

- Any public entity
- Any not-for-profit institute of higher education within NYS
- Any public or nonpublic elementary or secondary school
- Any recipient of NYPA's economic development power programs
- Any municipal distribution agency power
- ReCharge NY power customers

The changing market place



How can NYPA help you?

**TRUSTED
ENERGY
ADVISOR**

**INFRASTRUCTURE
UPGRADES**

SITE PERFORMANCE
INSIGHT & ANALYSIS

PROSUMERS
(EFFECTIVE DEMAND SIDE MGMT)

**ACHIEVE
ENERGY
POLICY
GOALS**

RESILIENCY

**ENERGY & COST
SAVINGS**

**O&M
SERVICES**

**INNOVATIVE
ENGINEERING
EXPERTISE**

**ENERGY
EFFICIENCY**

**IMPROVED
WORK &
LEARNING
ENVIRONMENTS**

**INNOVATIVE
FINANCING
OPTIONS**

**QUICK
PROCUREMENT**

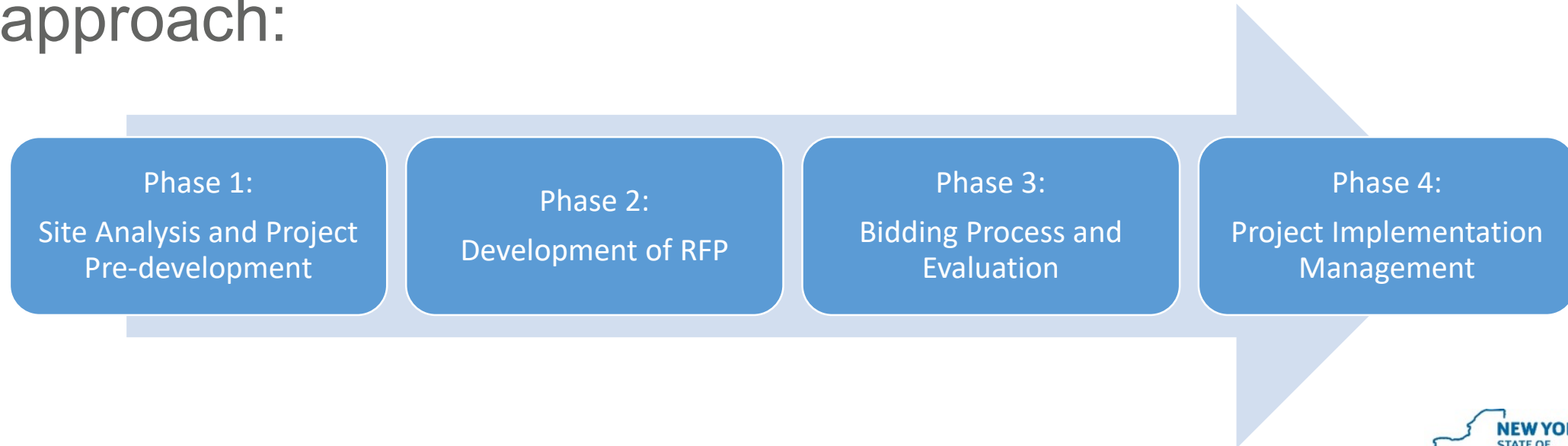
DEPENDABILITY



**NY Power
Authority**

NYPA manages DER projects from inception to completion

- Acting as trusted energy advisor and subject-matter consultants
- Advisory Services are delivered through a phased approach:



Why NYPA?

- **Expedited Procurement**

NYPA has developed PPA agreements acceptable to both municipal/State customers and financiers, minimizing the time to execute an agreement.

- **Reduction of Soft Costs**

By performing significant due diligence prior to issuing a procurement, NYPA's Advisory Team reduces development costs, resulting in up to 30% lower contract rates than could be otherwise achieved.

- **Experienced Advisor**

Through our extensive experience, NYPA has identified the key pitfalls in the development process and leverage lessons-learned to maximize overall project value.

- **Aggregated Pricing**

By bundling multiple sites in our bids, NYPA is able to receive lower portfolio rates than could be realized through a single-site agreement.

Smart Street Lighting NY

- Governor announced NYPA to implement Smart Street Lighting NY Program in January 2018
- Goal of 500,000 street light conversions to LED by 2025
- \$87 million savings annually to NYS taxpayers
- Reduced energy consumption equal to 44,770 NYS households
- Improved quality of light and safety for communities across the state



Why is Street Light Ownership Important?

- Largest municipal utility cost
- Significant savings opportunity: cost, energy, GHG
- Improve light levels to increase health and safety
- Utilize infrastructure for enhanced community services



Municipal Street Light Ownership

- Local Law 70-a has now open the door for municipalities to purchase street light from local utility which results in significant savings
- Outside of Westchester County and Long Island, street lighting system ownership is a new concept.
- Municipalities currently lack the resources and expertise to manage and maintain street lighting assets.

Purchase & Conversion of Street Lighting System

ACQUISITION

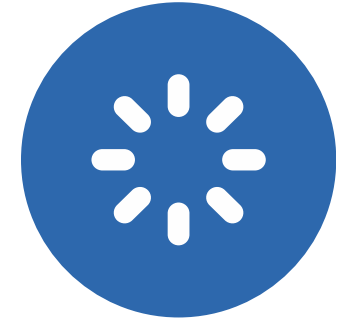
- Owner's representative
- Assist with paperwork submission
- Review documents
- Experienced with process of all 5 major utility in NYS
- Compare various streetlight ownership models



Purchase & Conversion of Street Lighting System

DESIGN

- Street lighting infrastructure assessment
- Sample photo metrics analysis
- Recommend fixture replacement
 - Color temperature, lumen, beam spread
- Secure grants/ rebates/ incentives
- Procure materials and labor
- Review Smart City Solutions
- Community Engagement



Purchase & Conversion of Street Lighting System

CONSTRUCTION

- One point of contact
- Manage contractors
- Oversee logistics and timeline
- Quality control
- Conversion report to utility
- Commissioning



Purchase & Conversion of Street Lighting System

PROJECT FINANCING

- NYPA offers competitive financing, including financing during construction. NYPA will finance all up-front development and project milestone costs.
- No repayment to NYPA until project is 100% complete



Purchase & Conversion of Street Lighting System

Aggregations

PROCUREMENT

- Issued material bid 300,000 street lights
- Reduced material cost by ~ 30%
- Streamlines project development
- Flexible contract: can incorporate new fixtures at preferred pricing

PROJECTS

- Combine multiple municipalities by region with less than 500 lights
- Economy of scale for install labor & maintenance
- Reduces development cost by organizing joint meetings

Register for more information:

<https://www.nypa.gov/services/customer-energy-solutions/led-streetlight>



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Energy Solutions

Smart Street Lighting NY

Overview of Solutions

Assessments

Project Management

Demand Response

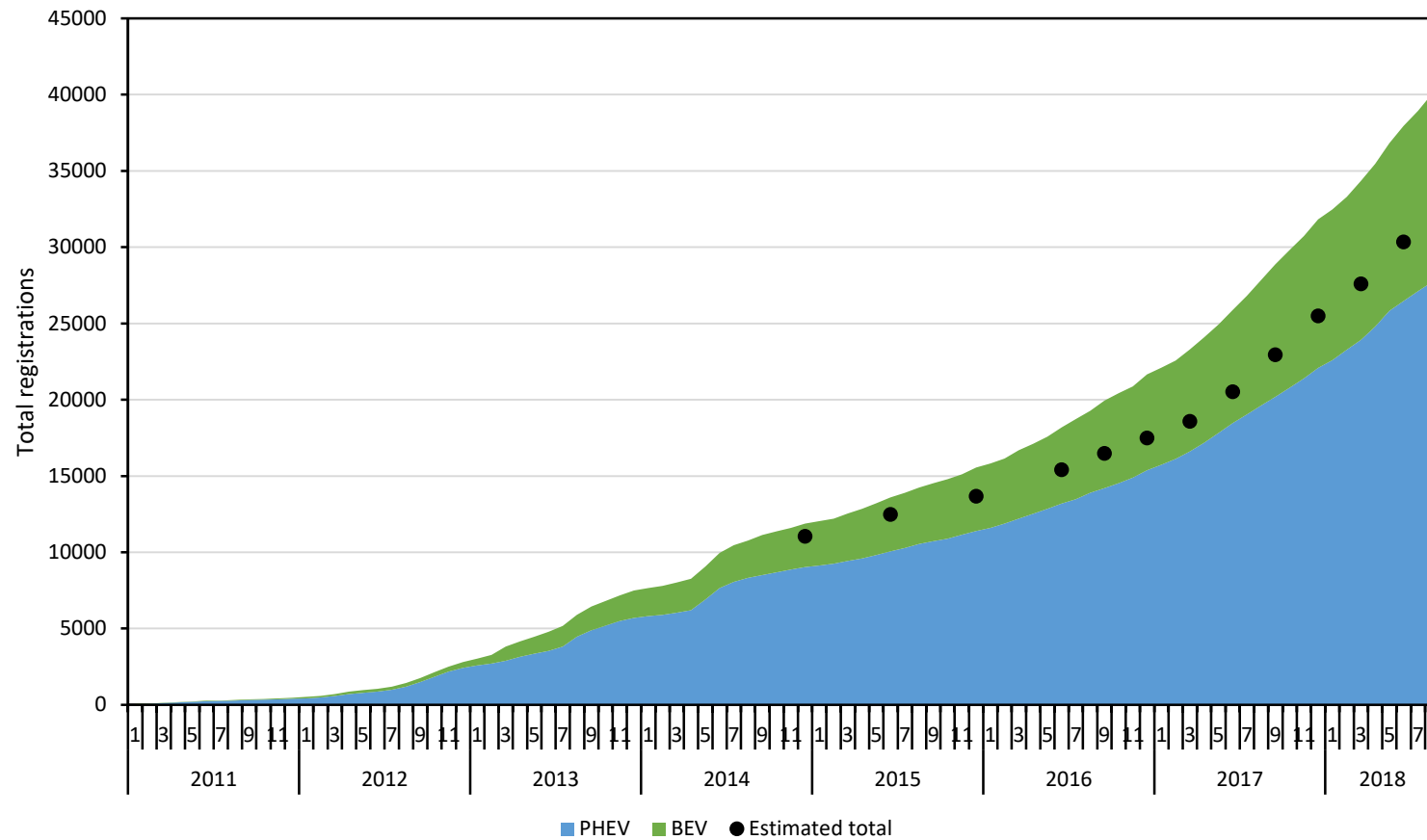
Smart Street Lighting NY

Smart Street Lighting NY: Empowering communities to make energy-efficient investments

By converting existing streetlight systems to energy-efficient LED, municipalities are able to save taxpayer dollars, provide better lighting to their community, reduce energy use and subsequently decrease a community's impact on the environment.

Benefits of this service to municipalities:

Growth of Registered Electric Vehicles in NY



Cable
management
system



Charge NY 2.0

Initiative to accelerate the growth of the electric vehicle market in New York State.

- Collaboration between NYPA, NYSERDA, and NYS DEC
- Goal of reaching 10,000 charging stations by 2021
- Charge NY 1.0 was launched in 2013 with goal of 3,000 charging stations across NY by 2018.
 - Currently over 2,500+ charging stations installed, close to meeting 2018 goal.

NYPA's Electric Transportation (ET) Program (present)

- NYPA managed EVSE deployments
- 300 L2 EVSE
 - Municipal sites: NYSERDA and DEC grants cover up to \$4k and \$8k respectively
 - Workplace sites: NYSERDA grant covers hardware/software costs
- 23 DCFC (150 kW) with Thruway – NYC to Buffalo
 - Project also includes multiple L2 commuter lots
- Airport GSE: 120 DCFC ports with JetBlue at JFK



EVolve NY

- NYPA allocated \$250 million through 2025 to address key infrastructure and market gaps to accelerate the adoption of EVs.
- \$40 million committed for 1st phase through end of 2019.
 - 200 DC Fast Chargers that will be NYPA owned
 - Airport Fast Chargers at JFK
 - EV Model Communities: targets our municipal utilities, will look at new business models and smart charging technologies

NYSERDA Incentive Programs

Drive Clean Rebate and Outreach Initiative

- \$70M total towards the growth of the EV Market.
- \$15M will support improving consumer awareness of electric cars, installing more EV infrastructure, and other efforts to put more EVs on the road.
- \$55M dedicate to point-of-sale rebates up to \$2,000 towards the purchase of a PHEV or a BEV
 - Open to all New York State residents and government entities
 - NYSERDA rebate is stackable with other grant programs

Charge Ready NY

- Open to both public and private organizations to install Level 2 EV charging stations
- At public parking facilities, workplaces, and multifamily apartment buildings
- Rebates of up to \$4,000 per charging port installed.



ReCharge NY (RNY) Program Description

ReCharge NY (RNY) Program Description

- Minimum of 350 MW for applicants within NYSEG, National Grid, and RG&E territories
- All NYS utility customers can participate in RNY
- Minimum 200 MW for attracting new businesses to New York State and expanding existing businesses
- 100 MW for small businesses and not-for-profits



Eligibility Criteria

Who's Eligible?

- Large businesses (above 400 kW peak demand)
- Small businesses (equal or less than 400 kW peak demand)
- A corporation defined in Section 102 of the state's Not-For-Profit Corporation Law, subdivision five of paragraph (a)

Who's not Eligible?

- Retail businesses
- Sports venues
- Gaming or entertainment related establishments
- Places of overnight accommodations

RNY Contact Information

- Consolidated Funding Application: <http://regionalcouncils.ny.gov>
- Hotline: 888-JOBSNYS (888) 562-7697
- Website: www.nypa.gov/rechargeny
- Email Address: Recharge.NewYork@nypa.gov

Questions?

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