

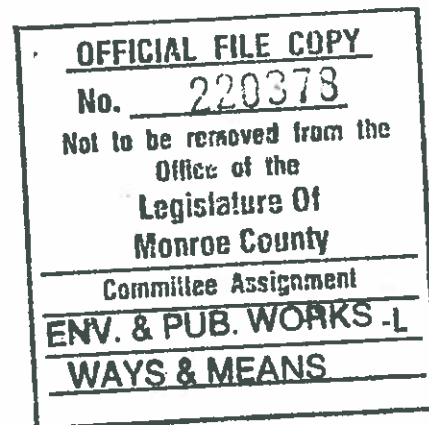


# Office of the County Executive

Monroe County, New York

**Adam J. Bello**  
*County Executive*

November 10, 2022



To The Honorable  
Monroe County Legislature  
407 County Office Building  
Rochester, New York 14614

**Subject:** Authorize a Contract with Fluent Consulting Corporation for the Provision of Energy Aggregation Group Management Services

Honorable Legislators:

I recommend that Your Honorable Body authorize a contract with Fluent Consulting Corporation ("Fluent") for the provision of energy aggregation group management services for Monroe County ("the County") for the period of January 1, 2023 through December 31, 2023, with the option to renew for two (2) additional one-year periods upon mutual agreement of the parties. The cost to the County will be \$0.00065 per kilowatt-hour (kWh) of electricity and \$0.075 per decatherm (Dth) of natural gas.

Since 2001, the County has been authorized by the New York State Public Service Commission to operate as a municipal Direct Customer of the New York State Independent System Operators, Inc., which allows the County to procure natural gas and electricity for itself and members of a municipal energy aggregation group that currently includes seventeen (17) towns and villages, one school district, two fire districts, the Monroe County Water Authority, and the Rochester Genesee Regional Transit Authority. The energy aggregation group currently has approximately 1,400 accounts, about 600 of which belong to the County.

As part of this contract, Fluent will also monitor and schedule the daily nominations related to the County's natural gas and electric accounts as well as its aggregation pools to ensure that an adequate supply of reliable electricity and natural gas is delivered at the most cost-effective rate. Fluent will also provide back office accounting and invoicing support for the County and the aggregation group, as well as utility bill and tariff analysis on behalf of the aggregation group to ensure proper billing. The rates are \$0.00065 per kilowatt-hour (kWh) of electricity and \$0.075 per decatherm (Dth) of natural gas. The cost to the County, based on the current energy usage and number of accounts, will be approximately \$99,000 per year.

Fluent has performed this service for the County for over twenty years. A request for proposals was issued for this contract and Fluent was selected as the most qualified to provide these services.

**The specific legislative action required** is to authorize the County Executive, or his designee, to execute a contract, and any amendments thereto, with Fluent Consulting Corporation, 325 Delaware Avenue, Suite 210, Buffalo, New York 14202, to provide energy aggregation group management services for Monroe County for the period of January 1, 2023 through December 31, 2023, with the option to renew for two (2) additional one-year periods upon mutual agreement of the parties. The cost to Monroe County will be \$0.00065 per kilowatt-hour (kWh) of electricity and \$0.075 per decatherm (Dth) of natural gas.

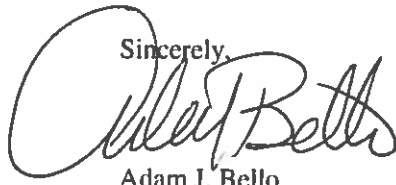


This action is a Type II Action pursuant to 6 NYCRR § 617.5(c)(26) ("routine or continuing agency administration and management, not including programs or major reordering of priorities that may affect the environment") and is not subject to further review under the State Environmental Quality Review Act.

Funding for this contract is included in the proposed 2023 operating budgets of various County Departments, and will be requested in future years' budgets. The cost of these services is shared proportionately with the members of the energy aggregation group. No additional net County support is required in the current Monroe County budget.

The records in the Office of the Monroe County Treasury have indicated that neither Fluent Consulting Corporation, nor its principal officer, Michael J. Mastroianni, President, owe any delinquent Monroe County property taxes.

I recommend that this matter be referred to the appropriate committee(s) for favorable action by Your Honorable Body.

Sincerely,  
  
Adam J. Bello  
Monroe County Executive

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