



Town of Massena Electric Department

Services & Expertise



Background

- Formed in 1981
- 131 sq miles of service territory – Over 9,300 customers
- No rate increase since inception
- 5 Member Independent Board of Directors
- Counter Party to Power Contract with NYPA
- Established relationships with NYPA, NYISO, PSC & NYMPA (Power scheduling agency)



Scope

- Establish and Facilitate Strategic Power Industry Partnerships
- Provide Tactical Support
- Economic Development Assistance



Strategic Partnerships

- NYPA
- NYISO
- Scheduling Agency
- PSC
- National Grid
- NCPA – North Country Power Agency
- NYSERDA



Tactical Support

- *FROM PENDING POWER CONTRACT*

The Customer or the Customer's Agent shall keep its books, accounts and records pertaining to the purchase, delivery and sale of the Allocation according to procedures reasonably deemed necessary by the Authority to ensure compliance with this Agreement, applicable statutes, licenses, the Rules. The Customer shall provide such information and permit such inspection of its books and records as the Authority may reasonably request and shall require the Customer's Agent and/or Ultimate Users to agree to do likewise.

The distribution of the Allocation to Ultimate Users shall, where feasible, be accompanied by a statement indicating the total savings in dollars realized by the individual Ultimate User for the particular billing period as a result of the purchase of hydroelectric power and energy by the Customer from the Authority. The form and content of such statement shall be coordinated between the Customer and the Authority.



Tactical Support

■ Power Services

- Monitor agencies
- Audit Monthly Sales by NYPA
- Scheduling of allocated power
- Power Contracts in addition to NYPA

■ Program Availability

- EDP Power – MED customers only
- Preservation Power
- NYMPA

■ Interface/Point of Contact for “Ultimate Users”



Power Contracts

- Not just NYPA Contract
- RVRDA & "Ultimate Users"
 - Gather information on customer needs
 - Provide feedback on feasibility and value
 - Develop project cost estimates, including impact of NYISO
 - Assist in developing requirements included in contracts
 - Benefits – Allocated Resources, Loans and Grants
 - Duration of Benefits
 - "Claw Back" provision
 - Determine Program Availability



Power Contracts cont.

■ MED & NYPA

- Keep Records in compliance with NYPA requirements
- Provide savings benefit of “Ultimate User” as required
- Monitor NYPA Changes
 - Tariff
 - Rates – Including Rate Stabilization Reserve (RSR)
 - Low Flow



Power Contracts cont.

- MED & “Ultimate User”
 - Agreement for Supplemental Power
 - Monthly Billing
 - Credit Pass through if outside MED
 - “Flex Rate” provisions if applicable
 - Financial Arrangement on Capital Investment
 - Potential interface with National Grid



Economic Development

- Input in:
 - RVRDA Marketing Plan
 - Targeted Advertising
 - Resource availability
 - Value of Power
 - Application Process
 - Forms
 - Information Required – MED Checklist
 - Selection Criteria
 - Load Factor
 - Jobs per MW ratio
 - General Support