



**REGULAR MEETING of the Board of Directors of the
Clean Power Alliance of Southern California
Thursday, February 4, 2021
2:00 p.m.**

SPECIAL NOTICE: Pursuant to Paragraph 11 of Executive Order N-29-20, executed by the Governor of California on March 17, 2020, and as a response to mitigating the spread of COVID-19, the Board of Directors will conduct this meeting remotely.

[Click here to view a Live Stream of the Meeting on YouTube](#)

*There may be a streaming delay of up to 60 seconds. This is a view-only live stream.

To Listen to the Meeting:

<https://zoom.us/j/94977830986>

or

Dial: (669) 900-9128 Meeting ID: 949 7783 0986

PUBLIC COMMENT: Members of the public may submit their comments by one of the following options:

- **Email Public Comment:** Members of the public are encouraged to submit written comments on any agenda item to clerk@cleanpoweralliance.org up to four hours before the meeting. Written public comments will be announced at the meeting and become part of the meeting record. Public comments received in writing will not be read aloud at the meeting.
- **Provide Public Comment During the Meeting:** Please notify staff via email at clerk@cleanpoweralliance.org at the beginning of the meeting but no later than immediately before the agenda item is called.
 - You will be asked for your name and phone number (or other identifying information) similar to filling out a speaker card so that you can be called on when it is your turn to speak.
 - You will be called upon during the comment section for the agenda item on which you wish to speak on. When it is your turn to speak, a staff member will unmute your phone or computer audio.
 - You will be able to speak to the Board for the allotted amount of time. Please be advised that all public comments must otherwise comply with our Public Comment Policy.
 - Once you have spoken, or the allotted time has run out, you will be muted during the meeting.

If unable to connect by Zoom or phone and you wish to make a comment, you may submit written comments during the meeting via email to: clerk@cleanpoweralliance.org.

While downloading the Zoom application may provide a better meeting experience, Zoom does not need to be installed on your computer to participate. After clicking the webinar link above, click “start from your browser.”

Meetings are accessible to people with disabilities. Individuals who need special assistance or a disability-related modification or accommodation to participate in this meeting, or who have a disability and wish to request an alternative format for the meeting materials, should contact the Clerk of the Board at least two (2) working days before the meeting at clerk@cleanpoweralliance.org or (213) 713-5995. Notification in advance of the meeting will enable us to make reasonable arrangements to ensure accessibility to this meeting and the materials related to it.

PUBLIC COMMENT POLICY: *The General Public Comment item is reserved for persons wishing to address the Board on any Clean Power Alliance-related matters not on today's agenda. Public comments on matters on today's Consent Agenda and Regular Agenda shall be heard at the time the matter is called. Comments on items on the Consent Agenda are consolidated into one public comment period. As with all public comment, members of the public who wish to address the Board are requested to complete a speaker's slip and provide it to Clean Power Alliance staff at the beginning of the meeting but no later than immediately prior to the time an agenda item is called.*

Each speaker is limited to two (2) minutes (in whole minute increments) per agenda item with a cumulative total of five (5) minutes to be allocated between the General Public Comment, the entire Consent Agenda, or individual items in the Regular Agenda. Please refer to Policy No. 8 – Public Comment for additional information.

CALL TO ORDER AND ROLL CALL

GENERAL PUBLIC COMMENT

CONSENT AGENDA

1. [Approve Minutes from December 3, 2020 Board of Directors Meeting](#)
2. [Approve New Appointment to Fill a Vacancy on the Community Advisory Committee](#)
3. [Receive and File Community Advisory Committee Monthly Report](#)

REGULAR AGENDA

Action Item:

4. [Approve Proposed Amendments to the Reserve Policy No. 2019-09](#)

Information Item

5. [2020 Clean Energy Request for Offers \(RFO\) Shortlist Presentation](#)

Election Item

6. [Open Nomination Period for One \(1\) Ventura County At-Large Position on the Executive Committee](#)

MANAGEMENT REPORT

COMMITTEE CHAIR UPDATES

Director Lindsey Horvath, Chair, Legislative & Regulatory Committee

Director Julian Gold, Chair, Finance Committee

Director Kevin McKeown, Chair, Energy Planning & Resources Committee

BOARD MEMBER COMMENTS

REPORT FROM THE CHAIR

ADJOURN – NEXT REGULAR MEETING MARCH 4, 2021

Public Records: *Public records that relate to any item on the open session agenda for a regular Board Meeting are available for public inspection. Those records that are distributed less than 72 hours prior to the meeting are available for public inspection at the same time they are distributed to all, or a majority of, the members of the Board. Those documents are available for inspection online at www.cleanpoweralliance.org/agendas.*

[Return to Agenda](#)

REGULAR MEETING of the Board of Directors of the
Clean Power Alliance of Southern California
Thursday, December 3, 2020, 2:00 p.m.

MINUTES

The Board of Directors conducted this meeting in accordance with California Governor Newsom's Executive Order N-29-20 and COVID-19 pandemic protocols.

WELCOME AND ROLL CALL

Chair Diana Mahmud called the meeting to order at 2:01 p.m. and Clerk of the Board Gabriela Monzon conducted roll call.

Roll Call				
1	Agoura Hills	Deborah Klein Lopez	Director	Remote
2	Alhambra	Jeff Maloney	Director	Remote
3	Arcadia	Sho Tay	Director	Remote
4	Beverly Hills	Julian Gold	Director	Remote
5	Calabasas	John Bingham	Alternate	Remote
6	Camarillo	Susan Santangelo	Director	Remote
7	Carson	Cedric Hicks Reata Kulcsar	Alternate Alternate	Remote
8	Claremont	Corey Calaycay	Director	Remote
9	Culver City	Meghan Sahli-Wells	Director	Remote
10	Downey	Sean Ashton	Director	Remote
11	Hawaiian Gardens	Ramie Torres	Alternate	Remote
12	Hawthorne	Alex Monteiro	Director	Remote
13	Los Angeles County	Sheila Kuehl	Vice Chair	Remote
14	Malibu	Skylar Peak Christine Shen	Director Alternate	Remote
15	Manhattan Beach	Hildy Stern	Alternate	Remote
16	Moorpark	Janice Parvin	Director	Remote
17	Ojai	Michelle Ellison	Alternate	Remote
18	Oxnard	Carmen Ramirez	Director	Remote
19	Paramount	Vilma Cuellar Stallings	Director	Remote
20	Redondo Beach	Christian Horvath	Director	Remote

21	Rolling Hills Estates	Steve Zuckerman	Director	Remote
22	Santa Monica	Kevin McKeown	Director	Remote
23	Sierra Madre	John Capoccia	Director	Remote
24	Simi Valley	Ruth Luevanos	Director	Remote
25	South Pasadena	Diana Mahmud	Chair	Remote
26	Temple City			Absent
27	Thousand Oaks	Bob Engler	Director	Remote
28	Ventura City	Joe Yahner	Alternate	Remote
29	Ventura County	Linda Parks	Vice Chair	Remote
30	West Hollywood	Lindsey Horvath	Director	Remote
31	Westlake Village	Kelly Honig	Director	Remote
32	Whittier	Vicki Smith	Alternate	Remote

All votes are unanimous unless otherwise stated.

GENERAL PUBLIC COMMENT

There was no public comment.

CONSENT AGENDA

1. Approve Minutes from November 5, 2020 Board of Directors Meeting
2. Approve Proposed 2021 Legislative & Regulatory Policy Platform
3. Receive and File Quarter 3 2020 Risk Management Team Report
4. Receive and File Community Advisory Committee Monthly Report

Motion: Director McKeown, Santa Monica
Second: Director Monteiro, Hawthorne
Vote: The consent agenda was approved by a roll call vote.

REGULAR AGENDA

5. Adopt Resolution No. 20-12-012 Approving the Power Share Tariff and Rates, Formerly Referred to as the Disadvantaged Communities Green Tariff Program (DAC-GT)

Karen Schmidt, Senior Advisor for Strategy, provided a background of the Disadvantaged Communities Green Tariff (DAC-GT) and Community Solar Green Tariff (CSGT) programs, which the California Public Utilities Commission (CPUC) approved on November 5, 2020. Both programs will be marketed to customers as “Power Share” and will provide eligible low-income customers in disadvantaged communities with 100% renewable energy projects at a 20% discount on their total electric bill. Ms. Schmidt explained that the Community Solar program will require

a longer timeline to develop and reviewed only the DAC-GT program, which must meet requirements related to customer eligibility and energy supply. Participating customers must be eligible for low-income programs and must reside within a DAC in CPA territory. The Power Share tariff details program eligibility criteria, methodology for application of the 20% discount, and terms and conditions for customer participation. Ms. Schmidt described the marketing and outreach channels to be used, targeted digital advertising, and member agency/community-based organization partnerships. Ms. Schmidt reviewed the customer discount in detail and explained that the discount will apply to the total bill amount and the CPUC will reimburse CPA for the bill discount and be applied to customers' already discounted CARE/FERA rate for a total bill discount of approximately 35-45%. Lastly, Ms. Schmidt stated that the Power Share discount will need to be adjusted each time Southern California Edison (SCE) changes transmission, delivery, and other rates, in addition to any time CPA changes generation rates.

Director Monteiro inquired as to the potential benefits of conducting targeted marketing to customers already on the Lean Power rate to transition to 100% Green rate and receive the discount. Director Ramirez expressed concern for the complexity of the application process and its impact on the Spanish speaking community. Director Luevanos asked how the customers' jurisdiction default rate impacts their ability to apply for the discount and if the 20% discount can be cheaper at the 100% Green rate, as this may impact low-income communities' participation.

In response to these questions, Ms. Schmidt explained that staff will conduct outreach to customers who meet program requirements and are not already on 100% Green rate. Ms. Schmidt explained that in addition to applying through the website or the customer service center, staff will work with Community-Based Organizations (CBOs) to facilitate the enrollment process. Lastly, Ms. Schmidt explained that customers will be switched to the Power Share rate when they enroll in the program and the energy supply will be similar to the 100% Green rate, resulting in substantial discounts.

Motion: Director Monteiro, Hawthorne
Second: Director Lopez, Agoura Hills
Vote: Item 5 was approved by a roll call with a revision to the tariff as presented.

6. Direct Staff to Pursue One of Two Options for Workforce Development Investment from Funds Available via the Mohave County Wind Farm Power Purchase Agreement

Rebecca Ferdman, External Affairs Advisor, provided an overview of the investment options put forth by staff, noting that the recommended options were informed by the findings of the legislative report, "Putting California on the High Road," commissioned by the state, which emphasized the idea of greening existing jobs rather than trying to create new green-specific jobs. The report identified blue-collar work both skilled and unskilled and jobs across the construction industry as the most critical towards a transition to the clean energy economy. Ms. Ferdman reviewed a landscape analysis which described some considerations for the evaluation of workforce development investment opportunities, including gaps in

workforce representation; relevance to CPA's mission; readiness for implementation; and how investments will support pathways to family-sustaining jobs for workers. Ms. Ferdman noted that staff compiled findings from the landscape analysis and the input from Community Advisory Committee (CAC) members to shape two investment options that: maximize impact by minimizing funding recipients and partner with trusted high-capacity administrative organizations. Ms. Ferdman explained that option one was to invest in programs that will diversify access to the existing green jobs pipeline by providing education, skills, and resources to target populations entering the workforce, and option two involved greening existing jobs by providing training and resources that will give workers the skills necessary to facilitate building and transportation electrification.

Matt Peterson, Daniel Ferguson, Carol Peralta, Shawn Porter, and Joe Sullivan provided public comment in support of CPA's efforts to pursue workforce development investments.

Director Santangelo asked how funding will be tracked for both Los Angeles and Ventura Counties. Ted Bardacke, Executive Director, explained that partnerships will be developed such that there will be coverage for the entire service territory, recognizing however that infrastructure is different in each county, so they may not be the same programs.

Vice Chair Kuehl commented in support of option two, noting that Los Angeles County is already working on greening existing jobs. Director Horvath echoed support for option two to ensure that CPA is focusing on opportunities immediately available that make a direct impact. Director Torres added that the Voyager Scholarship Program and Measure J already address some of the education and resources that target populations entering the workforce and option two seems most beneficial for broader regional impact. Directors Monteiro and Ramirez agreed that option two would provide faster results and existing partnerships can propel the process. Director Sahli-Wells noted that option two closely aligns with both Culver City's goals and supports a just transition. Vice Chair Parks noted that option two would allow for a faster transition to a green economy and provide already skilled workers with training to support building electrification and allow for new and continued partnerships with the public sector. Director McKeown noted that option two is at the core of CPA's mission and added that there are some sectors already providing pathways for option one. Director Luevanos expressed support for option one as it promotes green and union jobs and provides a pathway for high school students to participate in the green economy.

Motion: Director McKeown, Santa Monica
Second: Director Horvath, Redondo Beach
Vote: By a roll call vote, the Board directed staff to pursue option two.

7. Receive Fiscal Year (FY) Q1 Review and Enhanced Financial Reporting Presentation

David McNeil, Chief Financial Officer, provided a review of the FY Quarter 1 results, stating that CPA recorded a net income of \$8.2 million in September 2020, increasing year-to-date net income to \$13.2 million; results were \$11 million or

46% below budget. CPA repaid its loan to the County of Los Angeles in September 2020 and had \$76.8 million in cash and cash equivalents. Mr. McNeil provided an overview of CPA's balance sheet as of September 30, 2020, in detail, CPA's income statement, and financial indicators such as working capital and liquidity, which demonstrate a positive financial trajectory and improving financial strength overall.

Director Gold, Chair of the Finance Committee, added that the Committee previously requested more robust reporting of CPA's financial performance and thanked staff for providing detailed financial reports. Vice Chair Kuehl asked how CPA will be able to recover from the costly impacts of the summer months. Mr. McNeil noted that there are contingencies built into the budget to prepare for that and staff does not expect more volatility after the first fiscal quarter.

In response to Director Zuckerman's question, Natasha Keefer, Director of Power Planning & Procurement, explained that the one-month deviation noted in the financial results was from the monthly hedge targets, but the deviation was resolved in the following month and had no impact to the first-quarter results. Director Zuckerman asked if the Power Charge Indifference Adjustment (PCIA) fee will be addressed with a rate increase and Mr. McNeil explained that the pending SCE rates will inform the direction that CPA takes.

In response to Chair Mahmud's request for clarification on the use of margin as it relates to financial indicators, Mr. McNeil explained that the gross margin refers to the difference between revenues and cost of energy as a percentage of revenues themselves and the net margin is the contribution to the net position. Chair Mahmud commented that the highest net margin was in the fourth quarter of 2019 but the second highest was in the second quarter of 2019 and indicates that Mr. McNeil's projections regarding recovery in the coming year seem to be accurate.

MANAGEMENT UPDATE

Ted Bardacke, Executive Director, explained that CPA reached a settlement agreement with SCE regarding a three-year extended amortization period beginning in 2021 for approximately \$57 million of 2020 PCIA charges that have not been collected from CPA customers due to a cap in this year's PCIA level. Mr. Bardacke congratulated the Cities of Agoura Hills and Manhattan Beach for changing their default rate to 100% Green. Mr. Bardacke also noted that there is enough funding through the end of the year for the COVID-19 bill credit program and in the coming year, staff will evaluate different programs to assist customers in paying down bill debts. Lastly, Mr. Bardacke introduced Sherita Coffelt as the new Director of External Affairs and thanked Karen Schmidt for her time managing the External Affairs department, who has accepted a new role as the Senior Advisor for Strategy, focusing on expansion and other special projects.

COMMITTEE CHAIR UPDATES

All Committee Chairs thanked departing Board Members for their contributions in the start-up phase of the organization and their work advancing CPA's mission.

BOARD MEMBER COMMENTS

Director Ellison shared that Ojai recently passed an all-electric reach code that goes beyond the state minimums for building electrification. Director Capoccia expressed gratitude for the opportunity to serve on CPA and strongly encouraged all Board Members to ensure their communities transition to the 100% Green default rate. Vice Chair Parks thanked Directors Sahli-Wells, Peak, and Capoccia for their leadership in launching CPA. Director Sahli-Wells thanked everyone for their well wishes and expressed hope for CPA's role in creating opportunities for clean energy. Director Ramirez thanked Director Sahli-Wells for her leadership at CPA and other organizations. Director Santangelo announced that the Camarillo City Council is considering a default rate change to 100% Green and asked for support from Board Members. Vice Chair Kuehl expressed gratitude towards all departing Board Members and the especially cordial relationships and positive tone Chair Mahmud has established for the Board.

REPORT FROM THE CHAIR

Board Chair Mahmud thanked departing Board Member Sahli-Wells, who formerly chaired the ad-hoc Communications Committee; Board Members Peak, Capoccia, and Ramirez who served on the Energy Committee; and Board Members Hersman, Johnston, and Weir for their service on the Board. Chair Mahmud expressed gratitude for the collegiate relationship of the Board and is hopeful for the effective role CPA plays in improving the environment for its communities.

ADJOURN

Chair Mahmud adjourned the meeting at 4:10 p.m.

Staff Report – Agenda Item 2

To: Clean Power Alliance (CPA) Board of Directors
From: Christian Cruz, Community Outreach Manager
Approved By: Ted Bardacke, Executive Director
Subject: Appointment of Community Advisory Committee (CAC) Member
Date: February 4, 2021

RECOMMENDATION

Appoint Kim Luu to the CAC for the open position in the San Gabriel Valley Subregion for a two-year term ending in April 2022.

BACKGROUND

On June 7, 2018, the Board of Directors approved a structure for the CAC to provide input on various policy and planning issues as well as be a voice for CPA in the community. Staff worked with member jurisdictions and stakeholders to solicit interest in the CAC through an outreach campaign. On November 15, 2018, the Board appointed 13 candidates to represent six of the seven CAC sub-regions, and the remaining two open positions were appointed in September and October 2019.

Resignations by committee members reduced membership to 12, leaving three current vacancies in the San Gabriel Valley, East Ventura/West Los Angeles County, and West/Unincorporated Ventura County subregions.

In conjunction with member agency staff, CPA staff solicited candidates for the current vacancies and has received six applications. Staff is recommending an appointment for the San Gabriel Valley vacancy and is still recruiting for the other two vacancies for the

CAC seats in the East Ventura/West Los Angeles County and West/Unincorporated Ventura County subregions.

Recommended CAC Appointments

Staff recommends the Board appoint Kim Luu to the open seat in the San Gabriel Valley sub-region¹. Ms. Luu is a resident of Alhambra and a member of the Alhambra Environmental Commission. Her application summary is attached.

RECOMMENDED APPOINTMENT	
<p>East Ventura/West LA County <i>(Agoura Hills, Camarillo, Calabasas, Moorpark, Simi Valley, Thousand Oaks)</i></p> <p>Appointed members:</p> <ul style="list-style-type: none"> • Angus Simmons • Vacant • Jennifer A. Burke 	<p>San Gabriel Valley <i>(Alhambra, Arcadia, Claremont, Sierra Madre, South Pasadena, Temple City)</i></p> <p>Appointed members:</p> <ul style="list-style-type: none"> • Richard Tom <p>Proposed appointment:</p> <ul style="list-style-type: none"> • Kim Luu
<p>West/Unincorporated Ventura County <i>(Ojai, Oxnard, Ventura, Unincorporated Ventura County)</i></p> <p>Appointed member:</p> <ul style="list-style-type: none"> • Lucas Zucker • Vacant 	<p>South Bay <i>(Carson, Hawthorne, Manhattan Beach, Redondo Beach, Rolling Hills Estates)</i></p> <p>Appointed members:</p> <ul style="list-style-type: none"> • David Lesser • Emmitt Hayes
<p>Gateway Cities <i>(Downey, Hawaiian Gardens, Paramount, Whittier)</i></p> <p>Appointed members:</p> <ul style="list-style-type: none"> • Jaime Lopez • Genaro Bugarin 	<p>Westside <i>(Beverly Hills, Culver City, Malibu, Santa Monica, West Hollywood)</i></p> <p>Appointed members:</p> <ul style="list-style-type: none"> • Cris Gutierrez • David Haake
<p>Unincorporated LA County</p> <p>Appointed members:</p> <ul style="list-style-type: none"> • Neil Fromer • Kristie Hernandez 	

ATTACHMENT

- 1) [CAC Applicant Summary](#)

¹ This SGV seat was vacated by Vice Chair Robert Parkhurst upon his election to the Sierra Madre City Council. Mr. Parkhurst will also be serving as the CPA Board Director.

Candidate: Kim Luu **Subregion:** San Gabriel Valley **Eligible Candidate:** Yes

Section 1: Personal Contact Information

- A.** Home Address: Alhambra
B. Occupation: Environmental Sustainability Manager, JPL

Section 2: Qualifications

- A. Experience serving on advisory committees / public commission / similar bodies:**
- I have been a member of the Alhambra Environmental Committee since 2016, I am a part of the Clean Air SGV Stakeholder Working Group for API Forward Movement, a local nonprofit focused on environmental justice.
- B. Experience with outreach or community leadership:**
- Professionally, I have worked in community outreach mediating stakeholder charettes with community residents to identify common ground and critical issues. As an immigrant, I understand the struggles of growing up economically disadvantaged.
- C. Experience or expertise in energy field:**
- I have over 10 years of experience in the energy field, working as environmental sustainability manager for major corporations helping maximize energy efficiency, renewable energy, and electric vehicle charging capacity at the institutional level.
- D. Other skills / knowledge / experience to bring to Committee:**
- I am a licensed CA Professional Engineer and have published essays in Time and Saturday Evening Post. I am certified in Prosci Change Management and NASA Lean Six Sigma. I believe positive impact needs a combination of science, storytelling, and change management.

Section 3: Additional Information

- A. Why you are interested / what you hope to achieve:**
- I believe in helping make renewable energy accessible to more communities and believe CPA can help make renewable energy prices more competitive.
- B. All affiliations / councils / committees currently a member of:**
- City of Alhambra Environmental Commission
 - API Forward Movement - Clean Air SGV Working Group
- C. List other languages / ability to support non-English speaking communities:**
- Chinese, Vietnamese, and Italian
- D. Anything else you would like CPA to know:**
n/a

Section 4: Commitment

- A. Ability to make commitment:**
- I am able to make the above commitments.
- B. Signed to certify electric holder in CPA service territory and meet eligibility requirements?**
- Yes.

Staff Report – Agenda Item 3

To: Clean Power Alliance (CPA) Board of Directors
From: Christian Cruz, Community Outreach Manager
Approved By: Ted Bardacke, Executive Director
Subject: Community Advisory Committee (CAC) Report
Date: February 4, 2021

RECOMMENDATION

Receive and file.

JANUARY MEETING REPORT

In 2020, CAC members shared perspectives on their communities' key issues and identified a range of individual, regional, and overall CAC priorities and expectations for 2020-21. Based on the discussion and CAC input, staff developed a workplan that was adopted by the CAC in August 2020. Based on the workplan, staff committed to bringing to the CAC priority topics, for information and feedback.

As such, at the January CAC meeting, Jack Clark, Director of Customer Programs, provided an update on the CPA Power Share program, which will provide eligible customers residing in disadvantaged communities (DAC) with 100% renewable energy at a 20 percent discount on their total electric bills.

Based on the presentation and information provided, the CAC offered their support and engagement in the strategic outreach and educational component of the program. The CAC highlighted that; a strategic campaign should allow vulnerable communities to better understand the value these programs bring, such as additional local jobs, bill discounts, and positive environmental impacts. Also, the CAC suggested that staff consider a need-based waitlist rather than a first-come first-served waitlist if the program reaches capacity.

Moving forward, staff will work with CAC members on a strategic communication strategy and will work to reflect their feedback on the program. Staff will also work with the CAC to promote the Power Share survey, which will inform how CPA's outreach is designed for future CPA programs and initiatives.

Additionally, because the CAC workplan directed staff to bring items that can impact CPA's budget or rates, David McNeil, Chief Financial Officer, provided an information-only overview of the CPA Reserve Policy, which informs the annual budget and rate setting process. Mr. McNeil also provided an overview of potential amendments to the Reserve Policy, which staff intends to bring to the Board in March. These amendments will expand the definition of reserves in the Fiscal Stabilization Fund (FSF) and set a goal for CPA to have at least 120-day liquidity on hand. This presentation was provided as an information item to the CAC.

ATTACHMENTS

- 1) [CAC 2020-2021 Workplan](#)
- 2) [CAC Meeting Attendance](#)

Clean Power Alliance of Southern California Community Advisory Committee 2020-21 Workplan

Adopted September 17, 2020

Clean Power Alliance (CPA) believes in a clean energy future that is local, where communities are empowered, and customers are given a choice about the source of their energy. We are Southern California's locally operated electricity provider across Los Angeles and Ventura counties, offering clean renewable energy at competitive rates.

In furtherance of its mission and goals, CPA's Joint Powers Agreement establishes a Community Advisory Committee (CAC) to provide a venue for ongoing community support and engagement in the policy direction of the organization.

The CAC is comprised of a total of 15 members representing customers or key stakeholders residing or working in seven (7) geographical regions comprising CPA's service territory, as follows:

- A. Three (3) members from the East Ventura/West Los Angeles County Region.
- B. Two (2) members from the West/Unincorporated Ventura County.
- C. Two (2) members from the Westside region in Los Angeles County.
- D. Two (2) members from the South Bay region in Los Angeles County.
- E. Two (2) members from the Gateway Cities region in Los Angeles County.
- F. Two (2) members from the San Gabriel Valley region in Los Angeles County.
- G. Two (2) members from the Unincorporated Los Angeles County.

In 2020, the CAC undertook a visioning process to identify priority issues and activities for 2020-2021. This process resulted in development of the 2020-2021 CAC work plan. The work plan is intended to guide CAC member activities over the coming year and serve as a tool for CAC, CPA staff, and CPA Board communication, collaboration, and impact assessment. It will also inform the development of more detailed individual CAC member and region-specific objectives and work plans for this time period. The work plan organizes CAC-related activities into three categories: 1) CPA Commitments to Support the CAC; 2) CAC Member Commitments; and 3) Opportunities for Expanded CAC Engagement; and outlines planned activities and timelines for each.

1. CPA Commitments to Support the CAC

- Present key CPA Board items to the CAC for review and input in advance of Board decision making, including:
 - Long-term clean energy/storage requests for offers (RFOs)
 - Rate setting
 - Legislative and regulatory platforms
 - Annual budget and budget amendments
 - Local program design and evaluation
 - Workforce development
- Support CAC chair, co-chairs, and individual members in development of individual and region-specific objectives and work plans
- Support the convening of CAC working groups as needed to define 2021 objectives and activities for priority topics/initiatives identified in the CAC work plan

- Develop and deliver targeted educational materials and trainings for CAC members including an orientation manual and video tutorials on CPA and energy topics
- Develop CAC master list of community/stakeholder groups and contacts with input from CAC members
- Facilitate communication and alignment between the CAC and the Board of Directors.

2. CAC Member Commitments

- Solicit stakeholder input as needed and provide input and feedback to the CPA Board on key policy and planning topics, including:
 - Long-term clean energy/storage requests for offers (RFOs)
 - Legislative and regulatory platforms
 - Rate setting
 - Annual budget and budget amendments
 - Local program design and evaluation
 - Workforce development
- Work with CAC co-chairs and CPA staff to develop individual member and region-specific objectives and work plans
- Participate in CPA-organized outreach activities in their respective region (e.g., Earth Day events)
- Build relationships with community leaders and organizations in impacted and hard to reach communities
- Follow CPA on social media and engage as needed/appropriate to raise awareness of CPA in community and region
- Respond to community questions/comments and alert CPA staff to community commentary that may warrant staff engagement
- Engage in CAC trainings and review of CAC materials
- Work with staff to identify community stakeholders in all regions and provide contact lists for development of master CAC list
- Convene a working group on community outreach/education to identify objectives and activities for 2021
- Participate in annual CAC retreat to establish 2021-2022 goals and priorities.

3. Opportunities for Expanded CAC Engagement

Beyond the minimum and ongoing commitments listed in the sections above, CAC members identified the following priorities for deeper engagement in 2020-2021:

- Education on CPA, energy, and climate issues in partnership with K-12 institutions and youth organizations
- Addressing community resilience needs and opportunities around demand response
- Developing a list of current green energy jobs and promoting them through various platforms.

CAC co-chairs and CPA staff will work with CAC members to convene working group(s) as needed starting in Q4 2020 to develop specific objectives and work plans for each of the priority areas identified above and bring recommendations back to the full CAC for review. Potential activities to be detailed in the workplans may include:

- Pursue deeper and/or more frequent engagement with Board on key topics:
 - Provide regular (quarterly, semi-annual or annual) reports to Board members in their region
 - Help organize meetings with community stakeholders and/or elected officials in their region to solicit input on specific topics or issues

- Research and develop recommendations to the Board on key items of interest (e.g., metrics on workforce development or program impact, legislation, CPUC hearings)
- Pursue deeper and/or broader community engagement
 - Recruit and partner with educational institutions, community organizations, interns or volunteers on specific projects or campaigns (e.g., an “opt up” social media campaign, a series of local program enrollment events)
 - Actively post about CPA on social media and write op-eds or letters to the editors
 - Work with CPA staff to develop and communicate key metrics on CPA programs and impacts

The CAC will review and modify this work plan as needed based on evolving CPA needs, community priorities, and Board recommendations and requests.

Community Advisory Committee Attendance										
2021										
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct
East Ventura/West LA County										
Angus Simmons (Vice Chair)	✓									
Jennifer Burke	✓									
Vacant										
San Gabriel Valley										
Richard Tom	✓									
Vacant										
West/Unincorporated Ventura County										
Lucas Zucker	A									
Vacant										
South Bay										
David Lesser	✓									
Emmitt Hayes	✓									
Gateway Cities										
Jaime Lopez	✓									
Genaro Bugarin	✓									
Westside										
Cris Gutierrez	✓									
David Haake (Chair)	✓									
Unincorporated LA County										
Neil Fromer	✓									
Kristie Hernandez	✓									

Major Action Items and Presentations

January

- Executive Director Update
- Power Share Program Update
- Reserve Policy Amendment

Staff Report – Agenda Item 4

To: Clean Power Alliance (CPA) Board of Directors
From: David McNeil, Chief Financial Officer
Approved by: Ted Bardacke, Executive Director
Subject: Proposed Amendments to Reserve Policy
Date: February 4, 2021

RECOMMENDATION

Approve amendments to the Reserve Policy No 2019-09.

BACKGROUND

On March 7, 2019 CPA's Board approved the Reserve Policy. The Reserve Policy governs the accumulation of reserves at the agency. Reserves are accounted for as the Net Position or the difference between CPA's assets and liabilities. The amendments to the Reserve Policy consist of:

- 1) expanding the definition of reserves to include both the Net Position and balances in the Fiscal Stabilization Fund; and
- 2) adding a goal of achieving 120 days liquidity on hand.

The proposed amendments incorporate an assessment of CPA's financial needs, expectations of stakeholders and energy market participants, and best practices incorporated in reserve policies of other CCAs. The Finance Committee reviewed the proposed amendments at its January 27, 2021 meeting and recommended that the Board approve the amendments to the Reserve Policy.

Fiscal Stabilization Fund

On September 3rd, 2020 CPA's Board approved the Fiscal Stabilization Fund Policy. Balances in the Fiscal Stabilization Fund are accounted for as deferred inflows of

resources. Stabilization Fund balances are not a liability unless and until fund balances are recorded as revenue. Therefore, staff believe it is appropriate to treat these balances as reserves. Staff is in contact with credit rating agencies, who have communicated that they would consider balances in the Stabilization Fund as equivalent to the net position in their future assessment of CPA.

Liquidity Goals

Reserves support CPA's liquidity. Liquidity – defined as unrestricted cash, marketable investments, and unused bank lines of credit – is important for ensuring CPA's financial strength. "Days liquidity on hand" is an established metric used by industry participants and credit rating agencies to assess CPA's credit worthiness. The proposed 120-day target is generally associated with organizations that have investment grade credit ratings.

The Reserve calculation methodology appears in Table A below for information and illustrative purposes and is intended to be read in conjunction with the amendments to the Reserve Policy.

Table A		FY 2019/20	FY 2020/21 (Budget)
A	Reserve target %	30%	30%
B	Reserve target maximum	50%	50%
C=AxM	Reserve target minimum (\$)	216,478,000	214,838,000
D=BxM	Reserve target maximum	360,797,000	358,064,000
E	Net Position	46,586,000	76,586,000
F	Fiscal Stabilization Fund	27,000,000	27,000,000
G=E+F	Reserves	73,586,000	103,586,000
H=E/M	Reserves %	10.2%	14.5%
I	Unrestricted cash and investments	56,159,000	86,159,000
J	Unused bank lines of credit	36,000,000	36,000,000
K=I+J	Total Liquidity	92,159,000	122,159,000
L=Kx365/M	Days Liquidity on Hand	47	62
M	Annual operating expenses	721,593,000	716,128,000

FISCAL IMPACT

If approved, the proposed amendments to Reserve Policy would have an indirect fiscal impact by providing a policy framework for adding to and maintaining Reserves as part of CPA's annual budget and rate setting processes.

ATTACHMENT

- 1) [Proposed Amendments to Reserve Policy Presentation](#)
- 2) [Proposed Amendments to Reserve Policy \(Redline\)](#)



Item 4

Proposed Amendments to the Reserve Policy

Thursday, February 4, 2021

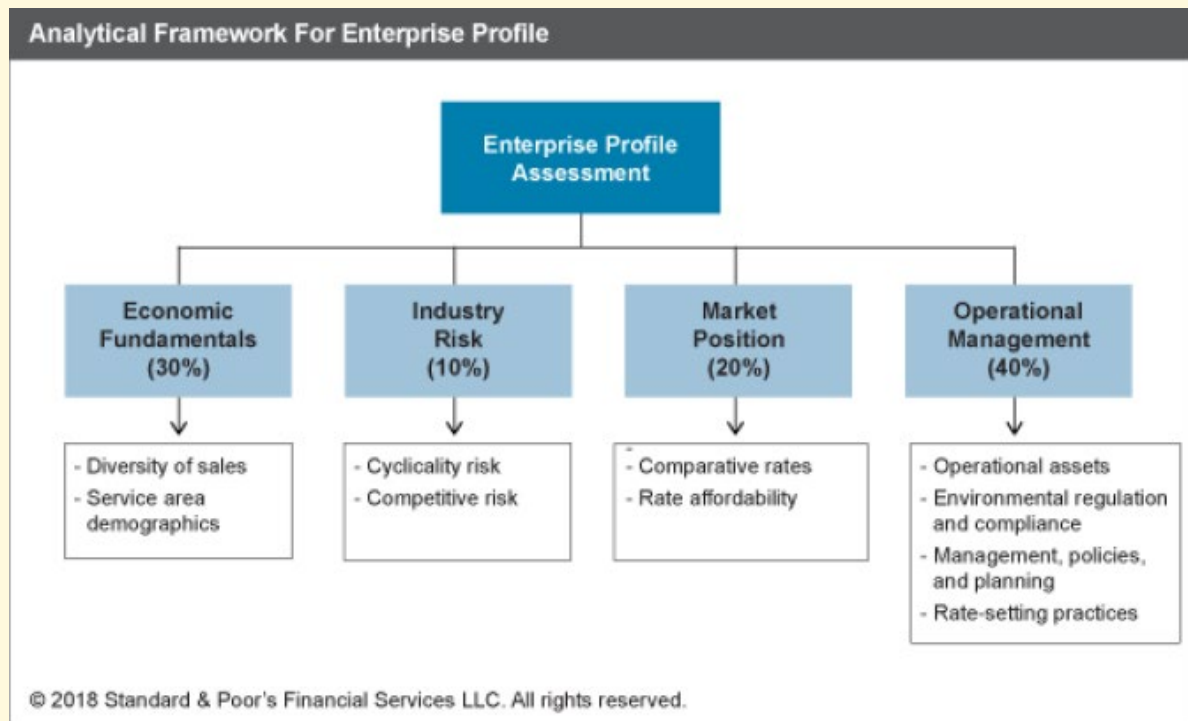
Reserve Policy - Context

- CPA operates in competitive markets in which financial strength and credit worthiness are critical for success.
- Credit worthiness enables CPA to:
 - acquire energy, particularly from long term renewable energy and energy storage projects, at competitive prices which is essential for offering competitive rates to CPA customers
 - weather the inevitable volatility in energy markets
- The credit worthiness “seal of approval” is an investment grade credit rating and it is CPA’s objective to obtain one
- To date, 5 CCAs have achieved investment grade credit ratings

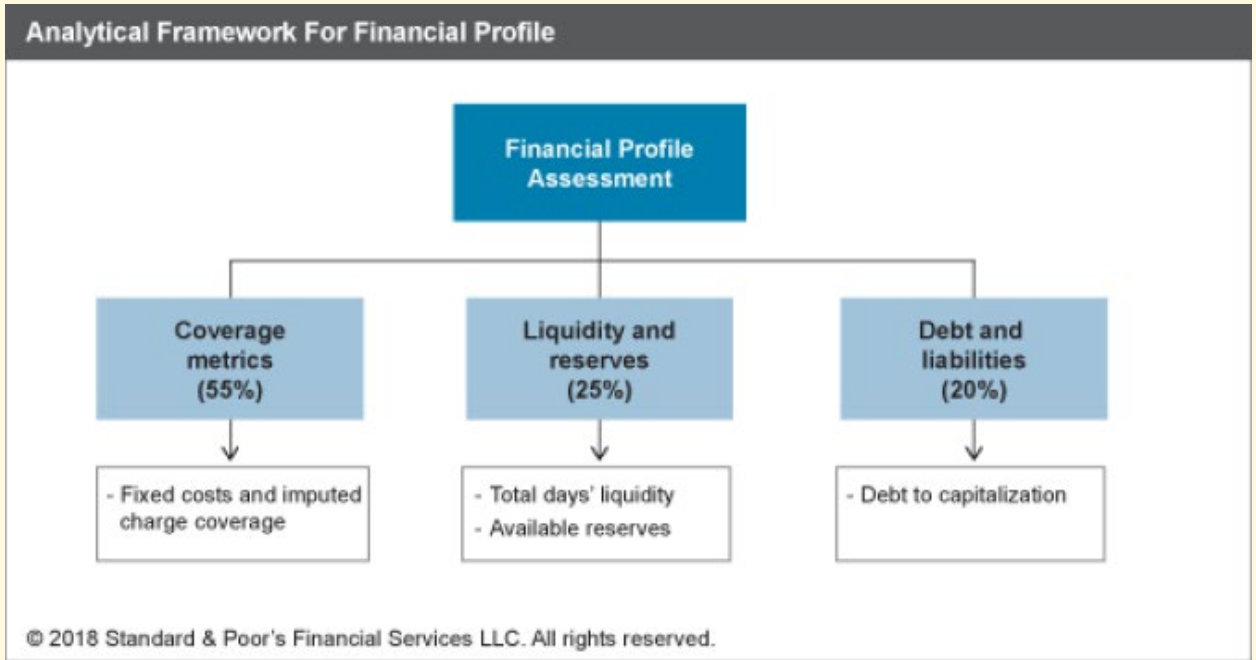
Reserve Policy – Context Continued...

- Path to an investment grade credit rating
 - Sufficient operating history (“track record”)
 - Diversified, stable and credit worthy customer base
 - Adequate reserves and liquidity
 - Positive financial trajectory
 - Sound management and board
 - Manageable competitive environment (cyclical and competitive risks)
 - Competitive rates

Reserve Policy – Context Continued...



Reserve Policy – Context Continued...



Reserve Policy Summary

- Statement of organizational commitment to ensuring the financial strength of CPA
- Reserves are used for working capital and are required to meet financial covenants in loan and energy agreements.
- Adequate reserves allow CPA to contract for short- and long- term renewable energy at competitive prices.
- Reserve Policy informs but does not determine the outcome of annual budget and rate setting processes

Current Policy

- Approved by the Board in March 2019
- Defines reserves as the Net Position, an accounting concept representing the difference between assets and liabilities
- Establishes a minimum and maximum reserve target range
- The minimum reserve target is 30% of operating expenses and the maximum target is 50% of operating expenses

Proposed Amendments to Reserve Policy

- Expands the definition of reserves to include balances in the Fiscal Stabilization Fund.
- Adds a goal of achieving 120 days liquidity on hand.

Fiscal Stabilization Fund

- On September 3rd, 2020, CPA's Board approved the Fiscal Stabilization Fund Policy.
- Stabilization Fund Balances are not a liability, unless and until fund balances are recorded as revenue.
- Staff believe it is appropriate to treat these balances as reserves and has confirmed that the rating agency S&P shares this view.

Liquidity Goal

- Expands the definition of reserves to include balances in the Fiscal Stabilization Fund.
- Reserves support CPA's liquidity
- Liquidity = unrestricted cash, marketable investments, and unused bank lines of credit.
- "Days liquidity on hand" is an established metric used by industry participants and rating agencies to assess CPA's credit worthiness.
- The proposed 120-day target is generally associated with organizations that have investment grade credit ratings.

Reserve Targets

A	B	C	D
Table A		FY 2019/20	FY 2020/21 (Budget)
A	Reserve target %	30%	30%
B	Reserve target maximum	50%	50%
C=AxM	Reserve target minimum (\$)	216,478,000	214,838,000
D=BxM	Reserve target maximum	360,797,000	358,064,000
E	Net Position	46,586,000	76,586,000
F	Fiscal Stabilization Fund	27,000,000	27,000,000
G=E+F	Reserves	73,586,000	103,586,000
H=E/M	Reserves %	10.2%	14.5%

Liquidity Goal: 120 Days

A	B	C	D
Table A		FY 2019/20	FY 2020/21 (Budget)
I	Unrestricted cash and investments	56,159,000	86,159,000
J	Unused bank lines of credit	36,000,000	36,000,000
K=I+J	Total Liquidity	92,159,000	122,159,000
L=Kx365/M	Days Liquidity on Hand	47	62
M	Annual operating expenses	721,593,000	716,128,000

Questions?



PROPOSED

Policy Title	Financial Reserves		
Policy Number	CPA 2019-09	Effective Amended Date:	<u>02/04/2021</u> 03/07/2019

1. PURPOSE

Adequate reserves will enable CPA to satisfy working capital requirements, procure energy at competitive rates, adhere to contractual covenants, obtain and maintain an investment grade credit rating, cover unanticipated expenditures, and support rate stability.

The Reserve Policy outlines the appropriate target levels (minimum and maximum) of reserves. Reserves are defined as the Net Position plus funds held in the Fiscal Stabilization Fund. The Net Position which represents the difference between CPA's assets and liabilities as defined by the Government Accounting Standards Board and consistent with generally accepted accounting principles. The Fiscal Stabilization Fund is governed by CPA's Fiscal Stabilization Fund Policy.

2. POLICY

Reserve Target Levels

CPA shall grow reserves to maintain a minimum reserve target equal to 30% of total operating budget expenditures, with a goal of increasing the reserve to a maximum reserve target of 50% of total operating budget expenditures. Reserves shall not exceed 60% of total operating budget expenditures.

Operating budget expenditures consist of operating expenses and the cost of energy. Reserve percentages and target percentages represent reserves divided by the following current year's total operating budget expenditures.

Reserves shall support the goal of securing 120 days liquidity on hand.¹

Funding the Target Amount

Funding reserves will come from an excess of revenues over expenditures. The contribution to reserves is determined through CPA's budgeting and rate setting processes and events impacting revenues and expenditures that occur during the year.

Excess Reserves

If reserve funds exceed the maximum level, CPA will consider enhancing programs expenditures, capital improvements, paying down debt, and reducing rates.

Periodic Review of Targets

If CPA's risks decline or new risk factors emerge as a result of changes in the industry, legislation, or economic conditions, the reserve target will be reviewed, and the funding level may be adjusted accordingly.

Reporting

Reserve levels will be monitored during the fiscal year and reported in CPA's annual audited financial statements.

¹ Days liquidity on hand = (unrestricted cash and investments + unused bank lines of credit) x 365 / (operating expenses for the current year)

Staff Report – Agenda Item 5

To: Clean Power Alliance (CPA) Board of Directors

From: Erik Nielsen, Senior Manager of Structured Contracts
Natasha Keefer, Director of Power Planning & Procurement

Approved by: Ted Bardacke, Executive Director

Subject: 2020 Clean Energy RFO Shortlist

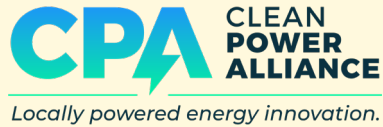
Date: February 4, 2021

RECOMMENDATION

Receive and file.

ATTACHMENT

- 1) [2020 Clean Energy RFO Shortlist Presentation](#)



Item 5

2020 Clean Energy RFO – Shortlist

Thursday, February 4, 2021

Executive Summary

- CPA procures long term contracts to ensure affordable, reliable, clean power that supports load-resource balance, and to meet compliance obligations
- CPA launched its 2020 Clean Energy RFO on October 20th with bids due on November 20th
- CPA targets procurement of 1.5 - 2 million MWh of annual generation
- The shortlist target is ~5 million MWh of annual generation
- The RFO Review Team, including 2 Board Directors, reviewed confidential offer information and developed a recommended shortlist and waitlist
- **The Energy Committee approved the shortlist on January 27**

This presentation is informational only. No Board action is required.

Agenda

- Why CPA Does Long Term Contracting
- Current CPA Portfolio, Compliance and Local Procurement
- Clean Energy RFO Process
- Overview of Offers
- Shortlisting Approach
- Approved Shortlist and Waitlist
- Next Steps

CPA Long Term Contracting Goals

Affordable

- Secure long term fixed rates for power at better value than short term purchases, which supports competitive and stable rates

Clean

- Ensure CPA's high renewable portfolio demand is met with specific renewable projects that meet high CPA standards
- New-build renewable resources drive GHG reductions and decarbonization

Reliable

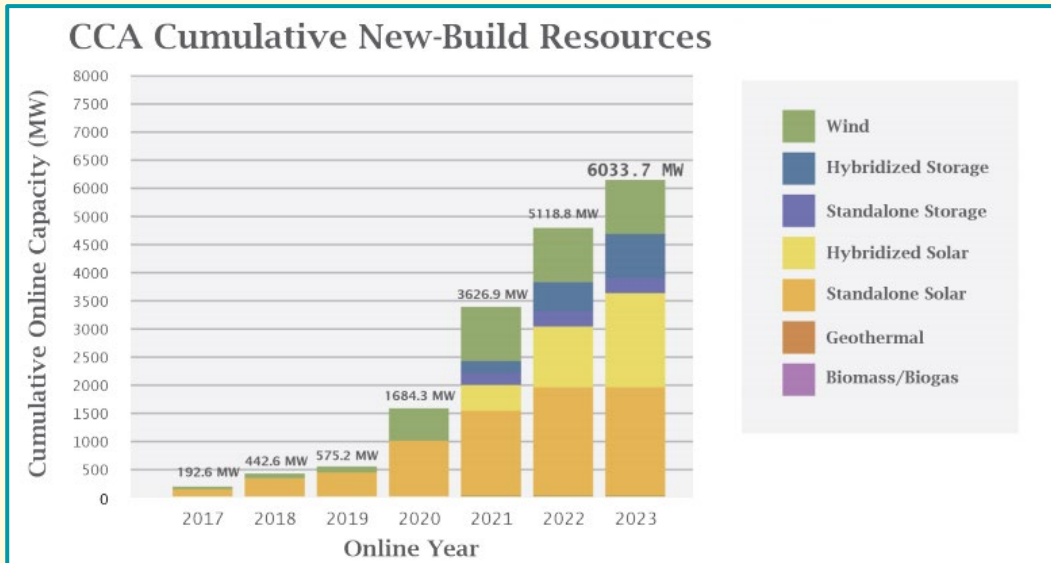
- Support grid reliability by putting new 'steel in the ground', particularly storage resources
- Secure technology diversity to support load-resource balance over the long term

Compliant

- Meet and exceed regulatory compliance obligations including SB350 and SB100

CPA Board of Directors has approved 14 long-term contracts to date

CCA Long Term Contracting

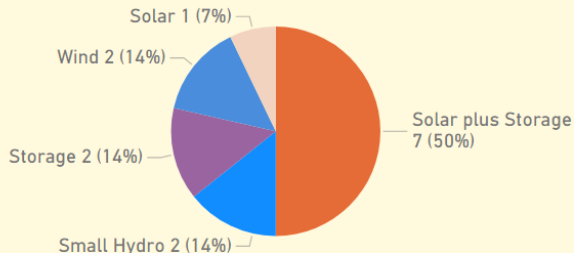


California CCAs, now a total of 23 including CPA, have signed long-term PPAs for more than 6,000 MW with new-build clean energy resources, fueling renewable energy development, green jobs, and economic growth throughout California.

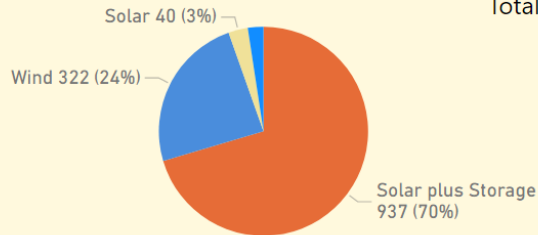
CURRENT PORTFOLIO

Current Long-term PPAs

Number of Projects by Technology



Generation MW by Technology



Total Projects
14

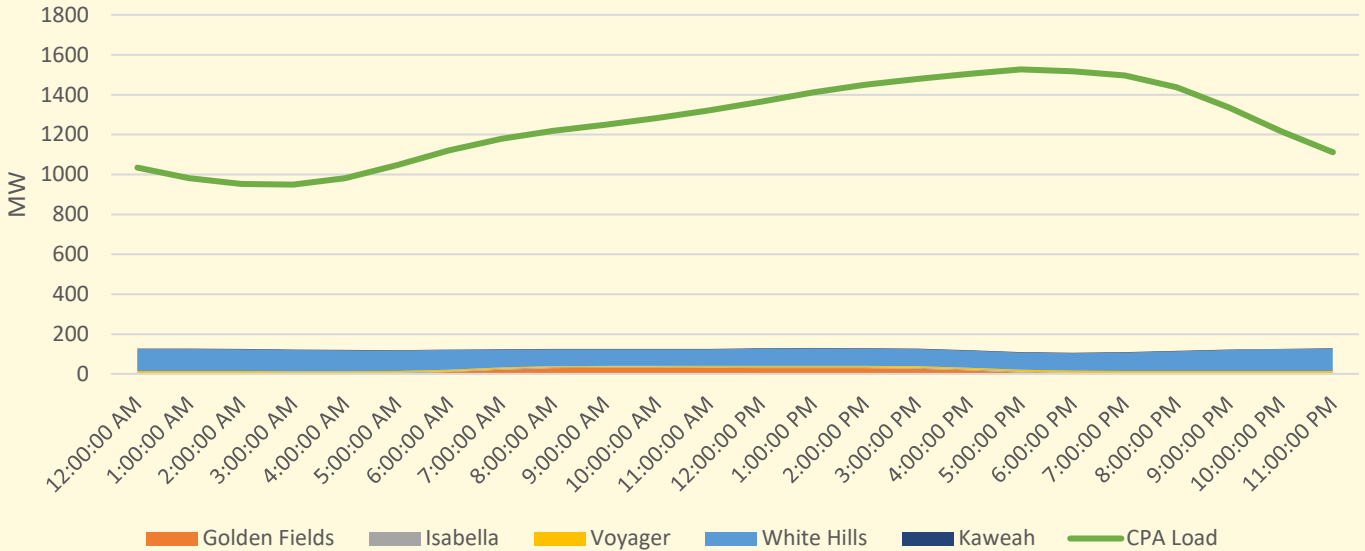
Project	Counterparty	Gen MW	Storage MW	Technology	County	Effective Date	COD	Term Lenth
Voyager Wind II	Terra-Gen LLC	21.60		Wind	Kern	10/10/2018	1/1/2019	15.0
Kaweah	Kaweah River Power Authority	20.09		Small Hydro	Tulare	5/11/2020	6/16/2020	10.0
Isabella Partners	Isabella Partners	11.95		Small Hydro	Kern	7/1/2019	12/8/2020	10.0
Mohave/White Hills	NextEra	300.00		Wind	Mojave AZ	10/3/2019	12/16/2020	20.0
Golden Fields Solar III	Clearway Renew LLC	40.00		Solar	Kern	7/1/2019	12/22/2020	15.0
Luna Storage	sPower		100	Storage	Los Angeles	4/9/2020	7/31/2021	15.0
High Desert	Goldman Sachs Renewable Power	100.00	50	Solar plus Storage	San Bernardino	5/11/2020	8/1/2021	15.0
Sanborn	Terra-Gen LLC		100	Storage	Kern	6/4/2020	8/1/2021	15.0
Arlington Energy Center II	NextEra	233.00	132	Solar plus Storage	Riverside	7/1/2019	12/31/2021	15.0
Azalea	Solar Frontier Americas	60.00	38	Solar plus Storage	Kern	7/14/2020	12/31/2022	15.0
Estrella	sPower	56.00	28	Solar plus Storage	Los Angeles	11/6/2020	12/31/2022	15.0
Daggett	Clearway Renew LLC	123.00	62	Solar plus Storage	San Bernardino	10/2/2020	3/31/2023	15.0
Rexford	8 minute Energy	300.00	180	Solar plus Storage	Tulare	9/4/2020	10/1/2023	15.0
Chalan	Origis Energy	64.90	25	Solar plus Storage	Kern	9/4/2020	12/31/2023	15.0
Total		1,330.54	715					

Current Long-term PPAs – Online



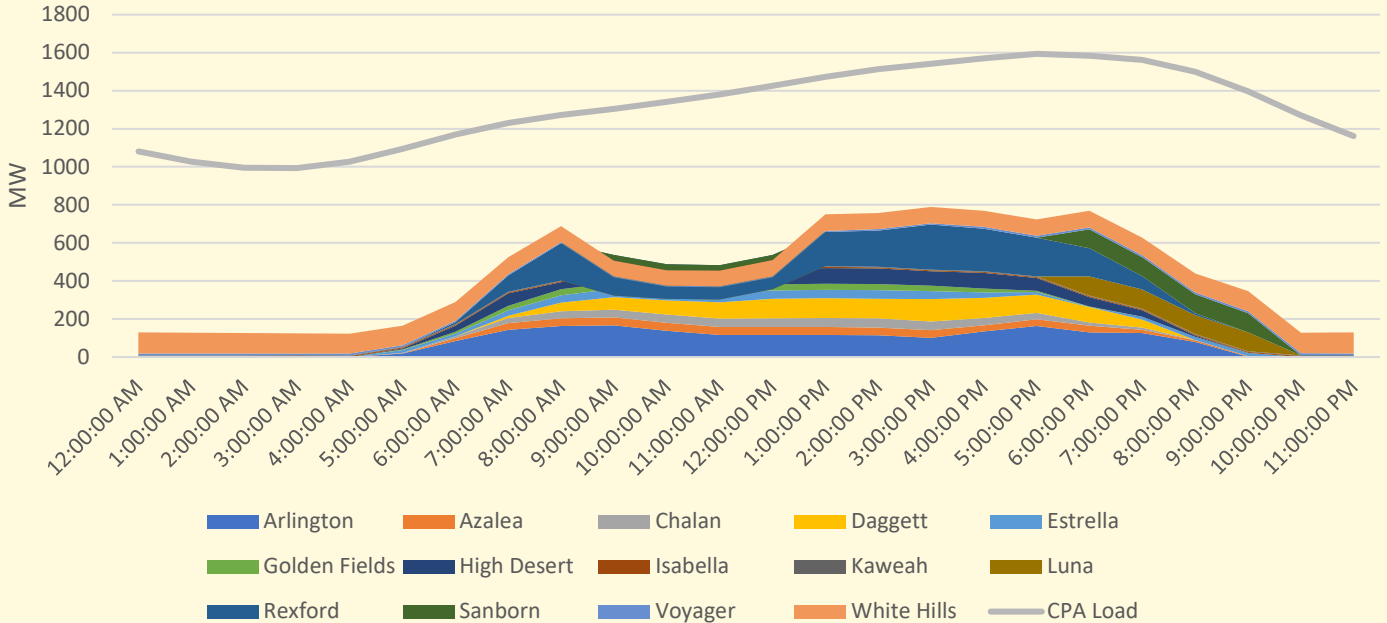
Current Long-term PPAs – Online

Online Portfolio - Daily Average Generation Profiles VS 2021 Load



Current Long-term PPAs – Online + Contracted

Contracted Portfolio - Daily Average Generation Profiles VS 2024 Load



SB 350 Compliance Position

- One of the objectives of the 2020 Clean Energy RFO is to meet and exceed long-term contracting requirements for the 2021-2024 compliance period:

		2021-2024	2025-2027	2028-2030
1	State Mandated RPS per Compliance Period - % of Retail Sales	40%	49%	57%
2	State Mandated % of Mandated RPS (Row #1) to be Contracted Under RPS LT Contracts	65%	65%	65%
3	CPA's LT RPS Mandate = Row #2 * Row #1	25.9%	32.1%	36.8%
4	RPS Achieved by CPA with Existing LT Contracts	21.8%	32.9%	32.3%
5	Open Position relative to State Mandate (Row 3,4) +Above/ (-) Short	-4.1%	0.9%	-4.5%
6	RPS Achieved by CPA with Existing LT Contracts + 2020 RFO Contracts (ESTIMATE)	29.1%	47.9%	47.1%
7	Open Position relative to State Mandate (Row 3,6) +Above/ (-) Short with 2020 RFO Contracts	3.2%	15.8%	10.2%

Local Procurement

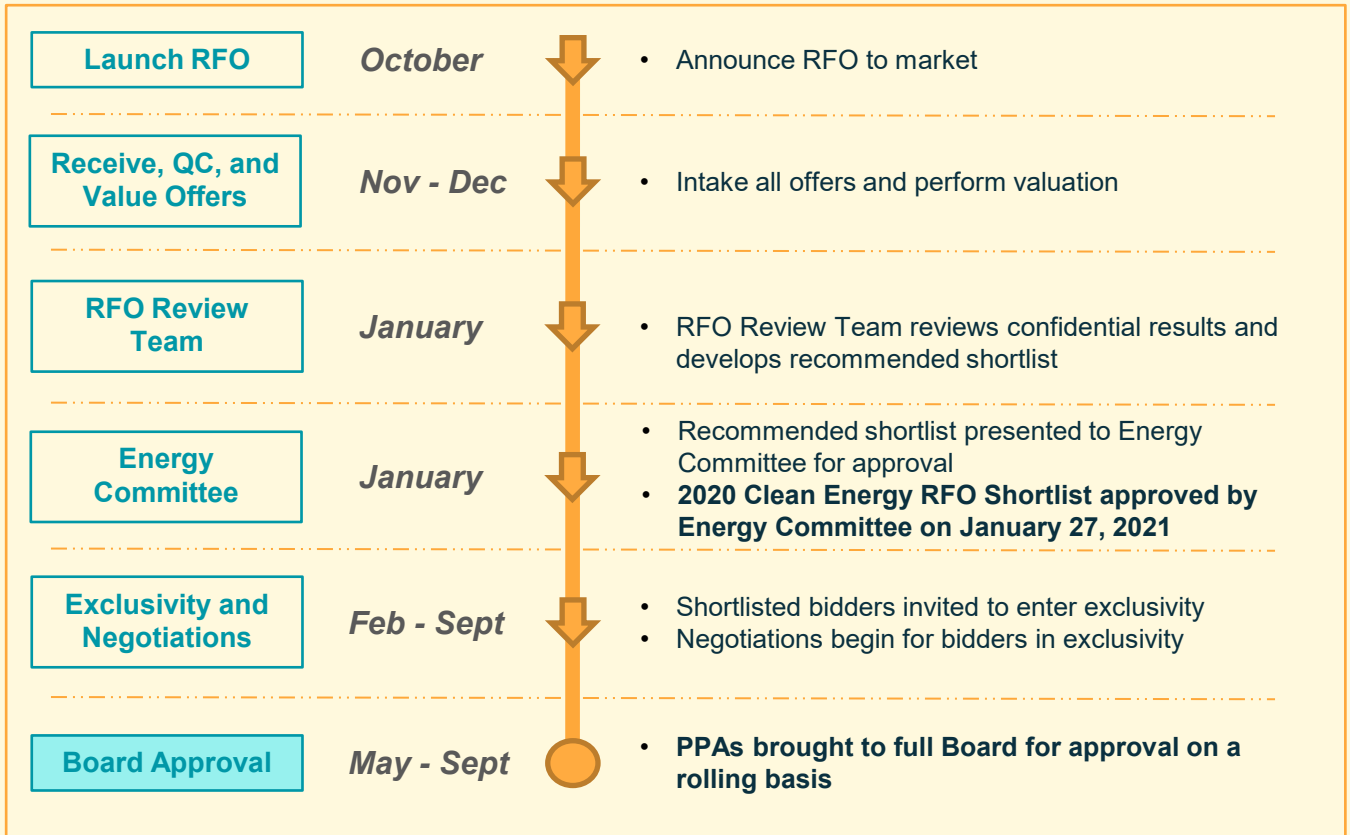
- Via the *Local Programs for a Clean Energy Future* strategic plan and other procurement and planning efforts, the 175 MW goal for new energy and storage resources in Los Angeles and Ventura Counties by 2025 has been met and will be exceeded

Local Procurement Opportunity	Target Capacity	Status
Power Share (Community Based)	3 MW	Power Share Program has been approved by the CPUC RFO was released on 12/23/20
Power Share (CPA Wide)	13 MW	
Utility-Scale Solar & Storage	150 MW Local	184 MW of solar & storage contracted ¹
Power Ready	~10 MW	Site selection process underway
Behind the Meter Resource Adequacy	TBD	Evaluating product and contract structures; 2021 RFO expected

(1) 56 MW solar + 28 MW storage Estrella project and 100 MW Luna storage project, both located in LA County

RFO PROCESS

RFO Process



Evaluation Criteria

CPA evaluates projects based on six criteria:

\$ Value

Environmental
Stewardship

Workforce
Development

Development
Score

Project
Location

Benefits to
DACs

Descriptions of each criteria and rankings are found in the Appendix

2020 Clean Energy RFO

Goals and Eligibility

- Target 1.5 - 2 million MWh of annual generation
- Preference for near-term online date projects to fulfill SB 350
- Procure a diverse portfolio of cost effective and clean technologies
- RFO open to renewable, renewable + storage, standalone storage, and long duration storage

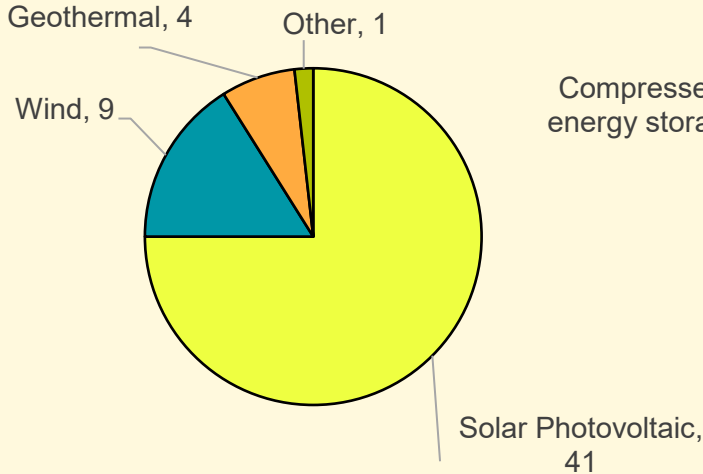
OFFER OVERVIEW

Offer Overview

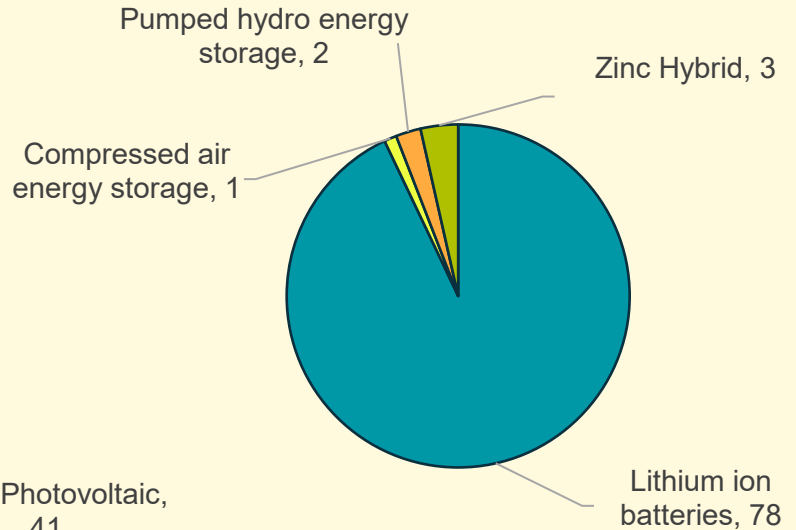
Summary Stats	
Offers	105
Sellers	45
Counties spanned by submissions	23
States represented	CA, NM, NV, AZ, ID
Offers from new projects	99
Offers from local storage only projects	12
Offers from local RPS generation projects	0
Long-duration storage offers	13

Offers by Technology Type

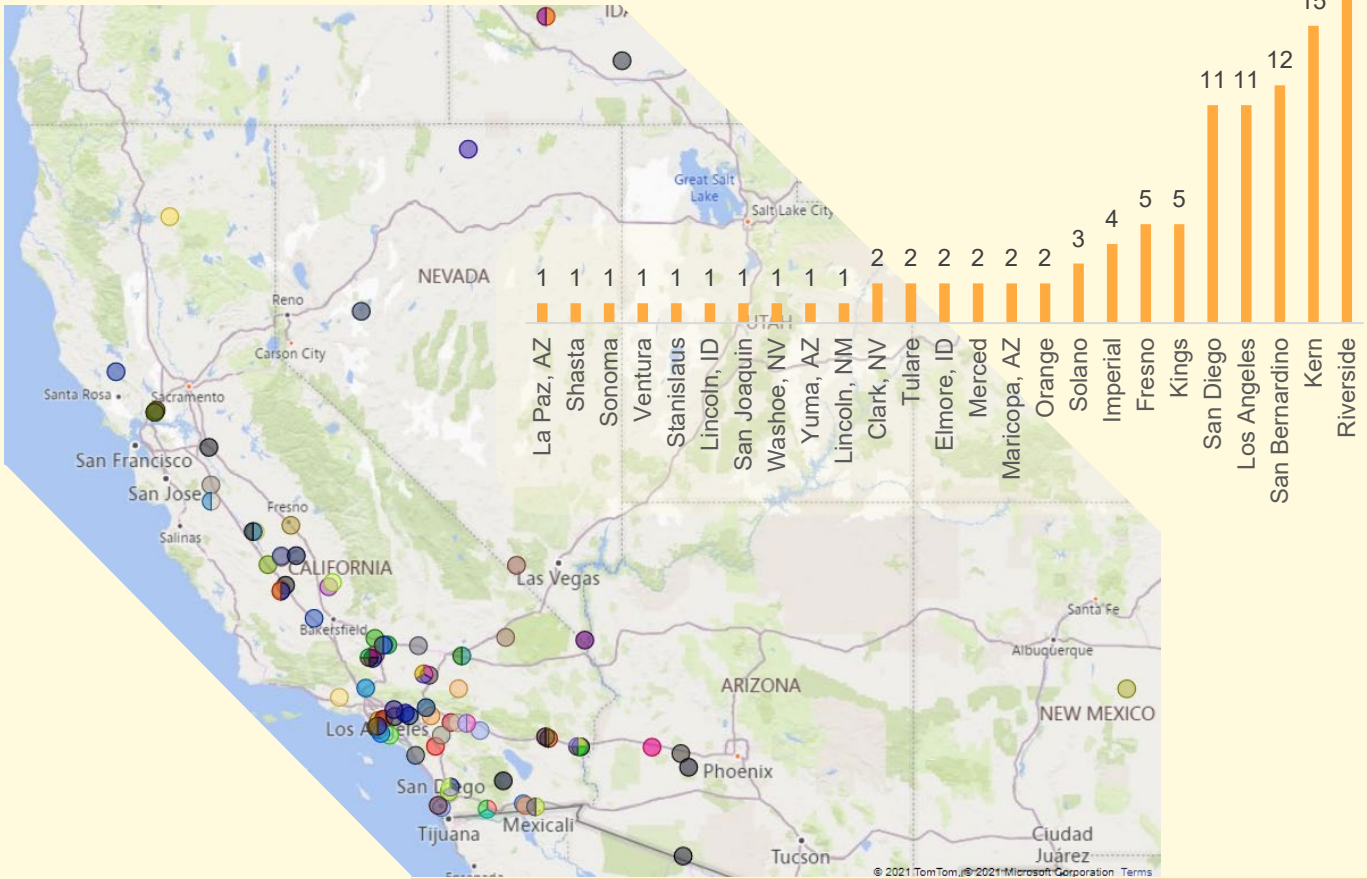
Generation Offers



Storage Offers

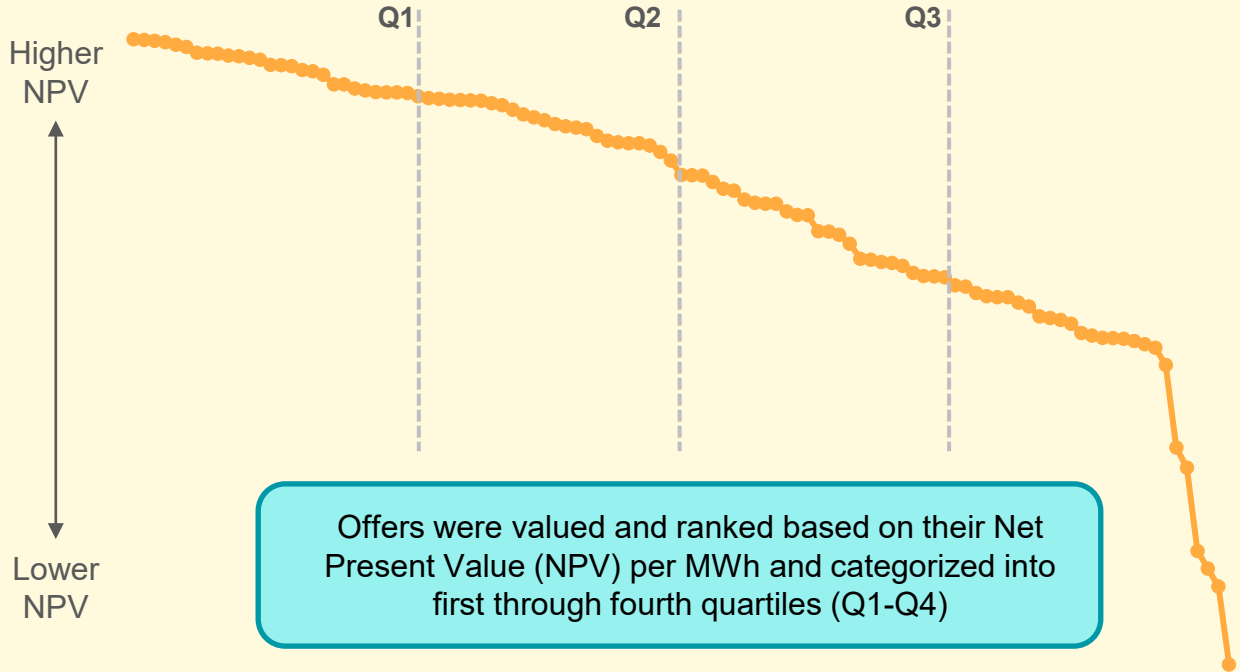


Offers by Location and County



Valuation Range

Value Spread of All Offers: NPV \$/MWh

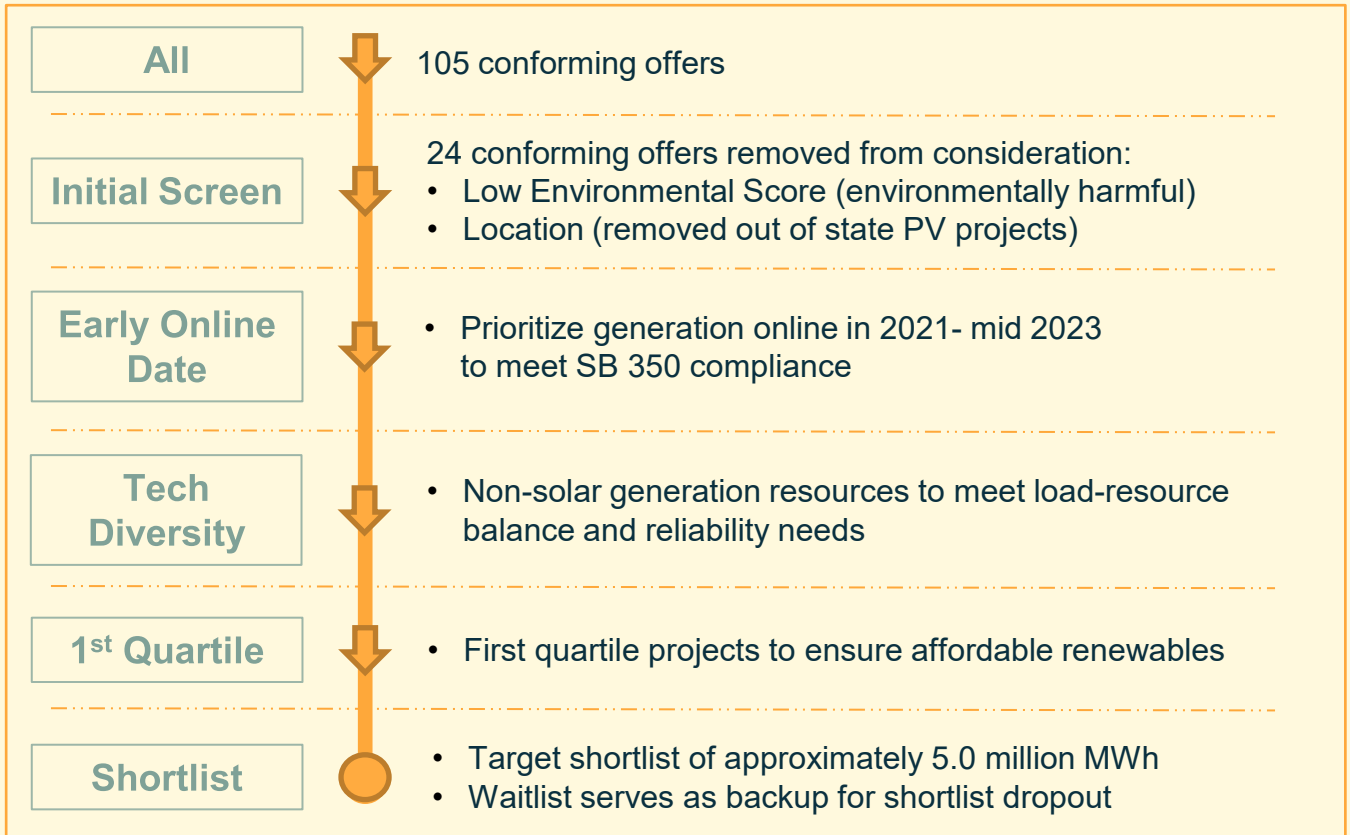


SHORTLIST

Key Considerations

- CPA prefers near-term online date projects to fulfill compliance mandates
- Securing diverse resources is critical for load-resource balance; however, non-solar projects are higher priced and/or located out of state
- Opportunities for local procurement via this RFO process are limited to standalone storage
- Storage paired with solar is more competitive compared to standalone storage because of the Investment Tax Credit (ITC)
- All long-duration storage offers rank low on NPV and/or are less competitive than their 4-hr counterpart. There are no current regulatory procurement obligations for long-duration (over 4-hr duration) storage

Shortlisting Approach



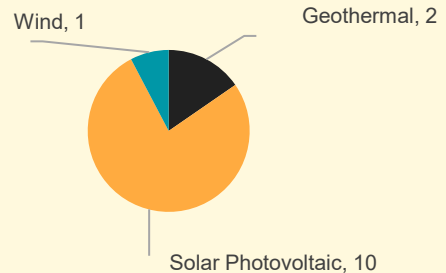
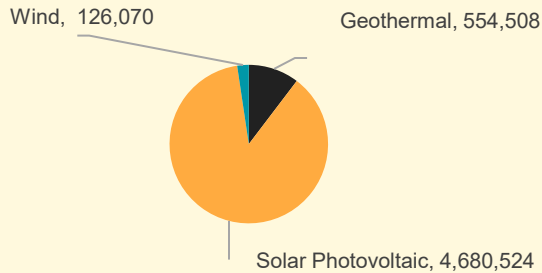
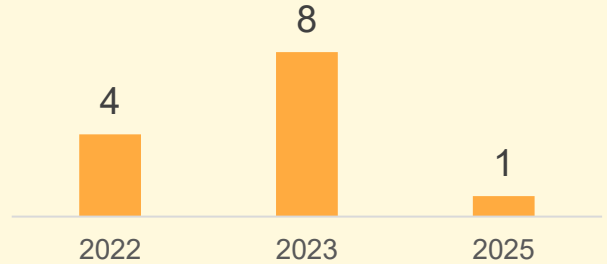
Recommended Shortlist

Shortlist



- High NPV value
- High qualitative scores
- Priority of 2021- mid 2023 online date
- Diversity in technology

Projects: 13
MWh: 5,361,102



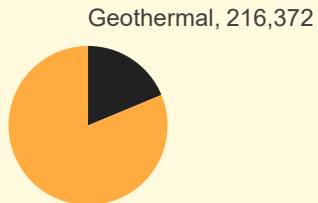
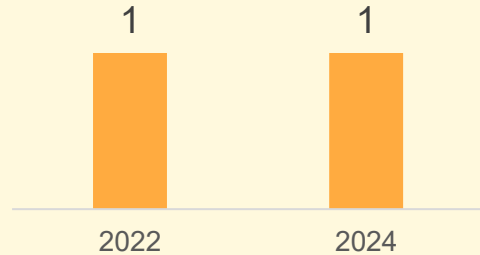
Recommended Waitlist

Waitlist



Backup for Shortlist

Projects: 2
MWh: 1,155,593



Solar Photovoltaic, 939,221

Solar Photovoltaic, 1



Geothermal, 1

Energy Committee Approved Shortlist

NPV Qtr	Online	Technology	MW		Environmental Stewardship	Benefits to DACs	Workforce Development	Project Location	Development Score	County	
			MW Gen Range	Storage Range							
1	A	Q3 2023	Solar + Storage	50-100	0-49	Neutral	Medium	High	Medium	High	Kern
1	B	Q1 2023	Solar + Storage	0-49	0-49	Neutral	Neutral	Medium	Medium	High	San Bernardino
1	C	Q4 2022	Solar + Storage	100-199	50-100	Neutral	High	High	Medium	High	Imperial
1	D	Q4 2023	Solar + Storage	200-300	200-300	Neutral	High	High	Medium	Medium	Kern
1	E	Q4 2022	Solar + Storage	0-49	0-49	Neutral	High	Medium	Medium	Medium	San Diego
1	F	Q4 2023	Solar + Storage	50-100	50-100	Neutral	Medium	High	Medium	High	Kern
1	G	Q2 2023	Solar + Storage	200-300	100-199	High	High	High	Medium	High	Fresno
1	H	Q4 2023	Solar + Storage	100-199	100-199	High	High	High	Medium	High	Fresno
1	I	Q4 2023	Solar + Storage	200-300	100-199	Medium	Medium	High	Medium	High	Riverside
1	J	Q4 2023	Solar + Storage	200-300	100-199	Medium	Medium	High	Medium	High	Riverside
2	K**	Q4 2025	Wind	50-100	NA	Neutral	Medium	High	Medium	High	Riverside
2	L*	Q1 2022	Geothermal	50-100	NA	High	Neutral	Medium	Medium	High	CA
2	M*	Q1 2022	Geothermal	0-49	NA	High	High	Medium	Medium	High	CA

Energy Committee Approved Waitlist

1	N	Q4 2024	Solar + Storage	200-300	200-300	Neutral	High	High	Medium	Low	Imperial
2	O**	Q1 2022	Geothermal	0-49	NA	High	High	Medium	Medium	High	CA

*Existing Resource **Repower Resource

Next Steps - 2020 Clean Energy RFO Schedule

Schedule may be subject to change

Date	Action
January 27	Energy Committee Shortlist Consideration
February	Exclusivity Agreements Due
February-Sept.	PPA Negotiations
May-Sept.	Board Consideration of PPAs

APPENDIX

Development Score

Projects will be ranked from high (good) to low (bad)

- The development risk metric is a composite rank based on a number of factors impacting project risk:
 - Site control
 - Interconnection status
 - Environmental screens
 - Land use and permits
 - Project financing
 - Developer experience

Environmental Stewardship

Projects are ranked high, medium, neutral, and low based on the following prioritization:

HIGH

- Demonstrates multiple benefits (provides additional societal, health, economic, water saving, or environmental benefits beyond the climate and GHG reduction benefits of renewable energy)

MEDIUM

- Located in an area designated as a preferred renewable energy zone and received required land use entitlement permits

NEUTRAL

- Project does not demonstrate either preference or avoidance criteria

LOW

- Project is located in a high conflict area

Workforce Development

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- The project will use targeted-hire, union labor, or multi-trade project labor agreements (including requirements for state-apprenticeship graduates)

MEDIUM

- The project does not have a labor agreement, but can demonstrate prevailing wage, union labor, and targeted hire commitments

LOW

- The project does not demonstrate prevailing wage, union labor, and targeted hire commitments

Benefits to Disadvantaged Communities (DACs)

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- Located within a DAC and demonstrates DAC workforce and community development benefits

MEDIUM

- Project not located within a DAC but can demonstrate DAC benefits and has completed community outreach

NEUTRAL

- Project does not demonstrate DAC benefits

LOW

- Project is inconsistent with community priorities

Project Location

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- In Los Angeles and Ventura counties

MEDIUM

- Other counties within California

LOW

- Out of state projects

Staff Report – Agenda Item 6

To: Clean Power Alliance (CPA) Board of Directors

From: Gabriela Monzon, Clerk of the Board

Approved by: Ted Bardacke, Executive Director

Subject: Nomination Period for One Ventura County At-Large Position on the Executive Committee

Date: February 4, 2021

RECOMMENDATION

Staff recommends that the Board Chair open the nomination period for one Ventura County at-large position on the Executive Committee.

BACKGROUND

The Executive Committee of the Clean Power Alliance Board of Directors is comprised of the three Board Officers, the three Standing Committee Chairs as well as one position for the Immediate Past Chair of the Board and three at-large positions; two of which represent Los Angeles County members and one which represents Ventura County members.

On April 2, 2020, the Board of Directors elected Director Carmen Ramirez, City of Oxnard, to the at-large position representing Ventura County for the term April 2, 2020 to June 30, 2022. On January 5, 2021, Director Ramirez was elected to the Ventura County Board of Supervisors and, though she is now an alternate Board member representing Ventura County, Director Ramirez is no longer eligible to serve on the Executive Committee. This has resulted in a vacancy for the one at-large member of the Executive Committee representing Ventura County members.

The eligibility criteria for at-large positions are:

1. Must be a Regular Director (i.e., not an Alternate);

2. Must have attended at least 50% of the regular Board Meetings in last 12 months; and
3. Must affirm intent to serve a full two-year term.

The Clerk of the Board verified that each of the following Regular Directors from Ventura County meet the eligibility criteria:

Current Primary Eligible Directors	
Agency	Primary Board Member
Camarillo	Susan Santangelo
Moorpark	Janice Parvin
Simi Valley	Ruth Luevanos
Thousand Oaks	Bob Engler

Next Steps

The Ventura County at-large position must be nominated and elected by Regular Directors representing jurisdictions in Ventura County. The Board Chair will open the floor for nominations and Regular Directors will have until February 12 to make nominations.

Procedures for the election will be determined by the number of nominees. If there is more than one nominee, ballots will be distributed to Ventura County Regular Directors. If there is a single nominee, voting will occur by roll call. Elections for the at-large position will take place at the March 4 Board meeting.

Management Report

To: Clean Power Alliance (CPA) Board of Directors
From: Ted Bardacke, Executive Director
Subject: Management Report
Date: February 4, 2021

2021 Rate Update

On January 11, 2021, SCE filed its Advice Letter to implement new generation, delivery and PCIA rates, beginning on February 1, 2021. While SCE generation rates are roughly flat, the PCIA is increasing approximately 27% and delivery charges are increasing approximately 14%. These SCE rate changes will result in a 10%-11% overall bill increase for CPA customers *and* portends a revenue squeeze for CPA.

SCE is planning an additional rate change in June 2021 that staff believes will increase both delivery charges and generation charges, while keeping the PCIA flat. This change is expected to relieve some but not all of CPA's revenue decline.

This update is largely focused on the revenue impacts of the new SCE rates. An update on costs will be provided at the March board meeting.

Rate Change Drivers

There are two main drivers for the increased PCIA in 2021. First is true-ups to the value of renewables, resource adequacy, and energy in SCE's portfolio requiring more costs to be recovered from CPA customers in 2021 for SCE's expenses in 2020. In general, when prices for any of the products fall in the previous year, the PCIA goes up in the current year and vice-versa. Second, is amortization of amounts above the 2020 PCIA rate cap, known as the PUBA balance. Based on CPA's advocacy efforts, the PUBA balance will be amortized over three years instead of one, somewhat mitigating the magnitude of the 2021 PCIA increase.

The significant increase in SCE delivery charges is driven by an increase in transmission rates, updates to balancing accounts, and an increase in CARE participation in 2020, which has caused the cost of the CARE program to increase for all other customers.

Impact on CPA Revenue

The combination of a flat SCE generation rate and higher PCIA mean that for CPA to maintain its current bill comparison ranges it will have to reduce its own generation rates. Doing so automatically beginning in February would reduce CPA revenue by approximately \$65 million (8%) in the next year. Since CPA's power procurement costs are unlikely to go down significantly in 2021 (and could even go up due to current market conditions) this level of revenue decrease would be extremely difficult to sustain.

CPA's Response

During the 2019 mass enrollment period, when SCE changed rates four times in six months, CPA automatically followed each SCE rate adjustment within a month to six weeks. This haste led to both stakeholder and customer confusion and financial instability for CPA. Subsequently, the Board encouraged CPA staff to bring fewer rate changes forward and to be more deliberate in analyzing the financial repercussions of each rate change. In 2020, for example, CPA made a major rate change for all customers just once even though SCE changed rates four times.

One consequence of this new approach was that in 2019 and 2020 there were periods when CPA bill comparisons fluctuated within and outside the target discount/premium ranges, with mixed impacts to customers, and sometimes different impacts for different types of customers. CPA observed no significant changes in customer choice or opt-activity during these times.

After consulting with the Executive Committee, staff believes it is fiscally prudent to wait until after the expected SCE June rate change to bring a 2021 rate adjustment to the Board. Waiting until June is expected to decrease CPA's 2021 revenue reduction from \$65 million to \$21 million in the following manner, assuming rates are brought back to the standard bill comparison targets:

	No 2021 CPA Rate Update	Update CPA Rates Feb. 2021	Update CPA Rates July 2021
2021 Revenue	\$798 million	\$733 million	\$777 million

The main drawback to this approach is that for the period from February through June, or about three months longer than would typically be the case, CPA rates will fall outside of the target bill comparison ranges in the following manner:

	Lean	Clean	100% Green
Target Discount/Premium Range	-1%- -2%	-1%-0%	7-9%
Feb.-June Discount/Premium	1.5%-2.5%	2.5-3.5%	10%-12%

In terms of customer bill impacts, this equates to an additional \$3.82 per month for the typical residential customer and \$5.11 per month for the typical commercial customer regardless of which rate product they are on.

Although allowing CPA's rates to fall outside the ranges is not ideal, waiting to change rates until after SCE's June rate change has several customer and fiscal benefits:

- Provides rate stability by limiting CPA rate changes to once per year
- Keeps CPA on track to meet fiscal year 2020-2021 financial targets and credit covenants
- Significantly reduces revenue shortfall, providing more flexibility for how to close the remaining revenue gap

Next Steps

Over the next month, staff is refreshing cost/budget forecasts and developing a new cost-of-service analysis. Staff will also be identifying potential opportunities to fill the revenue gap through changes to energy procurement targets, developing options to enhance revenue based on the cost-of-service results, and exploring ways to reduce overhead expenditures. Staff will report back to the Board in March with a detailed update on these efforts, including any potential actions.

Financial Performance

CPA's financial performance through the fall continues to be impacted by the extreme heat events in August and September 2020, temperatures in October that were significantly above normal, and allowances for bad debt due to COVID-19 customer delinquencies. Net income for the month of November was \$2.2 million compared to a budgeted loss of 1.3 million. Year-to-date net income through November was \$2.9 million, compared to a budget forecast of \$20.2 million. CPA has used just over \$6 million of its fiscal stabilization fund to date.

Further details are provided in the attached financial dashboards for October and November (Attachment 1). Year to date financial results were discussed in depth with the Finance Committee at its January 27th, 2021 meeting and results from the first half of FY 2020/2021 will be presented to the Board in March. CPA is currently in sound financial health with \$67 million in unrestricted cash available, a fiscal stabilization fund balance of \$20.5 million and is in compliance with all its credit covenants.

Community Default Changes

Over the course of December and January, the City Councils of Calabasas and Camarillo voted to changes their default levels. Calabasas will be moving to 100% Green Power and Camarillo will be moving to Clean Power. These cities join Agoura Hills and Manhattan Beach, who are also changing their default rate levels to 100% Green Power effective October of 2021.

The deadline for making default changes this year has now passed. For default changes effective October of 2022, the deadline for notifying CPA is December 31, 2021.

COVID-19 Bill Credit Program Status and Sunset

CPA has now distributed over 70,000 bill credits worth more than \$1.8 million. As of January 11, 2021, the following credits have been authorized.

Program Type	Bill Credit Amount	Number of Accounts
CARE/FERA/Medical Baseline	\$1,394,327	56,002
Residential Payment Plan	\$328,170	13,132
Small Commercial Payment Plan	\$91,318	1,856
Grand Total	\$1,813,815	70,990

With the \$2 million budget nearly exhausted and new sign-ups for the program significantly declining, CPA will be ending this program and no longer taking bill credit requests as of February 15, 2021. The standard CARE/FERA/Medical Baseline discounts, which provide ongoing bill discounts of up to 30%, are still available to customers, as are customized payment plans.

During the first half of 2021, CPA will transition its customer assistance focus to a new state-funded Arrearage Management Program (AMP) that will help customers who are able to maintain current payments but have past delinquencies. This program will also help CPA recover some of its bad debts, which have increased significantly during the COVID-19 pandemic. The Power Share program will also provide ongoing 20% bill discounts to approximately 6,000 customers. A complete update on the AMP and other 2021 customer assistance programs will be provided at an upcoming Board meeting.

Customer Opt-Actions and Transition to Participation Rate

Effective February 1, 2021 CPA has shifted to reporting Participation Rates instead of Opt-Out Rates as the primary way to track customer retention and communicate the popularity of CPA service. Over 95% of CPA's eligible customers have chosen to remain with CPA service, demonstrating the value they see in our ability to deliver cleaner energy at competitive rates.

Since mass enrollment has been complete for over a year and customer opt-activity has largely stabilized, Participation Rate is more accurate than Opt-Out Rate because it considers new service requests (move-ins) and service cancellations (move-outs) in addition to the eligible customer base CPA had at the time of mass enrollment. This dynamic accounting for the number of current active customers compared to a current count of eligible customers also allows CPA to monitor with greater precision any

significant change in customer behavior or identify earlier potential enrollment challenges with SCE. Going forward, opt-out rates will be used only in limited circumstances, such as when a member agency changes their default level.

Because new customers in CPA service territory tend to opt-out with less frequency than those at mass enrollment, the Participation Rate being reported this month and in individual member agency dashboards is, in general, higher than the inverse of the opt-out rate. Under this new reporting methodology and as of January 26, 2021, CPA's overall participation rate is 95.2% with a total of 1,006,695 active customers, a number that has fluctuated very little over the past several months.

Program Marketing & Community Outreach

Webinars for member agency staff were held on January 7 and 12 to explain CPA's Power Ready program. The program aims to provide a clean back-up power system at an essential facility in each of CPA's 32 member jurisdictions, providing community resilience during PSPS events, extreme heat events, natural disasters, or other outages while also providing benefits to CPA during normal operation in the form of load shifting or wholesale demand response revenue.

Staff from 19 member agencies attended one of the webinars, [a recording of which is available here](#). CPA program staff is currently following up with member agency staff who were unable to join the webinar. During the Webinar, member agency staff were asked to use Google Forms to provide facility and checklist details by February 28. The Google intake form asks for information on critical loads, potential community benefit, and site parameters for up to 5 sites for consideration, in order of priority. CPA Program staff and its consultant EcoMotion are currently available to help answer any questions or concerns for member agency staff through this process. CPA expects to have an initial set of projects for bid by summer 2021.

Preparations for the full launch of Power Share (DAC-GT) this month are ongoing. Surveys in English, Spanish and Chinese are being conducted to get input on the most-effective way of communicating this CPUC-funded program. Our Community Based Organization grantees are also being utilized to promote the Power Share program to potential customers in advance of a full launch, along with outreach regarding the Power

Share (Community Solar) RFO. We will review results and insights gained at future Board meetings.

Statement in support of the Biden Administration's climate actions and CPA's related renewable energy contracting activity were posted on social media.

Customer Service Center Performance

Incoming calls to CPA's Customer Service Center are at normal levels of just under 4,000 calls per month in December and January. As of January 26, 2021, 97.0% of calls were answered within 60 seconds, and average wait time was 13 seconds, down from 17 seconds in November.

Staffing Updates

Geoff Ihle has joined CPA as Manager of Market Risk, replacing Amrit Singh, who departed CPA in the fall to become CFO of Silicon Valley Clean Energy. Geoff's experience includes six years at Berkshire Hathaway Energy companies and as Senior Economist at the Oregon Public Utilities Commission responsible for evaluating cost effectiveness of utility Integrated Resource Plans. He is responsible for further developing CPA's middle office and energy risk management operations.

Ander Echanove has joined CPA as Manager of Financial Analysis. Ander has 10 years of Financial Planning and Analysis experience, including finance roles at Northwest Energy Efficiency Alliance and NuScale Power. Ander will support budgeting and financial planning and analysis, including conducting budget to actual variance analysis at the enterprise and cost center levels.

Jessica Ray has joined CPA as Customer Programs Manager overseeing the Power Share program. Jessica has more than a decade of experience designing and implementing utility programs for firms such as BKI, Clear Result, and most recently for ICF, where she managed multifamily incentive programs for the SoCal Regional Energy Network. Jessica will lead implementation of the Power Share program, collaborating closely with both the Procurement and External Affairs team.

Theresa Ziemkowski has joined CPA as Human Resources Specialist. Theresa has been a Human Resources Director or Manager at a number of private companies,

including start-ups, and began her career at Aon Consulting working with Silicon Valley companies through the first dot.com boom. In addition to regular HR tasks such as payroll processing and benefits management, Theresa will be systematizing CPA's recruiting and onboarding processes, standing up a forthcoming intern program, and ensuring compliance across a range of areas, some of which are undergoing changes due to the COVID-19 pandemic.

Allison Mannos, who managed much of CPA's marketing and outreach during our start-up period, departed CPA at the beginning of the year to become Associate Director of Communications at the National Immigration Law Center. **Tessa Haagenson**, Power Origination Manager, will be departing CPA in early February to return to the midwest and take a position with Connexus Energy, Minnesota's largest electricity cooperative. CPA thanks both of them for their service to the organization. **Charles Grinstead**, who currently manages CPA's Resource Adequacy (reliability) program is being promoted to Power Origination Manager and recruitment for appropriate replacements on the External Affairs and Power Procurement teams is underway.

A current organizational chart is attached. (Attachment 5)

Contracts Executed in December Under Executive Director Authority

A list of non-energy contracts executed under the Executive Director's signing authority is attached (Attachment 6). The list includes all open contracts as well as all contracts, open or completed, executed in the past 12 months.

ATTACHMENTS

- 1) [October and November 2020 Financial Dashboards](#)
- 2) [Overall Participation Rates by Jurisdiction](#)
- 3) [Residential Participation Rate Report by Jurisdiction](#)
- 4) [Non-Residential Participation Rate Report by Jurisdiction](#)
- 5) [Organizational Chart](#)
- 6) [Non-Energy Contracts Executed under Executive Director Authority](#)



Financial Dashboard

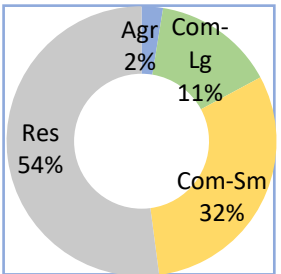
YTD Nov 2020

Active Accounts 1,006,000

Opt-Outs % 6.5%

YTD Sales Volume 7,485 GWh

Nov Sales Volume 1,297 GWh



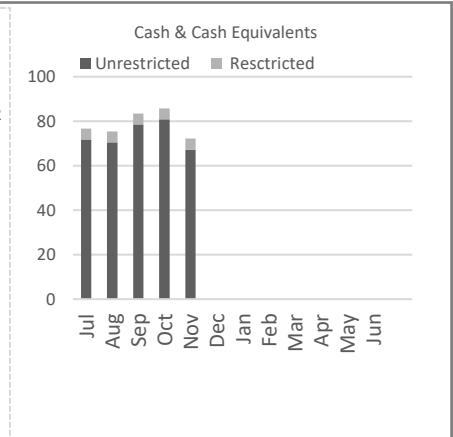
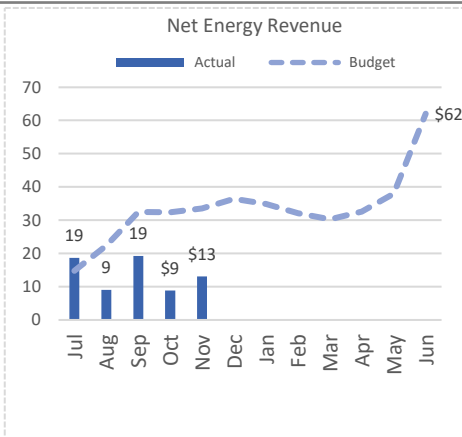
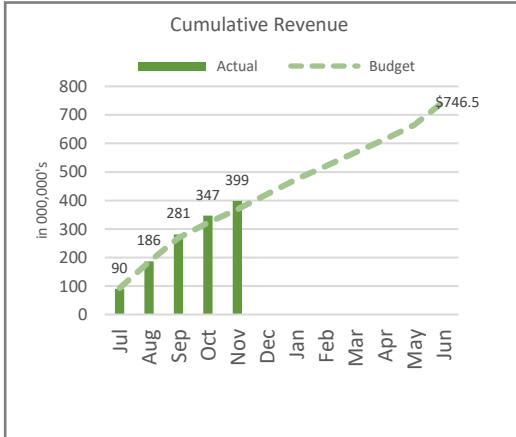
Summary of Financial Results

in \$000,000's	November				Year-to-Date			
	Actual	Budget	Variance	%	Actual	Budget	Variance	%
Energy Revenues	\$52.2	\$47.3	\$4.9	10%	398.9	369.3	29.7	8%
Cost of Energy	\$48.0	\$46.0	\$2.0	4%	385.9	335.6	50.3	15%
Net Energy Revenue	\$4.2	\$1.3	\$2.9	223%	13.0	33.7	-20.6	-61%
Operating Expenditures	\$2.0	\$2.6	-\$0.6	-22%	10.1	13.4	-3.3	-25%
Net Income	\$2.2	-\$1.3	\$3.5	261%	2.9	20.2	-17.3	-86%

Note: Numbers may not sum up due to rounding.

CPA recorded a \$2.2 million gain in November 2020, increasing year to date net income to \$2.9 million. The November gain exceeded a budgeted loss of \$1.3 million by \$3.5 million. November results were impacted by the following factors:

- California Independent System Operator (CAISO) recalculated charges for October 2020 resulting in an additional \$3.4 million expense. These charges were calculated by the CAISO following the close of CPA's October financial statements and were booked in November 2020 consistent with General Accepted Accounting Principles (GAAP). CAISO recalculates and reports charges on a fixed schedule during the normal business.
- Additional CAISO charges for October 2020 arose from above normal heat in October which required CPA to serve above normal load at high spot market prices. Temperatures were 1.5x to 2.4x hotter than normal in October across CPA's service area. Absent the additional October charges, CPA would have recorded a gain of \$5.6 million in November.
- Net proceeds from the sale of Congestion Revenue Rights in the annual CRR auction totaling \$2.6 million
- A \$1.4 million increase in bad debt arising from slowing customer payments and the current recession.



Definitions:

- Accounts: Active Accounts represent customer accounts of active customers served by CPA per Calpine Invoice.
- Opt-out %: Customer accounts opted out divided by eligible CPA accounts
- YTD Sales Volume: Year to date sales volume represents the amount of energy (in gigawatt hours) sold to retail customers
- Revenues: Retail energy sales less allowance for doubtful accounts
- Cost of energy: Cost of energy includes direct costs incurred to serve CPA's load
- Operating expenditures: Operating expenditures include general, administrative, consulting, payroll and other costs required to fund operations
- Net income: Net income represents the difference between revenues and expenditures before depreciation and capital expenditures
- Cash and Cash Equivalents: Includes cash held as bank deposits.
- Year to date (YTD): Represents the fiscal period beginning July 1, 2020



Financial Dashboard

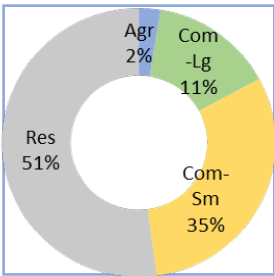
YTD
Oct
2020

Active Accounts
1,002,000

Opt-Outs %
6.4%

YTD Sales Volume
6,253 GWh

Oct Sales Volume
1,476 GWh



Summary of Financial Results

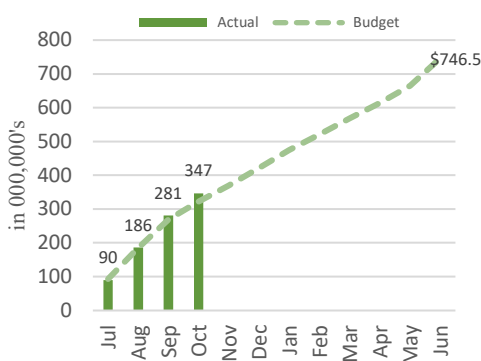
in \$000,000's	October				Year-to-Date			
	Actual	Budget	Variance	%	Actual	Budget	Variance	%
Energy Revenues	\$65.6	\$53.0	\$12.6	24%	346.7	322.0	24.7	8%
Cost of Energy	\$76.0	\$53.1	\$10.7	20%	337.9	289.6	25.3	11%
Net Energy Revenue	-\$10.4	-\$0.1	-\$10.3		8.8	32.4	-23.5	-73%
Operating Expenditures	\$2.0	\$2.8	-\$0.9	-31%	8.1	10.8	-2.7	-25%
Net Income	-\$12.4	-\$2.9	-\$9.4	328%	0.7	21.6	-20.8	-97%

Note: Numbers may not sum up due to rounding.

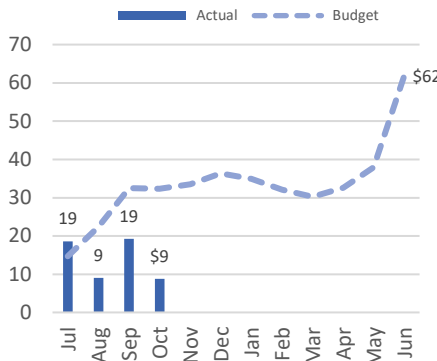
CPA recorded a loss of \$12.4 million in October 2020, decreasing year to date net income to \$.7 million. October results were \$9.56 million below a budgeted loss of \$2.9 million in the month. October results were impacted by the following factors:

- California Independent System Operator (CAISO) recalculated charges for August 2020 (\$5.4 million) and September 2020 (\$5.3 million) resulting in increased charges in those months totaling \$10.7 million. These charges were calculated by the CAISO following the close of CPA's September financial statements and were booked in October 2020 consistent with General Accepted Accounting Principles (GAAP). CAISO recalculates and reports charges on a fixed schedule during the normal business.
- Additional CAISO charges for August and September 2020 arose from sustained heat waves in mid-August and early September, which required CPA to serve increased load at high spot market prices. Absent the additional August and September charges, CPA would have recorded a loss of \$1.76 million compared to a budgeted loss of \$2.9 million.
- A transfer \$2 million from the Fiscal Stabilization Fund, bringing year to date transfers from the Fund to \$6.4 million.
- A \$1 million increase in bad debt arising from slowing customer payments and the current recession.

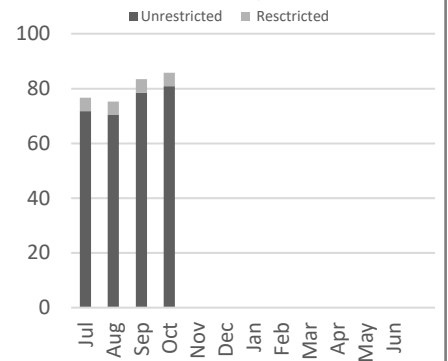
Cumulative Revenue



Net Energy Revenue



Cash & Cash Equivalents



Definitions:

- Accounts: Active Accounts represent customer accounts of active customers served by CPA per Calpine Invoice.
- Opt-out %: Customer accounts opted out divided by eligible CPA accounts
- YTD Sales Volume: Year to date sales volume represents the amount of energy (in gigawatt hours) sold to retail customers
- Revenues: Retail energy sales less allowance for doubtful accounts
- Cost of energy: Cost of energy includes direct costs incurred to serve CPA's load
- Operating expenditures: Operating expenditures include general, administrative, consulting, payroll and other costs required to fund operations
- Net income: Net income represents the difference between revenues and expenditures before depreciation and capital expenditures
- Cash and Cash Equivalents: Includes cash held as bank deposits.
- Year to date (YTD): Represents the fiscal period beginning July 1, 2020

Clean Power Alliance - Overall Participation Customer Status Report - As of January 27, 2021

Participation by City & County						
CPA Cities & Counties	Default Option	Participation Rate	Active Accounts	Lean %	Clean%	100% Green %
AGOURA HILLS	Lean	95.0%	8,353	99.4%	0.2%	0.4%
ALHAMBRA	Clean	97.7%	34,151	1.4%	98.5%	0.1%
ARCADIA	Lean	97.9%	22,655	99.8%	0.1%	0.1%
BEVERLY HILLS	Clean	99.0%	18,855	1.6%	98.2%	0.1%
CALABASAS	Lean	97.9%	9,970	99.6%	0.2%	0.2%
CAMARILLO	Lean	94.0%	28,521	99.1%	0.3%	0.6%
CARSON	Clean	97.0%	29,295	1.3%	98.7%	0.1%
CLAREMONT	Clean	94.4%	12,727	2.3%	97.1%	0.6%
CULVER CITY	100% Green	97.4%	19,385	4.0%	1.3%	94.7%
DOWNEY	Clean	97.4%	37,135	1.5%	98.5%	0.1%
HAWAIIAN GARDENS	Clean	97.9%	3,693	1.3%	98.6%	0.0%
HAWTHORNE	Lean	99.0%	28,462	99.9%	0.0%	0.1%
LOS ANGELES COUNTY	Clean	95.5%	299,982	1.7%	98.1%	0.1%
MALIBU	100% Green	97.2%	6,981	3.0%	0.7%	96.3%
MANHATTAN BEACH	Clean	98.0%	15,571	2.3%	96.4%	1.2%
MOORPARK	Clean	89.1%	11,551	3.1%	96.4%	0.5%
OJAI	100% Green	93.2%	3,543	6.1%	1.5%	92.4%
OXNARD	100% Green	95.1%	55,109	4.1%	0.5%	95.5%
PARAMOUNT	Lean	98.5%	15,664	99.9%	0.0%	0.1%
REDONDO BEACH	Clean	98.5%	33,505	1.9%	97.7%	0.3%
ROLLING HILLS ESTATE	100% Green	94.5%	3,365	7.3%	16.3%	76.5%
SANTA MONICA	100% Green	96.9%	53,576	3.7%	0.8%	95.5%
SIERRA MADRE	100% Green	95.8%	5,077	5.0%	1.7%	93.3%
SIMI VALLEY	Lean	92.6%	43,177	99.7%	0.1%	0.2%
SOUTH PASADENA	100% Green	97.6%	11,767	3.6%	11.4%	85.0%
TEMPLE CITY	Lean	97.7%	12,681	99.8%	0.0%	0.1%
THOUSAND OAKS	100% Green	87.3%	44,313	8.5%	1.8%	89.7%
VENTURA	100% Green	93.0%	43,797	5.1%	1.3%	93.6%
VENTURA COUNTY	100% Green	86.3%	32,837	6.4%	1.3%	92.2%
WEST HOLLYWOOD	100% Green	99.0%	26,452	2.5%	0.5%	97.1%
WESTLAKE VILLAGE	Lean	86.6%	3,702	99.6%	0.1%	0.3%
WHITTIER	Clean	95.6%	30,843	1.8%	98.1%	0.1%
Total		95.2%	1,006,695	19.5%	51.9%	28.6%

Overall Participation by Default Option	
Default	Participation Rate
100% Green Power	93.5%
Clean Power	96.1%
Lean Power	95.7%
Total	95.2%

Overall Participation by Default Option		
Default	Active Accounts	% of Active
100% Green Power	287,627	28.6%
Clean Power	522,286	51.9%
Lean Power	196,782	19.5%
Total	1,006,695	

Clean Power Alliance - Residential Customer Status Report - As of January 27, 2021

CPA Cities & Counties	Participation by City & County					
	Default Option	Participation Rate	Active Accounts	Lean %	Clean%	100% Green %
AGOURA HILLS	Lean	94.9%	6,897	99.3%	0.3%	0.4%
ALHAMBRA	Clean	98.3%	29,764	1.5%	98.4%	0.1%
ARCADIA	Lean	97.9%	19,277	99.8%	0.1%	0.1%
BEVERLY HILLS	Clean	99.2%	14,811	1.8%	98.0%	0.2%
CALABASAS	Lean	98.6%	8,829	99.6%	0.2%	0.2%
CAMARILLO	Lean	94.1%	24,185	99.3%	0.3%	0.4%
CARSON	Clean	97.5%	25,034	1.4%	98.6%	0.1%
CLAREMONT	Clean	94.2%	11,244	2.5%	96.9%	0.7%
CULVER CITY	100% Green	97.6%	16,160	4.3%	1.4%	94.3%
DOWNEY	Clean	97.6%	32,796	1.5%	98.4%	0.1%
HAWAIIAN GARDENS	Clean	97.8%	3,102	1.5%	98.5%	0.0%
HAWTHORNE	Lean	99.3%	24,699	99.8%	0.0%	0.1%
LOS ANGELES COUNTY	Clean	95.3%	272,007	1.8%	98.0%	0.2%
MALIBU	100% Green	97.3%	5,662	3.5%	0.7%	95.9%
MANHATTAN BEACH	Clean	98.2%	13,801	2.5%	96.8%	0.7%
MOORPARK	Clean	88.2%	9,955	3.5%	96.2%	0.4%
OJAI	100% Green	93.3%	2,852	6.1%	1.3%	92.5%
OXNARD	100% Green	95.9%	48,145	3.0%	0.5%	96.5%
PARAMOUNT	Lean	99.1%	12,832	99.9%	0.0%	0.0%
REDONDO BEACH	Clean	98.6%	28,970	2.0%	97.6%	0.4%
ROLLING HILLS ESTATE	100% Green	94.3%	2,852	8.5%	2.2%	89.3%
SANTA MONICA	100% Green	97.3%	45,719	3.6%	0.8%	95.7%
SIERRA MADRE	100% Green	95.9%	4,616	5.2%	1.2%	93.6%
SIMI VALLEY	Lean	92.2%	38,020	99.6%	0.1%	0.2%
SOUTH PASADENA	100% Green	97.5%	10,392	3.9%	0.8%	95.3%
TEMPLE CITY	Lean	97.5%	11,373	99.8%	0.1%	0.2%
THOUSAND OAKS	100% Green	87.1%	38,456	9.0%	2.1%	89.0%
VENTURA	100% Green	93.2%	36,778	4.8%	1.2%	94.0%
VENTURA COUNTY	100% Green	87.6%	27,352	6.4%	1.2%	92.4%
WEST HOLLYWOOD	100% Green	99.5%	22,756	2.5%	0.5%	97.0%
WESTLAKE VILLAGE	Lean	85.4%	2,730	99.5%	0.1%	0.4%
WHITTIER	Clean	95.3%	27,093	1.9%	97.9%	0.1%
Total		95.3%	879,159	19.3%	52.6%	28.1%

Residential Participation by Default Option	
Default	Participation Rate
100% Green Power	93.9%
Clean Power	96.0%
Lean Power	95.7%
Total	95.3%

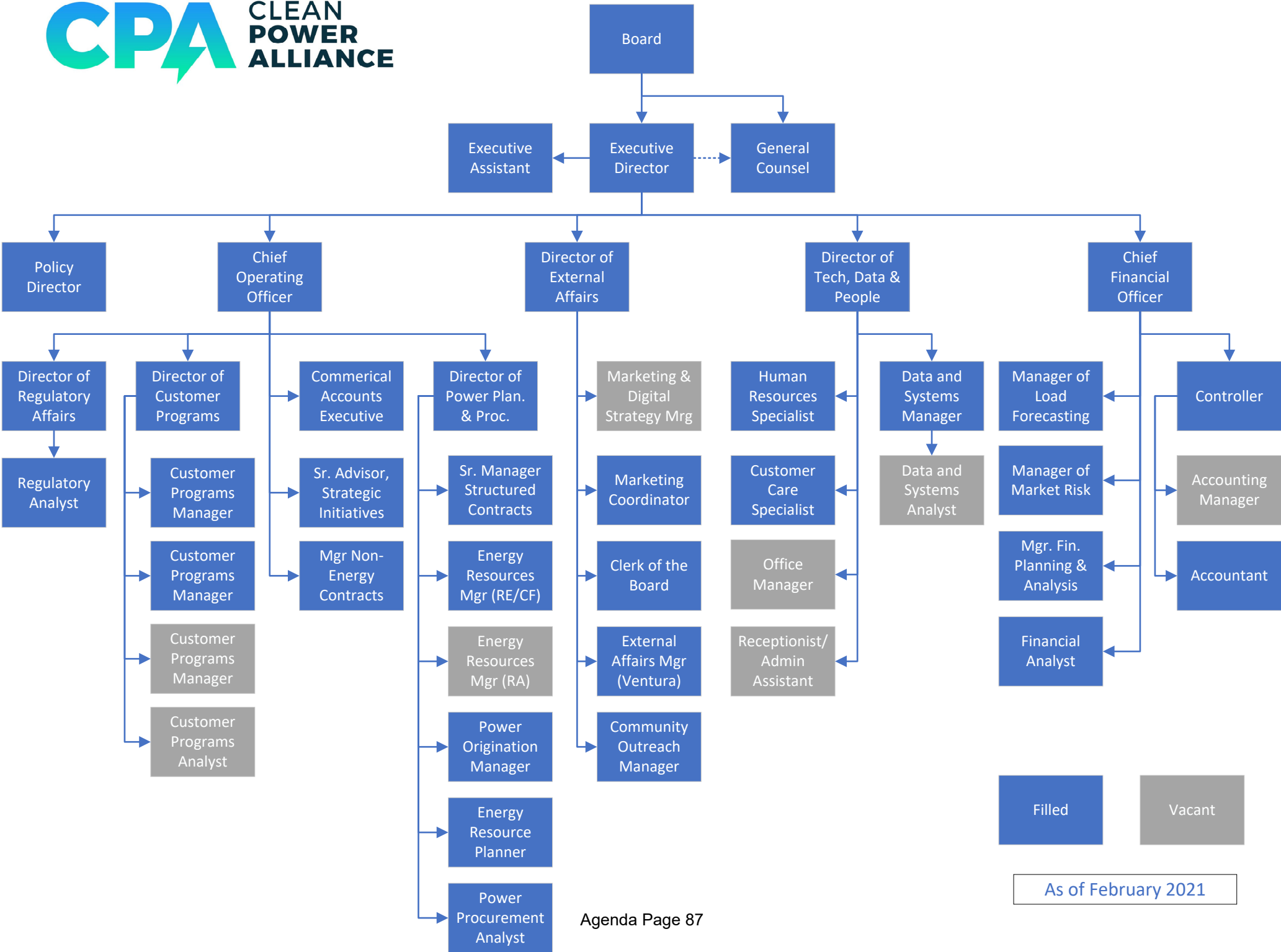
Residential Participation by Default Option		
Default	Active Accounts	% of Active
100% Green Power	261,740	29.8%
Clean Power	468,577	53.3%
Lean Power	148,842	16.9%
Total	879,159	

Clean Power Alliance - Non Residential Customer Status Report - As of January 27, 2021

Participation by City & County						
CPA Cities & Counties	Default Option	Participation Rate	Active Accounts	Lean %	Clean%	100% Green %
AGOORA HILLS	Lean	95.6%	1,456	100.0%	0.0%	0.0%
ALHAMBRA	Clean	93.4%	4,387	0.8%	99.2%	0.0%
ARCADIA	Lean	97.8%	3,378	99.8%	0.2%	0.0%
BEVERLY HILLS	Clean	98.3%	4,044	0.8%	99.1%	0.1%
CALABASAS	Lean	93.1%	1,141	99.7%	0.3%	0.0%
CAMARILLO	Lean	93.9%	4,336	98.3%	0.2%	1.5%
CARSON	Clean	93.6%	4,261	0.7%	99.3%	0.0%
CLAREMONT	Clean	95.8%	1,483	1.0%	98.9%	0.1%
CULVER CITY	100% Green	96.4%	3,225	2.1%	0.7%	97.1%
DOWNEY	Clean	96.3%	4,339	1.0%	99.0%	0.0%
HAWAIIAN GARDENS	Clean	98.5%	591	0.7%	99.3%	0.0%
HAWTHORNE	Lean	97.1%	3,763	100.0%	0.0%	0.0%
LOS ANGELES COUNTY	Clean	97.7%	27,975	1.0%	98.9%	0.0%
MALIBU	100% Green	96.5%	1,319	1.0%	0.8%	98.3%
MANHATTAN BEACH	Clean	96.6%	1,770	1.2%	93.3%	5.5%
MOORPARK	Clean	94.9%	1,596	0.9%	97.9%	1.3%
OJAI	100% Green	92.7%	691	6.0%	2.0%	92.0%
OXNARD	100% Green	89.9%	6,964	11.4%	0.3%	88.3%
PARAMOUNT	Lean	95.7%	2,832	99.9%	0.0%	0.1%
REDONDO BEACH	Clean	98.0%	4,535	1.3%	98.7%	0.0%
ROLLING HILLS ESTATE	100% Green	95.6%	513	0.6%	94.2%	5.2%
SANTA MONICA	100% Green	94.5%	7,857	4.3%	0.9%	94.9%
SIERRA MADRE	100% Green	95.3%	461	3.4%	6.1%	90.5%
SIMI VALLEY	Lean	95.6%	5,157	99.7%	0.0%	0.2%
SOUTH PASADENA	100% Green	98.6%	1,375	1.2%	91.3%	7.5%
TEMPLE CITY	Lean	99.2%	1,308	100.0%	0.0%	0.0%
THOUSAND OAKS	100% Green	88.8%	5,857	5.1%	0.3%	94.6%
VENTURA	100% Green	91.9%	7,019	6.7%	1.9%	91.5%
VENTURA COUNTY	100% Green	80.4%	5,485	6.8%	1.9%	91.3%
WEST HOLLYWOOD	100% Green	96.0%	3,696	2.2%	0.3%	97.5%
WESTLAKE VILLAGE	Lean	90.1%	972	100.0%	0.0%	0.0%
WHITTIER	Clean	97.8%	3,750	0.8%	99.2%	0.0%
Total		94.5%	127,536	21.4%	47.1%	31.5%

Non Residential Participation by Default Option	
Default	Participation Rate
100% Green Power	91.0%
Clean Power	96.9%
Lean Power	95.6%
Total	94.5%

Non Residential Participation by Default Option		
Default	Active Accounts	% of Active
100% Green Power	44,462	21.4%
Clean Power	58,731	47.1%
Lean Power	24,343	31.5%
Total	127,536	



Filled Vacant

As of February 2021

Clean Power Alliance					
Non-energy contracts executed under Executive Director authority					
Rolling 12 months -- Open contracts shown in Bold					
Vendor	Purpose	Month	NTE Amount	Status	Notes
Wrike, Inc	Project Management Software	January 2021	\$2,100	Active	
Clever Creative Inc.	CPA Brand Audit and Design Refresh	January 2021	\$50,000	Active	
Celtis Ventures, Inc.	Marketing Support for Power Share program	January 2021	\$50,000	Active	
(W)right On Communications, Inc.	On-call External Affairs support services	January 2021	\$50,000	Active	
Prime Government Solutions, Inc.	Board and committee meeting agenda management software	December 2020	\$16,000	Active	
MRW & Associates, LLC	Ratemaking support	December 2020	\$90,000	Active	
Informal Development	Website repair, development, & as-needed maintenance	November 2020	\$12,000	Active	
Sigma Computing, Inc.	Business intelligence & analytics software tool	October 2020	\$10,000	Active	
ProComply, Inc.	Energy regulation compliance training	October 2020	\$5,000	Active	
Langan Engineering and Environmental Services	GIS support services for CPA's community solar programs and RFO procurement process	October 2020	\$120,000	Active	
Mercer (US) Inc.	Total remuneration benchmarking study with job architecture and salary structure design	October 2020	\$105,500	Active	Joint project with three other CCAs
Gold Coast Transit District	On-bus advertising in Ventura County	October 2020	\$2,970	Completed	
Cameron-Cole, LLC	Independent audit of Greenhouse Gas Emissions	September 2020	\$7,080	Active	
Crown Castle Fiber LLC	New Office Dedicated Internet Access Service	September 2020	\$ 18,600	Active	
NextLevel Internet, Inc.	New Office High Speed Internet Service	September 2020	\$ 6,936	Active	
Windstream Services, LLC	New Office Telephone Service	September 2020	\$ 14,095	Active	
Zero Outages	New Office Security, Firewall, & Wi-Fi Service	September 2020	\$ 7,608	Active	
Westfall Commercial Interiors	Furniture for New Office	September 2020	\$ 296,558	Active	Signed under expanded authority of up to \$500,000 for office relocation design, equipment and construction expenses granted by the Board of Directors on March 25, 2020
Abbot, Stringham and Lynch	2019 CEC Power Source Disclosure Audit	September 2020	\$ 13,000	Completed	
Elite Edge Consulting	Accounting system support and implementation	September 2020	\$ 112,000	Active	
Gold Coast Transit District	On-Bus Advertising in Oxnard & Ventura	August 2020	\$ 600	Completed	
Baker Tilly	FY 2019/20 Financial Audit	August 2020	\$ 28,000	Completed	

Clean Power Alliance					
Non-energy contracts executed under Executive Director authority					
Rolling 12 months -- Open contracts shown in Bold					
Vendor	Purpose	Month	NTE Amount	Status	Notes
Burke, Williams, Sorenson, LLP	Legal Services Agreement (Brown Act, public entity governance issues and other legal services)	July 2020	\$ 100,000	Active	
Hall Energy Law PC	Energy Procurement Counsel	July 2020	\$ 125,000	Active	
The Harmon Press	Professional Printing Services	July 2020	\$ 40,000	Active	
InterEthnica	Written Translation Services, Typesetting, and Graphic Design in Spanish, Chinese, and Korean	July 2020	\$ 10,000	Active	
West Coast Mailers	Bulk Mailing Services	July 2020	\$ 20,000	Active	
Sara Daleiden Consulting	CPA Staff Retreat and Strategic Planning Facilitation	July 2020	\$ 14,500	Completed	
Snowflake Inc.	Engineering Support Services for Load Forecasting Analysis	July 2020	\$ 15,000	Active	
OUTFRONTmedia	Advertiser Agreement for Los Angeles transit shelter ads in San Gabriel Valley and unincorporated Los Angeles County re COVID 19 bill credit campaign	July 2020	\$ 13,500	Completed	
OUTFRONTmedia	Advertising Non-Space Agreement related to production costs	July 2020	\$ 990	Completed	
Vector Medial Holding Corporation	Advertising & Production Agreement for Santa Monica & Culver City Transit Bus Ads re COVID-19 bill credit campaign	July 2020	\$ 2,200	Completed	
CIM/Prime Construction/Pinnacle Communication Services	New Office Space Equipment and Installation: Audio Visual/Security Systems/Data and Communications Cabling	July 2020	\$ 361,281	Active	Signed under expanded authority of up to \$500,000 for office relocation design, equipment and construction expenses granted by the Board of Directors on March 25, 2020
801 South Grand Avenue (LA)	Storage Space Lease	July 2020	\$ 1,980	Completed	
Adobe Inc.	AdobeSign Secure Electronic Signature Service	June 2020	\$ 3,200	Active	
NewGen Strategies and Solutions, LLC	Regulatory Support for 2021 ERRRA forecast proceedings	May 2020	\$ 71,240	Active	
EZ Texting	Peak Management Pricing customer text messaging alerts	May 2020	\$ 1,000	Active	
Place and Page	Graphic Design Services	May 2020	\$ 30,000	Active	
KnowledgeCity	Employee Training	May 2020	\$ 3,745	Active	
SCS Engineers	CARB GHG Audit for 2019	May 2020	\$ 4,500	Completed	
Davis Wright Tremaine, LLP	Legal Services Agreement (Regulatory Assistance)	April 2020	\$ 4,000	Active	

Clean Power Alliance					
Non-energy contracts executed under Executive Director authority					
Rolling 12 months -- Open contracts shown in Bold					
Vendor	Purpose	Month	NTE Amount	Status	Notes
Snowflake Inc.	Cloud-Native Elastic Data Warehouse Service	April 2020	\$ 36,000	Active	
Amazon Web Services	Cloud-based Database Hosting	April 2020	\$ 36,000	Active	
Abbot, Stringham and Lynch	2020 Green-E Certification - 100% Green Power Product	April 2020	\$ 16,200	Completed	Amended in November 2020 to increase NTE by \$2,200
Pinnacle Communication Services	Security, A/V, & Cabling Infrastructure Design Services	April 2020	\$ 25,540	Active	
AccuWeather Enterprise Solutions	Professional Forecasting Weather Services	April 2020	\$ 6,400	Active	
ARUP	Local Programs Strategic Plan	March 2020	\$ 12,500	Completed	10% NTE of original Board-approved contract amount of \$125k
ICE Options Analytics LLC	Trading Platform Subscription Service	March 2020	\$ 19,000	Active	
Bold New Directions, Inc.	Management Training	March 2020	\$ 17,995	Active	Increased to \$20,328 in May 2020
Greenberg Glusker	Legal Services Agreement (PPA Negotiations)	March 2020	\$ 59,000	Active	
Omni Government Relations & Pinnacle Advocacy, LLC	Lobbying Services	December 2019	\$ 108,000	Active	Renewed for 2021 at same amount
CLG Group	Executive Training	November 2019	\$ 15,000	Active	
Inventure Recruitment	Ongoing Recruitment Services	October 2019	\$ 120,000	Active	
JLL	Real Estate Brokerage Services	October 2019	NA	Active	
Siemens	Integrated Resource Planning for 2020 CPUC IRP Compliance	October 2019	\$ 62,500	Active	25% cost share with 3 other CCAs

Commonly Used Acronyms

BESS	Battery Energy Storage System
CAC	Community Advisory Committee
CAISO	California Independent System Operator
CALCCA	California Community Choice Association
CalEVIP	California Electric Vehicle Incentive Program
CARB	California Air Resources Board
CARE	California Alternate Rates for Energy (Low Income Discount Rate)
CCA	Community Choice Aggregation
CEC	California Energy Commission
CPUC	California Public Utilities Commission
DA	Direct Access (Private Retail Energy Supplier)
DAC	Disadvantaged Community (As Defined by Calenviroscreen 3.0)
DER	Distributed Energy Resources
DR	Demand Response
ERMP	Energy Risk Management Policy
ERRA	Energy Resource Recovery Account (SCE Generation Rate Setting)
ESA	Energy Storage Agreement
EVSE	Electric Vehicle Supply Equipment (EV Charger)
FERA	Family Electric Rate Assistance (Low Income Discount Rate)
GHG	Greenhouse Gas
IOU	Investor Owned Utility
IRP	Integrated Resource Plan
JPA	Joint Powers Authority

Commonly Used Acronyms

Kwh	Kilowatt-Hour (A Measure of Energy Used in A One-Hour Period)
Kw	Kilowatt = 1,000 Watts (Watt = A Measure of Instantaneous Power)
LSE	Load Serving Entity
MB	Medical Baseline (Discount Rate for Medical Equipment Needs)
MW	Megawatt = 1,000 Kilowatts
Mwh	Megawatt-Hour = 1,000 Kilowatt-Hours
NEM	Net Energy Metering (Usually for Customers with Solar)
OAT	Other Applicable Tariffs
PCIA	Power Charge Indifference Adjustment (Can Be Called “Exit Fee”)
PCC1	Renewable Energy Generated Inside California
PCC2	Renewable Energy Generated Outside California
PCC3	A REC from A Renewable Resource, Delivered Without Energy
PCL	Power Content Label
POU	Publicly Owned or Municipal Utility
PPA	Power Purchase Agreement
PSPS	Public Safety Power Shutoff
PV	Photovoltaic (Solar) Panels
RA	Resource Adequacy
REC	Renewable Energy Credit
RPS	Renewables Portfolio Standard
T&D	Transmission and Distribution
TOU	Time Of Use (Used to Refer to Rates that Differ by Time Of Day)
WECC	Western Electricity Coordinating Council

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