



Optimizing Your Bottom Line Through Utility Bill Management

59th Annual NYSAC Finance School

Zachary McDermott

Senior Business Development Manager

zachary.mcdermott@constellation.com

Constellationnavigator.com

NRC to field questions on nuke plant oversight

By ZACK MCDERMOTT zmcdermott@palltimes.com Mar 30, 2013  0

Emergency preparedness team gears up for drill

By ZACK MCDERMOTT zmcdermott@palltimes.com Jun 8, 2013

NRC eyes synthetic drug testing for nuke workers

By ZACK MCDERMOTT zmcdermott@palltimes.com Apr 17, 2013  0

NRC, FEMA: Nuke emergency exercise a success

By ZACK MCDERMOTT zmcdermott@palltimes.com Jun 22, 2013  0

Nuclear plants in focus during open forum

By ZACK MCDERMOTT zmcdermott@palltimes.com Apr 5, 2013

By the end of today's meeting, you'll know ...

Who **Constellation** is...

What **Utility Bill Management** and **Rebates Administration** are...

What **problems** these tools **solve** for municipalities...

How the Constellation **Navigator** SaaS tool works...

Constellation: By the Numbers

Constellation is the #1 zero-carbon energy producer in the U.S with nearly 90% carbon-free output, backed by more than **32,000 MW** of generating capacity.

Operates in 48 States & DC

Goal of Providing **100%** of business customers with custom GHG data by end of 2022

Scalable national platform of over **2 million** residential, public sector and business customers served, offering a diversity of innovative products and services, including $\frac{3}{4}$ of Fortune 100 companies

205 TWh
1.6 Tcf
Customer Load Served

13,000
Employees

Power Supply Mix	TWh
Nuclear	176
Conventional	20
Owned Renewable	7
Contracted Renewable	7
Purchased Power	73

C&I Market Share Ranking
#1

Constellation's NY Nuclear Fleet:



FitzPatrick Nuclear Power Plant

Location:	Town of Scriba, Oswego County	Net MW:	841 MW
Operating Units:	1	Powers:	≥800K homes
Entered Service:	1975	Total Employees:	~525
Licensed until:	2034	Annual taxes:	\$13.8M



R.E. Ginna Nuclear Power Plant

Location:	Town of Ontario, Wayne County	Net MW:	581 MW
Operating Units:	1	Powers:	≥425k homes
Entered Service:	1970	Total Employees:	~400
Licensed until:	2029	Annual taxes:	\$6.4M



Nine Mile Point Nuclear Plant

Location:	Town of Scriba, Oswego County	Net MW:	1,867 MW
Operating Units:	2	Powers:	≥1.2M homes
Entered Service:	1970/1988	Total Employees:	~925
Unit 1 is licensed until:	2029	Annual taxes:	\$30.5M
Unit 2 licensed until:	2046		

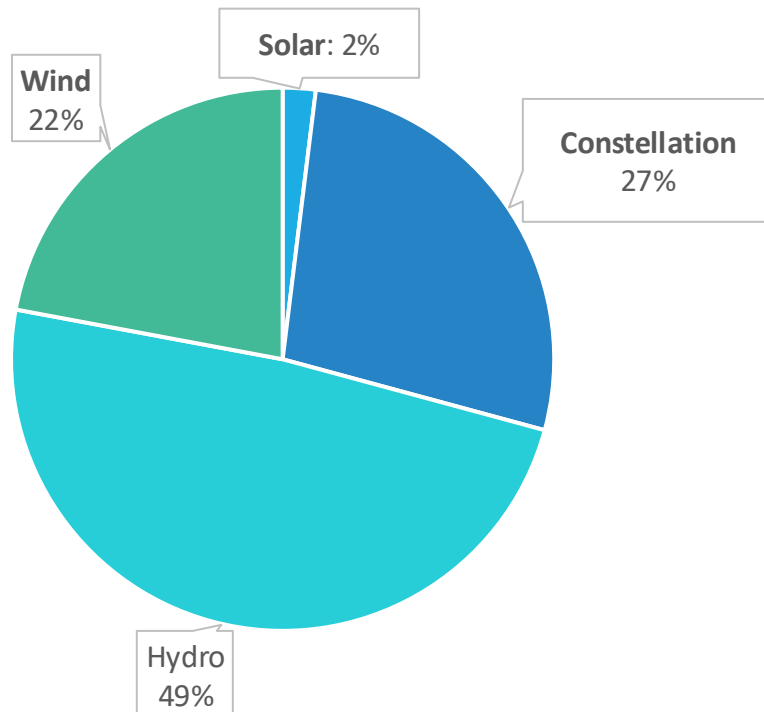


CEG's nuclear fleet is essential to achieving NY's clean energy goals

CEG nuclear fleet* comprises

27%

of NY's installed clean capacity

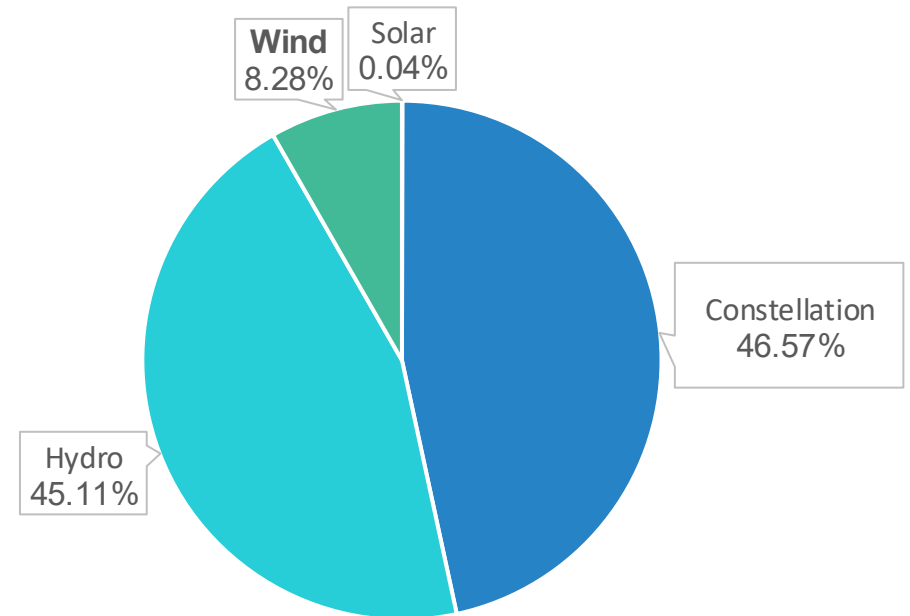


NY Clean Generation by Fuel Type

CEG nuclear* fleet produces

47%

of New York's clean electricity



Clean Electricity by Fuel Type

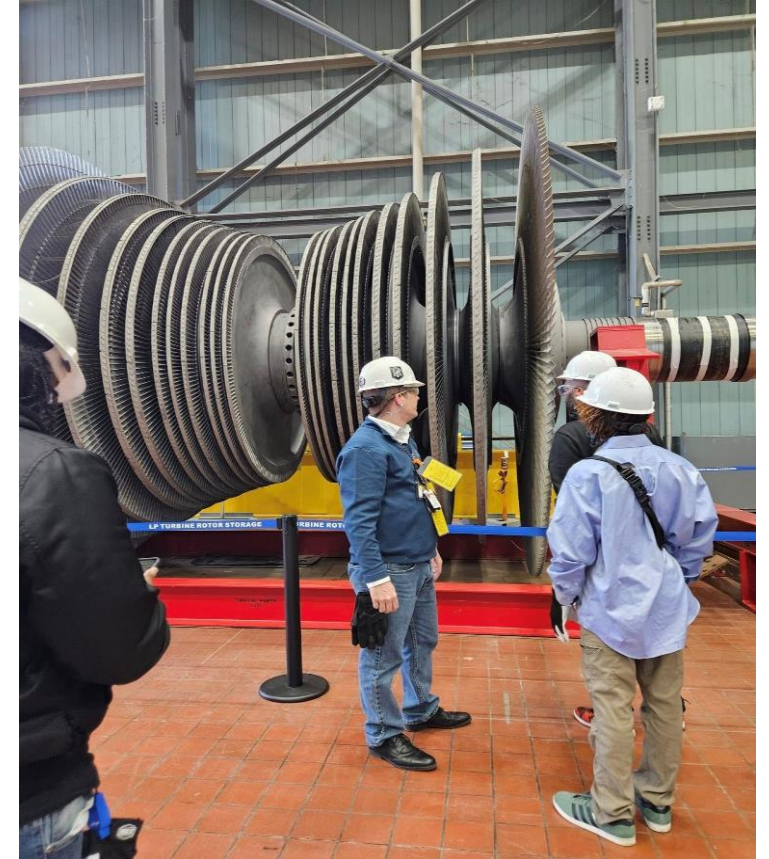
Information derived from New York Independent System Operator's 2024 Load & Capacity "Gold Book" Report
*Includes Long Island Power Authority's 18% ownership stake of Nine Mile Point Unit 2

Results - New York's Zero-Emissions Credit (ZEC) program

- **Preservation of:**
 - 2,000 direct jobs at Constellation's three upstate nuclear facilities
 - 3,000 jobs for supplemental outage contractors
 - 25k direct and indirect NY jobs
 - ~\$1B in state and local taxes (~\$140M annually)
- **Reliability benefits**
 - 24x7, firm baseload power with ~95% capacity factor
 - Provides significant contribution to State's reliability requirements
- **Avoidance of ~143 million tons of carbon dioxide emissions (19M annually) since inception**
- **\$898M additional capital investments across all three sites**
 - \$280M at FitzPatrick; \$107M at Ginna; \$511M at Nine Mile Point
 - 1.25 MW hydrogen electrolyzer
- **Program expires March 2029, coinciding with NMP1 and Ginna NRC operating licenses**
 - NYSERDA CAC analysis identifies \$7.6 billion in additional net societal costs if New York's nuclear fleet is not relicensed to run for an additional 20 years

Workforce Development Program

- 2024 Youth Energy Summit (YES) – Seven students from Upstate NY (two from Wayne County) traveled to Baltimore for a week.
- Partnered with Urban League of Rochester to host Youth Build Shadow day.
- Terra Science Fair Rochester - \$5,500 sponsorship and volunteer support
- Presented three \$5,000 scholarships to engineering students at University of Pittsburgh, Ithaca College, and Morgan State University
- Wayne Action for Racial Equality - \$2,500 Timothy Barber Scholarship
- 26% of all new hires in 2024 live in Wayne County



**Constellation is the [electricity supplier](#) for the
Municipal Electric and Gas Alliance
through an RFP with Genesee County.**

MEGA supplies electricity for 30 counties and 200+ local governments and school districts in New York



Who Constellation is...

- The number one carbon-free energy producer in the United States, serving 75 percent of Fortune 100 organizations
- Owner and Operator of 21 nuclear sites, including three in the State of New York
 - *James A. FitzPatrick Nuclear Power Plant*
 - *R.E. Ginna Nuclear Power Plant*
 - *Nine Mile Point Clean Energy Center*
- Produces 47 percent of New York State's clean energy
- Contributed \$1.2 million and volunteered more than 11,000 hours toward statewide philanthropic initiatives

Navigate your Environmental and Operational Goals

Constellation Navigator delivers a clear path for their customers to set and meet their goals.

THE CHALLENGE

The journey to set and reach energy and sustainability goals can often feel like uncharted territory.

It's easy to get lost amidst the complexities of:

- Gathering and deciphering intricate energy data
- Setting and reaching net-zero emissions targets
- Managing utility resources efficiently.

THE EXPERTS, TOOLS, & STRATEGIES

Constellation Navigator combines expertise with powerful technology platforms to chart a course to environmental and operational goals.



Sustainability Advisory

Our sustainability experts work to understand your challenges and formulate a plan of action to help you reach your goals.



Carbon Accounting

Create an actionable carbon reduction roadmap rooted in clean, accurate emissions data.



Rebates Administration

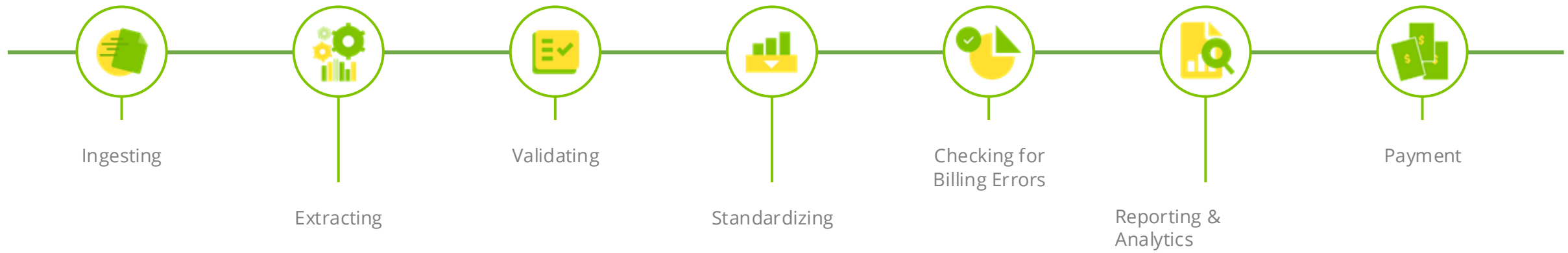
Let us save you time by managing the end-to-end rebate and incentives process to put dollars back in your budget.



Utility Bill Management

A comprehensive solution for the entire billing and payment lifecycle.

An End-to-End Solution to Streamline Utility Operations



Utility Bill Management helps customers automate data ingestion, analyze key insights, and manage expenses.

Utility Bill Management

Digitally transform your business's utility operations.

The Constellation Navigator Utility Bill Management Platform (UBM) simplifies the day-to-day challenges of managing energy, water, electricity, gas, sewer, fuel or any other utility bill for which a business receives an invoice.

1 Employ automated bill entry

We ingest bills automatically from regular mail, email or utility login, then our AI-based system turns all bills into digital data,

2 Turn bills into powerful insights

The UBM Platform unifies your data, identifies insights, audits bills before you pay them, and simplifies your internal processes.

3 Leverage customizable analytics reports, alerts, & tools

Our dynamic reporting tools give you the analytics and oversight you need to track and manage cost and usage without needing added time and resources.

4 Make secure payments

We pay your utility bills with automated, accurate record keeping.



What Problems Do These Solve for Municipalities?

Municipal Environments

Established Processes

Limited Staff

Funding / Budget Constraints

Public Servants

Multiple Accounts Managed
by Different Departments



Municipal Challenges

Arduous Audits

Strict Reporting Standards

External Pressure

Late Fees / Shut Offs

Disparate Data

Energy Efficiency Demands

Regulatory Concerns

JUNE 2024

Rock County, WI sets a strategic plan to be carbon neutral by 2050 with the help of Constellation Navigator's Sustainability Advisory team.

Rock County, WI, a long-time Constellation natural Gas customer, is located near Milwaukee and Chicago, and is home to over 160,000 residents. ...all navigator (UBM already / Adv+CA+Rebates is new

- Committee approvals and resolutions to get that approve (persistence to see it thru and help the customer with their processes).
- How we worked with Barney - included in every call, Barney would help if we didn't hear from Brent in awhile, he was on the Adv kcik-off call.



DEAL STATS:

\$125K

in forecasted
Advisory TGM

7 mo

Advisory engagement

The Challenge:

Rock County was looking for...

- UBM customer already (Brent was already a champion there and was already a gas customer - good relationship with Barney)
- Brent was looking for Scope 1 and 2 baseline with 2017 base year...found out we have an advisory team who could help with this that was more appealing because it ultimately needed to get to a climate action plan.
- Done solar in the past, but had a difficult time assessing which initiatives to pursue (MACC could help them focus and prioritize options for their environmental committee).
- he had set public climate targets – carbon neutral by 2050... “how are you going to do that” ...”Oh, it’s a dream with dates”
- Did not get EPA funding – got it approved thru county board

The Solution:

The Advisory Team.

..apply for the grant pro bono (it’s in the newsletter in the email thread). That helped position us to help support them..was originally planning to RFP, but with our support bought us good will and they went with us.

- Engagement includes:
- Baseline GHG Inventory (Scope 1 and 2 across 21 gov facilities (jail, courthouse,etc.) – baseline yr of 2017) (CA in background)
- Custom reporting – inventory calc + detailed analysis
- Marginal Abatement Cost Curve
- Sustainability Roadmap (climate action plan) reduction strategites and in accordance with their 2025 and 2050 carbons
 - Identification of Rebates and Incentives available to support the options available, consider as part of the economics of those options – analysis in the MACC/roadmap. Then if you want to go after them, we have Rebates services....within WI/the county
- future: interested in having a tool to manage going forward, so demoing the platform going forward.

Deal Team

Zach Livingston (Adv)
Melissa Heim (Adv)
Barney Sheafor (Gas)

Gloucester Township, New Jersey

- Happy Customer since 2023
- Manage bills for \$1.6 million in spend across 85 locations and five utility types (Electric, Gas, Water, Fire Protection, Irrigation)
- Significant data gaps and unnecessary late fees discovered during implementation.
- Created flags and thresholds to enable proactive utility bill management.
- Automated the Township's payment process.



Rock County, Wisconsin

- Ninth largest county in Wisconsin; sandwiched between Madison, WI and Chicago, IL.
- Long-time Constellation gas customer across 25 municipal buildings
- Leveraged Navigator utility tool to set emissions baseline and long-term Net Zero goals.
- Generated a GHG Inventory consisting of Scope 1, 2 and 3 information taken directly from utility data.
- Prioritized rebate opportunity to maximize financial gains



Leveraging Available Energy Rebates...

Pioneered Rebate Administration

20

years ago

Comprehensive end-to-end application management:
Success Fee model means we are only paid if our customer is paid.



Service delivery covers:

1. All 50 US States & Canada
2. All project types
3. All energy-efficiency technology types



More than
200,000
energy-related
projects processed
since 2001.



More than
\$200 million
secured for over **200**
customers.

**In the
last 12
months:**



7,008
customer
sites



284
Incentive
programs involved

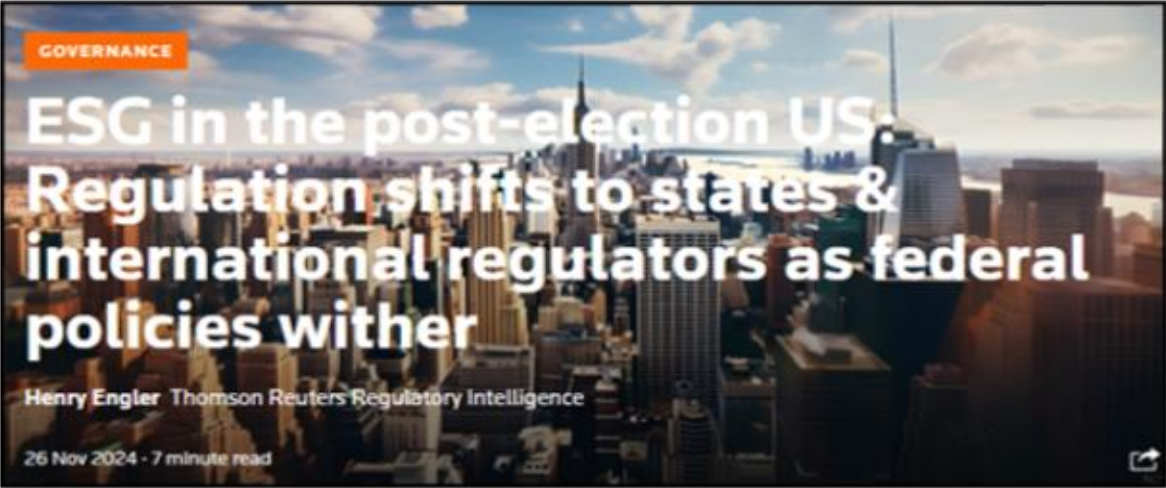


2,064
Program
checks processed



\$18M+
Incentives
captured

Sustainability Market Update: ESG



New York reintroduces bills seeking climate risk, emissions disclosures

Senate Bills 3456 and 3697, if approved, would mandate climate-related disclosures from large companies operating in the Empire State as early as 2027.

On Renewable Energy, It's Up to You, New York

NY not on track to meet 'extraordinarily ambitious' climate goals, report shows

NEW YORK'S CLIMATE LEADERSHIP and COMMUNITY PROTECTION ACT

