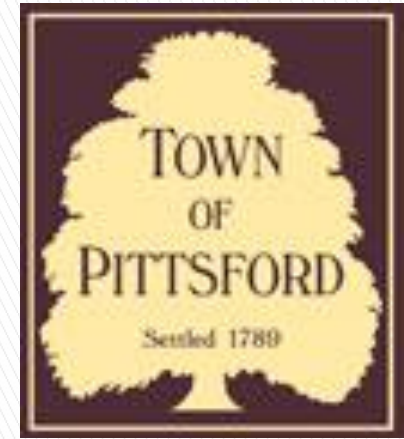




Business * Energy * Success



Community Choice Aggregation (CCA)

6/21/2018



Power Management Company

Power Management Co. (“PMC”) is an energy consulting company founded in 1997, located in Victor, NY and Weymouth, MA. Since our inception we have grown into a comprehensive energy services provider.

Our goal is to develop successful, long-term energy management strategies for our clients through a diversified portfolio of products and services including:

- Energy Strategy Development
- Energy Management
- Electric & Natural Gas Procurement Services
- Utility Expense Management, Reporting, Analysis & Audit
- Demand Response
- Corporate Sustainability Support
- Lighting Efficiency Programs
- Solar PV Installation Projects

PMC by the Numbers:

- 20+ years in business
- 24,000+ commercial & industrial meters served
- 2 billion+ kWh's & 8 million+ Dth's managed
- All deregulated states served, 98 different utilities
- 95% customer retention rate
- \$4 million & 30 million kWh saved in sustainability/conservation projects annually

PMC Energy & Project Management Clients

Monro Muffler Brake & Service, Inc.
(NASDAQ: MNRO)



Thermo Fisher Scientific (NYSE: TMO)



Paychex, Inc. (NASDAQ: PAYX)



American Rock Salt Company



**Frontier Communications (NASDAQ:
FTR)**



SUNOCO



What is CCA?

- Municipal (villages, towns and cities) energy procurement model
- Replaces the utility (RG&E) as the default supplier of electricity and natural gas for all homes and small businesses
- Utility remains responsible for delivery of the energy
- Town is responsible for arranging default service (typically through a contracted service provider)
- “opt-out” program where constituents must actively select not to participate in the program, else they will be enrolled

CCA Advantages

- More energy supply options than what is available through RG&E who only offers a variable price option.
- Ability to increase the amount of “green” energy that is purchased above base levels. For electric, NYS has a target of 26.81% for 2018 going to 50% by 2030.
- CCA brings resources to qualify, price and select competitive suppliers that individuals may not possess. (avoid disreputable suppliers)
- Element of a Clean Energy Communities Program.
- Plenty of resources available to assist in implementation. (NYSERDA, ESCO’s, energy coalitions, consultants and administrators)
- Large aggregated load will improve ability to negotiate better price.

CCA Disadvantages

- Added administrative costs for town. These can be collected through the energy supply charge.
- Does not guarantee savings.
- Utility is efficient at supplying variable priced energy.
- Constituents already have the ability to select competitive supply on an individual basis.
- Community may not all agree on offering: fixed/variable; no, all or partial green; local or non local green.
- Market rules may change. The future for “mass market” competitive supply in New York is uncertain.
- Towns resources may be better spent on other programs both energy and non-energy.



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