



A Local Development Corporation

P.O. Box 88  
Ithaca, New York 14851

518.306.1996  
[www.megaenergy.org](http://www.megaenergy.org)

## MEETING MINUTES

### Municipal Electric and Gas Alliance, Inc., Board of Directors April 20, 2018 – The Otesaga Resort Hotel

- Board of Directors:** Mark Taylor, Heather Brown, Steve Hoover, Mark Sachetti, Crystal Abers, Robert Wood, Allen Olsen
- Add'l Corporate Members:** Michael Stamm, Tyler West, Kasey Chewning-Kulick, Rick Wilts, Jim Gordon,
- Emeritus Members:** Mary Pat Hancock, Michael Stamm, Richard Blythe, Robert Edwards
- Excused:** Rochelle Stein, Ellen Pratt, Jack Wheeler, John LaPointe
- Guests:** Robert Hagemann; Gordon Boyd, Gene Salerni, Danielle McMullen, Anna Baluyot, David Wiers, Joanne Foresta, Energy Next; Patrick Cummings, Mark LaVigne, NYSAC; Omay Elphik, Gravity Renewables
- Staff:** Ronald Feldstein, Douglas Barton, Barbara Blanchard, Jennifer Luu, Jonathan Wood, Louise Gava

#### Call to Order and Approval of Agenda

Chairman Taylor called the meeting to order at 11:56 p.m.

#### Administration

It was Moved by Ms. Brown, seconded by Mr. Wood and unanimously adopted by voice vote approve resolutions 18-4 through 18-6. Chairman Taylor thanked each of the previous Board members for their dedication to MEGA. He also noted that Mr. Blythe, who was appointed as emeritus member previously, has again been granted that status as he leaves the Board as well.

#### **Resolution No. 18-4 - Resolution of Appreciation for Service to MEGA and Appointment as Emeritus Member – Michael Stamm**

WHEREAS, Michael Stamm has faithfully represented Tompkins County on the MEGA Board of Directors since 2002, having served as Secretary from 2007-2011, Vice President in 2012-2013 and President and Chairman of the Board from 2014-2018, and

WHEREAS, his contributions to and support of MEGA's program of energy procurement as well as efforts to expand the development and use of renewable energy sources, is greatly appreciated by MEGA Board members and staff, now therefore be it

RESOLVED, That the MEGA Board of Directors as well as all Corporation representatives extend a heartfelt thanks to Michael and in accordance with Section X. of the Bylaws of the Municipal Electric and Gas Alliance do hereby extend the title of Member Emeritus to Mr. Stamm.

**Resolution No. 18-5 - Resolution of Appreciation for Service to MEGA and Appointment as Emeritus Member – Robert Edwards**

WHEREAS, Robert Edwards has faithfully represented Hamilton County on the MEGA Board of Directors since 2015, and

WHEREAS, his contributions to and support of MEGA's program of energy procurement as well as efforts to expand the development and use of renewable energy sources, is greatly appreciated by MEGA Board members and staff, now therefore be it

RESOLVED, That the MEGA Board of Directors as well as all Corporation representatives extend a heartfelt thanks to Bob and in accordance with Section X. of the Bylaws of the Municipal Electric and Gas Alliance do hereby extend the title of Member Emeritus to Mr. Edwards.

**Resolution No. 18-6 - Resolution of Appreciation for Service to MEGA and Appointment as Emeritus Member – Karen Sullivan**

WHEREAS, Karen Sullivan has faithfully represented Otsego County on the MEGA Board of Directors since 2015, and

WHEREAS, her contributions to and support of MEGA's program of energy procurement as well as efforts to expand the development and use of renewable energy sources, is greatly appreciated by MEGA Board members and staff, now therefore be it

RESOLVED, That the MEGA Board of Directors as well as all Corporation representatives extend a heartfelt thanks to Karen and in accordance with Section X. of the Bylaws of the Municipal Electric and Gas Alliance do hereby extend the title of Member Emeritus to Ms. Sullivan.

**Resolution No. 18-7 - Extension of Memorandum of Understanding Between the Municipal Electric and Gas Alliance, Inc., and Energy Next, Inc. for Consulting Services Related to Development of Community Choice Aggregation (CCA)**

It was Moved by Mr. Sachetti, seconded by Mr. Wood and unanimously adopted by voice vote.

WHEREAS, the Municipal Electric and Gas Alliance (MEGA) and Energy Next, Inc. originally entered into a Memorandum of Understanding on May 1, 2016 for Energy Next to provide consulting services related to the development of Community Choice Aggregation (CCA) and support services to MEGA and any municipalities participating in CCA through MEGA, and

WHEREAS, the agreement was for a one-year term covering the period April 1, 2017-March 31, 2018, and

WHEREAS, MEGA is satisfied with the performance of Energy Next, Inc. in carrying out its obligations pursuant to the MOU and wishes to extend the agreement for an additional one-year period, now therefore be it

RESOLVED, That, the Memorandum of Understanding is hereby extended to March 31, 2019.

**President's Report**

Mr. Feldstein's report was distributed with the agenda packet and is included at the end of the minutes

He did note that MEGA has entered a new era with more competition, but continues to have the competitive edge and a lot of credibility. Last year the strategic plan was prepared and many of the items are being worked and the organization's mission has not changed with all of the changes in the energy arena.

### **Customer Relations Manager's Report**

Ms. Blanchard's report was distributed with the agenda packet and is included at the end of the minutes. She stated the Corporate Report fell on hard times when the centerfold project was canceled by Tesla and they never notified anyone. She reported that piece is being replaced with the Waterloo hydro project and dedication to MEGA founder Stuart Stein.

She also reported that an outreach plan has been developed. Three threats have been identified. New York Council of Mayors and the Association of Towns have programs through Good Energy and there is a lot of overlap with their client base. Letters of exclusivity are also being signed unknowingly by customers and this prevents them from taking their business elsewhere. There are also performance contractors who are out pitching other services they can provide.

The Shared Services initiative will be used to reach out with additional programs. She will be contacting corporate and board members to help with making introductions with their counties and it may be useful to have an "energy tutorial" with counties as there has been a lot of turnover within county government.

### **Business Relations Manager's Report**

Mr. Barton's report was distributed with the agenda packet and is included at the end of the minutes. He did not have any additions to his report.

### **Treasurer's Report**

#### **Q3 Royalty Report**

The royalty report was discussed during the budget discussion. Mr. Salerni stated the 4<sup>th</sup> quarter results should be available shortly.

### **Consultants' Report**

#### **EnergyNext, Inc.**

The consultant's report was included with the agenda packet and is included at the end of the minutes.

#### **CCA Program Lead**

Ms. Gava's report is attached at the end of the minutes.

#### **Corporate Counsel Report**

Mr. Wood reported the lawsuit is over and the time to appeal has passed.

## **NYSAC Report**

Mr. Cummings reported the State budget has been passed and NYSAC is working on analyzing it for counties. There was an ESCO tax implication that would have removed taxes, but it was not approved.

Mr. LaVigne stated that last year shared services plans were enacted and counties were required to either prepare their plan in 2017 or 2018. All but 23 counties submitted their plans in 2017. The Department State had a webinar that shared best practices and MEGA was brought up as a best practice. Information was sent out to counties by NYSAC in both 2017 and 2018 to include MEGA in their plans. If a county can generate savings and demonstrate it, they can receive state matching funds. The state has extended the program through 2021, but there are additional/different requirements for those years. Counties can also invite school districts and other taxing jurisdictions to participate. Mr. Feldstein asked if CCA is part of shared services. Mr. LaVigne stated CCA is part of Albany's plan. He stated that he is also aware of customers signing Letters of Exclusivity and suggested MEGA and NYSAC partner to get information out to counties.

## **New Business**

Mr. Feldstein reported the Board will be meeting in July. More details to come. Mr. Wood asked that members let Gravity Renewables know if they are planning to attend the dedication at the Waterloo Hydro facility.

## **Adjournment**

It was Moved by Ms. Brown, seconded by Mr. Sachetti and unanimously adopted by voice vote to adjourn the meeting at 1:05 p.m.

Minutes prepared by Jennifer Luu.