



Office of the County Executive

Monroe County, New York

Adam J. Bello
County Executive

November 7, 2025

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, 2026 through December 31, 2026, with the option to renew for two (2) additional one-year periods. 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 sixteen (16) towns and villages, two (2) school districts, two (2) fire districts, the Monroe County Water Authority and the Rochester Genesee Regional Transit Authority. In 2025, Monroe Community College elected to participate in the energy aggregation group for its Brighton and Downtown Campuses. The energy aggregation group currently has approximately 1,700 accounts, of which over 700 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 \$0.00075 per kilowatt-hour (kWh) of electricity and \$0.085 per decatherm (Dth) of natural gas. The cost to the County, based on the current energy usage and number of accounts, will be approximately \$105,000 per year.

Fluent has performed this service for the County for more than 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, 2026 through December 31, 2026, with the option to renew for two (2) additional one-year periods. The cost to Monroe County will be \$0.00075 per kilowatt-hour (kWh) of electricity and \$0.085 per decatherm (Dth) of natural gas.


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Committee Assignment
ENV. & PUB. WORKS-L WAYS & MEANS

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 2026 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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