REGULAR MEETING of the Board of Directors of the Clean Power Alliance of Southern California

Thursday, December 2, 2021

2:00 p.m.

SPECIAL NOTICE: Pursuant to the Proclamation of the State of Emergency by Governor Newsom on March 4, 2020, AB 361, and enacting Resolutions, and as a response to mitigating the spread of COVID-19, the Board of Directors will conduct this meeting remotely.

To Listen to the Meeting:
https://us06web.zoom.us/j/84912360644
or
Dial: (346) 248-7799 Meeting ID: 849 1236 0644

CALL TO ORDER AND ROLL CALL

GENERAL PUBLIC COMMENT

CONSENT AGENDA

1. Adopt Resolution Finding the Continuing Need to Meet by Teleconference Pursuant to Government Code Section 54953 (e)

2. Approve Minutes from November 4, 2021 Board of Directors Meeting

3. Receive and File 2022 Board and Standing Committee Meeting Schedule

4. Approve 2022 Legislative & Regulatory Policy Platform

5. Approve Contract Amendments with

   a. Pastilla, Inc. for an NTE amount of $235,000

   b. Fraser Communications for an NTE amount of $590,000

   c. MBI Media for an NTE amount of $225,000

6. Receive and File Q3 2021 Risk Management Report

7. Receive and File Q3 2021 Communications Report

8. Receive and File Community Advisory Committee Monthly Report

REGULAR AGENDA

Information Items

9. Receive Presentation on FY 2020/21 Audited Financial Statements and FY 2021/21 Q1 Financial Results

10. Receive Presentation on 2022 PCIA and SCE Rates Outlook

11. Receive Presentation on CPA's Long-Term Energy Product and Portfolio Content

MANAGEMENT REPORT

COMMITTEE CHAIR UPDATES

Director Lindsey Horvath, Chair, Legislative & Regulatory Committee
Director Julian Gold, Chair, Finance Committee
Director Robert Parkhurst, Chair, Energy Planning & Resources Committee

BOARD MEMBER COMMENTS

REPORT FROM THE CHAIR

ADJOURN – NEXT REGULAR MEETING ON, JANUARY 6, 2022

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*

Staff Report – Agenda Item 1

To:	Clean Power Alliance (CPA) Board of Directors
From:	Nancy Whang, General Counsel
Approved by:	Ted Bardacke, Executive Director
Subject:	Adopt Resolution 21-12-022 Finding the Continuing Need to Meet By Teleconference Pursuant To Government Code Section 54953 (e)
Date:	December 2, 2021

RECOMMENDATION

Adopt Resolution 21-12-022 finding the continuing need to meet by teleconference pursuant to Government Code Section 54953 (e).

BACKGROUND/DISCUSSION

This Resolution is required pursuant to AB 361, which signed by Governor Newsom on September 20, 2021 in order that CPA may continue to meet under the modified teleconferencing rules.

The State of Emergency declared by Gov. Newsom remains in effect and COVID-19 continues to pose a threat to the health and lives of the public as discussed more fully in Resolution 21-12-0xx. For these reasons, the recommended action is for the Board to adopt the attached Resolution 21-12-0xx Finding the Continuing Need to Meet by Teleconference Pursuant to Government Code Section 54953(e).

This Resolution will authorize the Board to hold teleconference meetings within the requirements of AB 361 but does not prohibit the Board from holding in person meetings in the future.

ATTACHMENT

1. Resolution 21-12-022 Finding the Continuing Need to Meet by Teleconference.

RESOLUTION NO. 21-12-022

RESOLUTION OF THE BOARD OF DIRECTORS OF CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA FINDING THE CONTINUING NEED TO MEET BY TELECONFERENCE PURSUANT TO GOVERNMENT CODE SECTION 54953(e)

THE BOARD OF DIRECTORS OF CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA HEREBY RESOLVES AS FOLLOWS:

WHEREAS, all meetings of the Board Of Directors, the Executive Committee, the Energy, Finance, and Legislative and Regulatory Committee ("Three Standing Committees"), and the Community Advisory Committee ("CAC") of Clean Power Alliance Of Southern California ("CPA") are subject to the Ralph M. Brown Act (Cal. Gov. Code §§54950 – 54963) ("Brown Act"); and

WHEREAS, Government Code section 54953(e) of the Brown Act makes provisions for remote teleconferencing participation in meetings by members of a legislative body, without compliance with the requirements of Government Code section 54953(b)(3), subject to the existence of certain conditions; and

WHEREAS, on March 4, 2020, Governor Newsom declared a State of Emergency as a result of the COVID-19 pandemic; and

WHEREAS, such State of Emergency due to COVID-19 remains in effect; and

WHEREAS, COVID-19 continues to threaten the health and lives of the public; and

WHEREAS, the Delta variant is highly transmissible in indoor settings and breakthrough cases of COVID-19 remain common.

NOW, THEREFORE, BE IT DETERMINED, AFFIRMED, AND ORDERED BY THE BOARD OF DIRECTORS OF THE CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA THAT:

IT IS DETERMINED, AFFIRMED, AND ORDERED that due to COVID-19, holding in-person meetings of the Board of Directors, Executive Committee, Three Standing Committees, and CAC of CPA will present imminent risk to the health and safety to attendees.

IT IS FURTHER DETERMINED, AFFIRMED, AND ORDERED that meetings of the Board of Directors, Executive Committee, Three Standing Committees, and CAC of the CPA may continue to meet by teleconference in accordance with Government Code section 54953(e).

IT IS FURTHER DETERMINED, AFFIRMED, AND ORDERED that this Resolution shall take effect immediately upon its adoption and shall be effective until the earlier of (1) 30 days from the date of adoption of this Resolution, or (2) such time the

Board of Directors of the Clean Power Alliance of Southern California adopts a subsequent resolution in accordance with Government Code section 54953(e)(3) to extend the time during which the Board may continue to teleconference without compliance with paragraph (3) of subdivision (b) of section 54953, or (3) the Board of Directors of the Clean Power Alliance of Southern California adopts a Resolution rescinding this Resolution.

IT IS FURTHER DETERMINED, AFFIRMED, AND ORDERED that the approval of this Resolution is not a "project" under Section 21065 of the Public Resources Code and under California Environmental Quality Act ("CEQA") Guidelines Sections 15378(a) and is exempt under CEQA Guidelines Section 15061(b)(3).

ADOPTED AND APPROVED this ____ day of __________ 2021.

____
Diana Mahmud, Chair

ATTEST:

____
Susan Caputo, Secretary

MINUTES

REGULAR MEETING of the Board of Directors of the
Clean Power Alliance of Southern California
Thursday, October 7, 2021, 2:00 p.m.

The Board of Directors conducted this meeting remotely, pursuant to the Proclamation of the State of Emergency by Governor Newsom on March 4, 2020, AB 361, and enacting CPA Resolutions, and as a response to mitigating the spread of COVID-19

CALL TO ORDER & ROLL CALL
Chair Diana Mahmud called the meeting to order at 2:00 p.m. and Susan Caputo, Interim Clerk of the Board, 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**	Mary Sue Maurer Michael McConville	Director Alternate	Remote
6	**Camarillo**	Susan Santangelo	Director	Remote
7	**Carson**	Cedric Hicks	Alternate	Remote
8	**Claremont**	Corey Calaycay	Director	Remote
9	**Culver City**	Daniel Lee	Director	Remote
10	**Downey**	Sean Ashton	Director	Remote
11	**Hawaiian Gardens**			Absent
12	**Hawthorne**	Alex Monteiro	Director	Remote
13	**Los Angeles County**	Sheila Kuehl	**Vice Chair**	Remote
14	**Malibu**	Mikke Pierson	Director	Remote
15	**Manhattan Beach**	Hildy Stern	Director	Remote
16	**Moorpark**	Janice Parvin	Director	Remote
17	**Ojai**	Michelle Ellison	Alternate	Remote
18	**Oxnard**			Absent
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**	Pam O'Connor	Alternate	Remote
23	**Sierra Madre**	Robert Parkhurst	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	Absent
28	**City of Ventura**	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**			Absent

All votes are unanimous unless otherwise stated.

GENERAL PUBLIC COMMENT
No general public comment was made.

CONSENT AGENDA
1. Adopt Resolution 21-11-021 Finding the Continuing Need to Meet by Teleconference Pursuant to Government Code Section 54953 (e)
2. Approve Minutes from October 7, 2021, Board of Directors Meeting
3. Approve and Authorize the Executive Director to Execute Amendment No. 2 to the Consulting Engineering Services Agreement with EcoMotion for a Not to Exceed (NTE) of $292,575
4. Receive and File Community Advisory Committee Monthly Report

Motion: Director Parkhurst, Sierra Madre
Second: Director Pierson, Malibu
Vote: The consent agenda was approved by a roll call vote.

CLOSED SESSION
5. PUBLIC EMPLOYEE PERFORMANCE EVALUATION
(Government Code Section 54957)
Title: Executive Director and General Counsel

Nancy Whang, General Counsel, reported that no reportable action was taken by the Board of Directors.

REGULAR AGENDA

6. Approve and Authorize the Board Chair to Execute the Employment Agreements with (a) The Executive Director at a Salary of $369,600 with the Terms as Specified in the Attached Employment Agreement, and (b) the General Counsel at a Salary of $287,500 with the Terms as Specified in the Attached Employment Agreement

Chair Mahmud provided a brief report of the item, noting that the proposed salaries would place both the Executive Director and General Counsel at the midpoints of their respective salary ranges.

Vice Chair Kuehl and Director Gold thanked Ted Bardacke, Executive Director, and Nancy Whang, General Counsel, for their work.

Motion: Director Gold, Beverly Hills
Second: Director Horvath, Redondo Beach
Vote: Item 6 was approved by a roll call vote.

7. Approve Phase One of Clean Energy Workforce Development Investment Plan

Gina Goodhill, Policy Director, provided a presentation of the item. In 2019, the Mohave County Wind Farm, LLC committed to $1 million over four years in workforce development efforts as part of its Power Purchase Agreement (PPA) with CPA. In December 2020, the Board directed staff to "green" existing jobs by providing training and resources that will give workers the skills necessary to facilitate building and transportation electrification. Staff presented two proposed programs that together would utilize the first two years of funding: (1) a Microgrid Maintenance Workforce Training Program and (2) a Sustainable Cybersecurity Training. The first program for consideration is through the Los Angeles Cleantech Incubator's (LACI) Advanced Prototyping Center (APC) fellowship program. Ms. Goodhill provided background on the APC fellowship and the Microgrid Program. It will provide participants with the skills to operate, deploy, and maintain solar + storage components and open career pathways in the field. CPA will have the option for additional cohorts after program evaluation. The second proposed program is through training centers in L.A. and Ventura Counties for students seeking to become IBEW/NECA certified electricians. Electrical apprentices have mandatory on-the-job training; work-based learning and mentorship. Additionally, CPA proposes cybersecurity apprenticeship training that expands existing electrical apprenticeships to address emerging smart cities and cybersecurity issues for building and transportation infrastructure and building automation. The training program will focus on training electricians to secure wiring, switching and control systems in smart infrastructure projects to build resilience. Lastly, Ms. Goodhill discussed the request for Board approval of Phase 1, directing staff to develop MOUs that will create metrics and measurables to evaluate program success; after program evaluation, including CAC feedback, Phase 2 will be brought back to the Board for consideration.

Director Lee encouraged interaction with the L.A. County Just Transition Task Force through out the development of the programs and emphasized the opportunities for participants, especially in cybersecurity, to interface or consult with CPA member agencies and provide education on advanced cybersecurity.

Director Maurer suggested that the California Conservation Corps and Justice Reform Movement can provide further recruitment resources. Director Luevanos expressed enthusiasm for the program, especially its creation of opportunities in renewable energy; shared that the California Continuation Education Association and occupation centers would be ideal organizations to collaborate with. Vice Chair Parks added that these programs also address the need to train future electricians on reach codes.

In response to Director Engler's inquiry about the 74% of program participants who are gainfully employed or seeking further education, staff noted that the employment percentage is high for graduates who have a high school education and a certificate.

Maite Sanchez, Joe Sullivan, and King Moore provided public comment in favor of funding the programs.

Motion: Director Horvath, West Hollywood
Second: Vice Chair Kuehl, Los Angeles County
Vote: Item 7 was approved by a roll call vote.

8. Receive Staffing Update
Mr. Bardacke discussed staffing, turnover, and CPA's approach to retain current staff and accelerate hiring. Turnover has impacted operations, morale, and workload; there has been an increase in costs for searching, onboarding, and training. Mr. Bardacke reviewed reasons for departure, including better salaries/opportunities, burnout, flexible schedule offerings, and other items related to COVID-19. CPA has offered extra pay for increased responsibility; is engaged in proactive outreach via an in-house HR manager and contracted recruiters; exploring expansion of remote work options; and planning ahead for organizational needs as opposed to fiscal year targeting. Mr. Bardacke reviewed new positions aimed at developing staff redundancy and noted more positions may be deemed necessary as CPA evaluates staffing needs. There will be a potential increase to the staffing budget of 2.5-3.5% in the current fiscal year (FY), to be addressed in the mid-year budget adjustment and the potential of annualized salary cost increase of approximately 12.5%, which would be addressed in the FY 2022/23 budget. Mr. Bardacke stated that both increases are manageable given CPA's fiscal position.

MANAGEMENT REPORT

Mr. Bardacke shared highlights of the recent grand opening of the High Desert Solar + Storage Grand Opening; discussed the Calpine Community Benefits Program Grants; the CalCCA Annual Meeting; and noted that monthly dashboards will be distributed quarterly moving forward. Mr. Bardacke stated that SCE recently notified the CPUC that they expect to be under collected by $700 million by end-of-year, meaning that their rates were too low this year and they will have to make up the difference in next years' rates. Lastly, the components that make up the PCIA indicate that there will be a reduction in the PCIA for CPA customers in the first quarter of 2022. These factors will improve CPA's competitiveness.

COMMITTEE CHAIR UPDATES

Director Horvath, Legislative & Regulatory Committee Chair, reported that the Committee reviewed and discussed the 2022 Legislative & Policy platform that will be presented to the Board for consideration; invited Board members to join the Committee.

Director Gold, Finance Committee, reported that the Committee will be working to dissect the concept of energy prepayment financing and encouraged Board members to become familiar with the topic.

Director Parkhurst, Energy Committee Chair, congratulated Alternate Director Tom Tait, Arcadia, who recently retired and welcomed Director Lee, Culver City, to the Committee. The Committee recently discussed the second round of the Power Share RFO and will review bids for the Reliability RFO in early 2022.

BOARD MEMBER COMMENTS

None.

REPORT FROM THE CHAIR

Chair Mahmud recognized Sherita Coffelt, Sr. Director, External Affairs, and Joe Cabral, External Affairs Manager, for their coordination of the High Desert Solar facility grand opening; shared the positive experience of visiting a CPA project; and encouraged Board members to attend the CalCCA Annual Conference.

ADJOURN

Chair Mahmud adjourned the meeting 4:20 pm.

Staff Report – Agenda Item 3

To:	Clean Power Alliance (CPA) Board of Directors
From:	Susan Caputo, Interim Clerk of the Board
Approved by:	Ted Bardacke, Executive Director
Subject:	2022 Schedule of Meetings
Date:	December 2, 2020

RECOMMENDATION

Receive and File the Board of Directors and Standing Committee meeting schedule for 2022.

SUMMARY

The 2022 Board of Directors and Standing Committees meeting schedule will follow CPA's current monthly meeting cadence. In total, CPA is slated to hold 68 meetings in 2022 that are subject to the Brown Act:

- Board of Directors, 1st Thursday, 2:00 p.m.
- Executive Committee, 3rd Wednesday, 1:30 p.m.
- Legislative & Regulatory Committee, 4th Wednesday, 10:00 a.m.
- Finance Committee, 4th Wednesday, 11:00 a.m.
- Energy Planning & Resources Committee, 4th Wednesday, 12:15 p.m.
- Community Advisory Committee, 2nd Thursday, 1:00 p.m.

ATTACHMENT

1) 2022 Schedule of Meetings

CPA CLEAN POWER ALLIANCE

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
2022 MEETING SCHEDULE

This schedule is updated regularly. Please check our website at www.cleanpoweralliance.org to view the most up to date version.
In compliance with state and local requirements regarding the threat of COVID-19, meetings may be held remotely until further notice.

STANDING MEETINGS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Board of Directors 2:00 PM, 1st Thursday	6	3	3	7	5	2	7	Dark	1	6	3	1
Board Meeting Locations	**In-Person**: Clean Power Alliance Office – Downtown LA **Teleconference**: Locations identified in the Meeting Agenda											
Executive Committee 1:30 PM, 3rd Wednesday	19	16	16	20	18	15	20	17	21	19	16	21
Meeting Locations	**In-Person**: Clean Power Alliance Office – Downtown LA **Teleconference**: Locations identified in the Meeting Agenda											
Legislative & Regulatory Committee 10:00 AM, 4th Wednesday	26	23	23	27	25	22	27	24	28	26	23	Dark
Finance Committee 11:00 AM, 4th Wednesday	26	23	23	27	25	22	27	24	28	26	23	Dark
Energy Planning & Resources Committee 12:15 PM, 4th Wednesday	26	23	23	27	25	22	27	24	28	26	23	Dark
Meeting Locations	**In-Person**: Clean Power Alliance Office – Downtown LA **Teleconference**: Locations identified in the respective Meeting Agendas.											
Community Advisory Committee 1:00 PM, 3rd Thursday	20	17	17	21	19	16	21	18	15	20	17	15
Meeting Locations	**In-Person**: Clean Power Alliance Office – Downtown LA **Teleconference**: Locations identified in the Meeting Agenda											

~~Red Strikeout~~ indicates cancelled meeting, and **Red Font** indicates new meeting date. Agendas are available at www.cleanpoweralliance.org/agendas at least 72 hours prior to the meeting. For questions, contact the Clerk of the Board at clerk@cleanpoweralliance.org or 323-640-7664. *Last updated: 11/12/2021*

Staff Report – Agenda Item 4

To:	Clean Power Alliance (CPA) Legislative & Regulatory Committee
From:	Gina Goodhill, Director of Policy CC Song, Director of Regulatory Affairs
Approved by:	Ted Bardacke, Executive Director
Subject:	Proposed 2022 Legislative and Regulatory Policy Platform
Date:	December 2, 2021

RECOMMENDATION

Approve proposed 2022 Legislative and Regulatory Policy Platform.

BACKGROUND

In 2018, CPA Board approved a Legislative and Regulatory Policy Platform to serve as a framework for CPA's advocacy and policy efforts. Having a Board-approved platform has allowed both Board members and staff to pursue actions at the legislative and regulatory levels in a consistent manner and with the understanding that they are pursuing actions in the best interest of the organization and its mission, its member agencies, and its customers. Since its' approval in 2018, the Policy Platform has been updated as needed, typically annually.

In 2021, the Legislative and Regulatory Committee proposed a series of changes to better align with shifting energy and overall public policy priorities in California. Those proposed changes reflected a new emphasis on electrification for both vehicles and buildings; the inclusion of specific constituencies that must be part of a just and equitable transition to cleaner energy resources; and policies that promote grid reliability with clean energy resources and phase out the use of fossil fuels.

These changes, along with the rest of CPA's Policy Platform, proved useful in guiding CPA's legislative and regulatory positions in 2021, and in anticipating key energy themes in the 2021-2022 state budget. CPA was able to successfully advocate for and support a number of key items. These included:

Electrification: The 2021-2022 approved budget included over $3.9 billion for zero emission vehicles (ZEV), charging, and infrastructure. Of this, $500 million is allotted for ZEV Fueling Infrastructure Grants, including grants for electric vehicle charging through the CALeVIP program, a California Energy Commission program for which CPA is already a partner. CPA advocated in favor of this funding and continues to be in communication with the agencies implementing the programs. CPA also supported a bill that would have created a centralized agency to coordinate ZEV work across the state.

Resiliency: The 2021-2022 approved budget included $3.7 billion for climate resilience, including $300 million for extreme heat. Of this amount, $100 million over three years is earmarked for the establishment of a grant program for community resilience centers. This can include the retrofit of existing facilities that serve as cooling centers, emergency response centers, or similar in the event of emergency situations exacerbated by climate change, such as a wildfire or power outage. CPA advocated in favor of funding for climate resilience, with a particular emphasis on funding for resiliency centers, which could overlap with and/or serve to expand our Power Ready program. Staff continues to be in communication with the agencies that are developing and implementing the programs. CPA also supported several bills aimed at creating programs to protect communities from extreme heat through the creation of cooling centers, and bills that would have made it easier to install solar + storage on a critical facility to provide continuity of power during an outage.

Reliability: CPA's priority bill, SB 612, would have allowed CCAs to utilize the benefits of the legacy resources for which customers already pay for as part of the power charge indifference adjustment. These benefits include resource adequacy, a central component of creating a reliable grid. While the bill stalled at the close of 2021 legislative year, CPA – along with the bill author and sponsor – is assessing if and how the bill could move forward in 2022. The goals around reliability will continue to be a central theme. CPA also advocated federally for an extension and expansion of the Investment Tax Credit (ITC) for solar and stand-alone storage. Expanding the ITC to stand-alone storage would bring down the cost of storage and provide long-term stability for investors. This would make it easier and more affordable to deploy storage, a crucial component of increasing reliability from intermittent resources like solar.

DISCUSSION

As we move into the second year of a two-year legislative cycle, staff is conscious to suggest minimal changes that will refine our goals without shifting our priorities. At its' October 27, 2021 meeting, the Legislative & Regulatory Committee reviewed the proposed changes and recommended approval to the Board of Directors. The most significant proposed change is to begin using the term "environmental and social justice communities," in place of other terms that are currently used in the document. This is to reflect the outcome of a multi-year process at the CPUC that identified environmental and social justice communities as those where residents are:

- Predominantly communities of color or low-income;
- Underrepresented in the policy setting or decision-making process;
- Subject to a disproportionate impact from one or more environmental hazards; and
- Likely to experience disparate implementation of environmental regulations and socioeconomic investments in their communities

On the ground, targeted communities typically include but are not limited to:

- Disadvantaged Communities, located in the most environmentally burdened California census tracts, as determined by the 25 percent highest scores (75th percentile) when using Cal EPA's CalEnviroScreen tool;
- All Tribal lands;
- Low-income households (household incomes below 80 percent of the area median income); and

- Low-income census tracts (census tracts where aggregated household incomes are less than 80 percent of area or state median income).

By using this new term, we can maintain consistency and clarity with various statewide initiatives and with the stakeholders that participate in them.

ATTACHMENT

1) Proposed 2022 Legislative and Regulatory Policy Platform

2022 Proposed Legislative and Regulatory Policy Platform

Overview and Purpose

The Clean Power Alliance (CPA) Legislative and Regulatory Policy Platform (Platform) serves as a guide to the CPA Board of Directors and CPA staff in their advocacy efforts and engagement on policy matters of interest to CPA. The Platform allows both members of the CPA Board of Directors and CPA staff to pursue actions at the local, regional, state and federal legislative and regulatory levels in a consistent manner and with the understanding that they are pursuing actions in the best interest of the organization and its mission, its member agencies, and its customers. The Platform enables the organization to move swiftly to respond to events in Sacramento (Legislative / Executive), ~~and~~ San Francisco (California Public Utilities Commission), and in Washington, D.C. (federal government). ~~and~~ It also provides guidance to the Executive Director on the support or oppose positions that should be taken on legislative and regulatory matters that come before the California Community Choice Association (CalCCA) Board of Directors.

All CPA positions on individual bills are presented to the CPA Board of Directors for approval, except during times of urgency as provided under the protocols approved by the CPA Board of Directors on June 7, 2018, that allow the Chair, Vice-Chairs, Legislative & Regulatory Committee Chair, and Executive Director to act on behalf of the organization in urgent advocacy matters.

Policy Principles

The Legislative and Regulatory Policy Platform is centered around four basic principles:

1. Protecting CPA's local control and autonomy by its members, especially with regards to finances, power procurement, reliability, and local customer programs.

2. Promoting equal treatment of unbundled and bundled customers by the Legislature, CPUC and other state agencies.

3. Supporting recognition that electricity is an essential ~~service~~good, and that CPA should have the ability to set electric rates that are affordable and offer programmatic services ~~that are affordable and~~ that are inclusive for all.

4. Pursuing environmental initiatives that exceed prescriptive s~~S~~tate and federal mandates, promote the growth in renewable energy capacity at the local level,

encourage clean energy adoption by CPA customers, and reduce fossil fuel dependency, with the goal of combatting climate change.

Policy Platform

1) Local Control, Finance, and Power Procurement

CPA will pursue legislative and regulatory activity that:

a. Supports the authority of CPA and its Board of Directors to retain local control over its activities;

b. Supports the protection of CPA's procurement autonomy;

c. Supports the ability of CPA to maintain control over its financial decisions;

d. Supports the ability of CPA to expand its service offerings and activities in response to a changing energy landscape;

e. Supports the ability of CPA to access state and federal incentives and funding for its customers and member agencies; and

f. Supports the ability of CPA to enhance reliability through accelerating the deployment of energy storage resources, fully valuing behind the meter energy resources, and expanding the use of demand response.

2) Equitable Treatment of CPA Customers

CPA will pursue legislative and regulatory activity that:

a. Supports the equal treatment of unbundled and bundled customers by the CPUC, ~~and the~~ legislature, and federal government; and

b. Supports the development of a state regulatory environment that is empowering for community energy providers.

3) Ratepayer Advocacy and Social Justice

CPA will pursue legislative and regulatory activity that:

a. Supports the protection of all ratepayers, particularly ~~low-income customers, disadvantaged communities, and other vulnerable populations~~environmental and social justice communities in CPA's service territory;

b. Supports supplier diversity in CPA's contracting activities and ~~from~~ through women-owned, minority-owned, disabled-veteran-owned, and lesbian, gay, bisexual, and/or transgender owned business enterprises;~~.~~

c. Supports workforce development with a focus on new stable, well-paying local jobs, and participation in a just transition to a low-carbon economy;

d. Supports the ability for CPA to set appropriate benchmarks for performance measurement using accepted industry standards; and

e. Supports increased access to clean energy technologies, clean energy and contracting jobs, and clean energy opportunities for ~~low-income people and communities of color~~environmental and social justice communities in CPA's service territory.

4) Environmental Leadership

CPA will pursue legislative and regulatory activity that:

a. Supports the ability of CPA and its members to meet and exceed State goals for greenhouse gas emissions reductions (e.g. encouraging movement towards 100% renewable energy), climate action planning, and fossil fuel independence;

b. Supports the ability of CPA to promote growth in renewable energy capacity, resiliency, and electrification at the local level, in a way that is equitable for all customers;

c. Supports the ability of CPA to promote electrification of the transportation sector~~,~~ in response to state and federal goals aimed at increasing the usage of zero emission vehicles; ~~and to prepare for the effects of Governor Newsom's Executive Order that bans the sale of new internal combustion engines in light duty vehicles by 2035.~~

d. Supports the ability of CPA to promote electrification and the reduction of natural gas usage in the building sector.

Staff Report – Agenda Item 5

To:	Clean Power Alliance (CPA) Board of Directors
From:	Sherita Coffelt, Director of External Affairs
Approved by:	Ted Bardacke, Executive Director
Subject:	Restructuring External Affairs Contracts
Date:	December 2, 2021

RECOMMENDATION

Approve and authorize the Executive Director to amend two professional service agreements (PSAs) and one Task Order to allow more flexibility to use previously contracted agencies based on their expertise and capacity to take on projects for CPA. Proposed contract modifications are as follows:

- **Pastilla:** Increase the NTE contract value from $185,000 to $235,000 per year to support research, focus groups, technical website development and other digital technical projects including implementation of comprehensive digital strategy as it relates to the use of website, and social media. Website design and copywriting are added to the scope of work under the proposed amendment.
- **Fraser Communications**: Increase the NTE from $320,000 to $590,000 per year to support customer acquisition goals for specific programs such as Power Share, Community Solar, Power Response and CALeVIP. Overall CPA brand-building activities are added to the scope of work. The majority of funds spent on this contract will be reimbursed by the California Public Utilities Commission (CPUC).
- **MBI Media:** Increase the NTE from $125,000 to $225,000 to support External Affairs and Public Relations activities such as default rate changes, Green Leader program and Calpine Community Investment Grant. Graphic design support is added to the scope of work under the proposed amendment.

Contract terms for each of the three firms do not change. These actions do not impact the approved Communications budget. Distribution of approved Communications budget spend among the three firms may be adjusted if the contract amendments are approved.

BACKGROUND/DISCUSSION

In three short years, CPA has become California's largest CCA and the top provider of 100% renewable energy in the entire country. Despite these impressive accomplishments, CPA has relatively low brand awareness. According to a digital survey conducted by staff prior to the Power Share launch, less than 50% of respondents in English, Spanish, and Mandarin were aware of CPA. By comparison, SCE's awareness with these same respondents was over 80%.

During the FY 2021-2022, CPA's External Affairs team will continue to:

- Provide marketing and communications support to the Programs Department as they launch new customer programs
- Provide public relations and communications support as the agency brings up to five new clean energy facilities online
- Promote bill assistance programs such as Power Share, AMP, and CARE/FERA
- Provide communications support as the agency implements new rates
- Support rate default changes with marketing and outreach services.
- Develop and disseminate outreach material in advance of the transition to TOU rates
- Redesign the website and refresh the current brand

With six full months left in the fiscal year, CPA has already seen a significant lift in brand awareness based on website and social media activity, as well as successful sign-ups in agency programs. The Externa Affairs staff has relied heavily on the use of consultants to support several agency initiatives and programs. CPA has contracts with several firms who have different expertise, abilities, and capacity.

The requested action is to modify contracts to add contract authority and additional scope so that the External Affairs team has additional flexibility to work with different agencies as needed.

Solicitations and Evaluation Processes

Pastilla and Fraser Communications were selected through a competitive Request for Proposals (RFP) process for Digital Marketing, Website, and Social Media Services. The RFP was released May 4, 2021 and contracts authorized at the July board meeting.

MBI Communications' Task Order was executed on September 7, 2021 under the Executive Director's signing authority. They became a pre-qualified vendor after responding to the agency's Request for Qualifications, then were awarded a Task Order for Public Affairs Services after a competitive solicitation.

Contracts Overview

Fraser Communications – Marketing, Education and Outreach Support

Fraser is a communications firm that has experience successfully marketing programs for public utilities. Fraser has been retained to:

- Provide marketing, education and outreach services to support CPA's programs and customer acquisition goals. This includes developing creative concepts and materials, marketing and paid media plans, and purchasing paid media under the direction of CPA staff.
- Support marketing and communications activities that increase CPA's brand awareness and support CPA's overall reputation.

MBI Media – Public Affairs Support Services

MBI is a communications firm that provides comprehensive and simplified communications to complex problems through a fusion of multimedia and digital solutions with more traditional methods. MBI has been retained to:

- Provide external affairs support for campaigns, as directed by CPA, to promote the Arrearage Management Program.

- Provide external affairs support activities, as directed by CPA, for new energy projects including videos, photos, news releases, web content and social posts.
- Support the agency's Power Ready program, in the form of a digital toolkit that can be used to promote projects in all the communities that CPA serves.
- Develop and plan and materials to support the successful refresh and possible expansion of CPA's Green Leader program.
- Create materials for communities implementing changes to their default rate in 2021 and 2022.
- Provide graphic design services.

Pastilla – Strategy, Technology Development and Research

Pastilla is a creative and digital agency with experience supporting public and private brands. Pastilla has been retained to:

- Develop an overarching digital strategy addressing the agency's productive use of the website.
- Make recommendations on optimizations on all digital platforms through the use of quarterly KPIs and benchmarks.
- Implement a comprehensive annual market research program to measure CPA's brand awareness, customer attitudes and perceptions, and the effectiveness of CPA digital campaigns.
- Perform development and maintenance services for website and other digital platforms.

Terms and Pricing

Contractors are compensated for time and materials according to hourly prices provided as part of the contractor's proposal and represented in the attached contracts subject to the specified NTE amount.

FISCAL IMPACT

This action does not have a financial impact on the Board-approved FY 2021/2022 budget. In the case of contract renewal, costs that may occur in subsequent fiscal years would be included in the relevant proposed fiscal year budgets submitted to the Board for approval. Approximately 40% of the costs in FY 21/22 will be reimbursed by the CPUC as part of the Power Share program.

ATTACHMENTS

1) Amendment No. 1 to Professional Services Agreement with Pastilla, Inc.
2) Amendment No. 1 to Professional Services Agreement with Fraser/White, Inc. dba Fraser Communications
3) Amendment No. 1 to Task Order with MBI Media

AMENDMENT NUMBER ONE TO
PASTILLA, INC.
PROFESSIONAL SERVICES AGREEMENT

This Amendment Number One ("AMENDMENT ONE") to the Professional Services Agreement is made by and between Clean Power Alliance of Southern California ("CPA") and Pastilla, Inc. ("CONTRACTOR") on December 2, 2021. CPA and CONTRACTOR may individually be referred to herein as a "Party," or collectively as the "Parties."

RECITALS

WHEREAS, a Professional Services Agreement ("AGREEMENT") was executed on June 3, 2021, between CPA and CONTRACTOR to provide professional services for digital strategy, back-end technology development, maintenance support for digital platforms such as the website, potential customer app, or other technology platforms;

WHEREAS, CPA desires to amend the AGREEMENT in order to update both the scope of work set forth in Exhibit A and compensation set forth in Exhibit C;

WHEREAS, CONTRACTOR has the competence and expertise to provide the professional services, described above; and,

WHEREAS, CONTRACTOR desires to continue providing and performing these professional services.

NOW, THEREFORE, it is mutually agreed by and between the Parties hereto to amend the AGREEMENT as follows:

1. Exhibit A of the AGREEMENT is deleted in its entirety and replaced with Exhibit A (Scope of Work), attached hereto.

2. Exhibit C of the AGREEMENT is deleted in its entirety and replaced with Exhibit C (Compensation), attached hereto.

IN WITNESS WHEREOF, the parties hereto have caused this AMENDMENT ONE to be executed as of the date first above written.

[Signature Page Follows]

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

By

____

Theodore Bardacke
Executive Director

CONTRACTOR: Pastilla, Inc.

By

____

Ruby Manning
President

Exhibit A – Scope of Work

PROJECT TASKS AND DELIVERABLES

Task #1: Digital Strategy: Website

Contractor will develop an overarching digital strategy addressing CPA's productive use of website based on target audiences. Through the use of quarterly key performance indicators (KPIs) and benchmarks, Contractor will make recommendations on optimizations on all digital platforms.

Deliverables for Task #1:

a. Overarching digital strategy addressing the agency's productive use of a website. The initial strategy is due by September 1, 2021, and Contractor shall refresh such strategy at least on a monthly basis, if not sooner as appropriate based on need.
b. Establish quarterly KPIs and benchmarks.
c. Event Tracking on a quarterly basis.

Task #2: Market Research

Contractor will implement, as directed by CPA, a comprehensive annual market research program to measure CPA's brand awareness, customer attitudes and perceptions and the effectiveness of CPA digital campaigns.

Deliverables for Task #2:

a. Conduct primary and secondary research twice a calendar year.
b. Conduct annual focus groups. The activities for annual focus groups shall include the following:
    - Hold key group discussions with 75-150 individuals, including virtual sessions, as appropriate.
    - Develop questionnaire to be shared with key stakeholders, as directed by CPA, as follow-up.
    - Hold discussions with key stakeholder, including phone calls, as appropriate.
    - Design qualitative and quantitative- based questionnaire for actionable insights & digital experience creation
c. Conduct digital testing, including but not limited to site map or card sorting by September 2021 and on an ongoing basis in conjunction with Task#3 Deliverable (b), at least on a quarterly basis if not sooner as appropriate based on need.
d. Evaluate user experience by August 1 of each calendar year.

Task #3: Website Development and Maintenance

Contractor will perform back-end development and maintenance services for website and other digital platforms as they come online.

Deliverables for Task #3:

a. Implement back-end website redesign, as well as any other back-end website modifications required during the contract year.
b. Develop and maintain site map, wireframes, and components to support the new website by August 1, 2021 and on an ongoing basis, as directed or revised by CPA from time to time; This work will be done in conjunction with Task#2 deliverable (c).
c. Conduct an audit of back-end website security and health by June 15, 2021 and on the fifteenth day of every month during the Initial Term or Renewal Term, or as directed or revised by CPA from time to time.
d. Support day-to-day back-end maintenance and development of the website, including the following:
    - Conduct daily backups.
    - Update software and implement patches and continue to provide such updates or patches proactively.
    - Provide up to 20 hours per month developer support for submitted tickets, including:
        - Bug fixes.
        - Any enhancements made to the website by CPA provided that the total does not exceed the 20 hour per month allotment as specified above and Contractor completes requested enhancement within a commercially reasonable time. Any services requested by CPA that exceed the 20-hour month allotment will be subject to, at a minimum, a separate not-to-exceed amount which the parties will agree to in writing.
    - Use best effort to resolve outstanding problems, provide daily updates for critical site issues, and provide weekly but no less than once every two weeks reporting for product backlog items.
    - Provide access to JIRA ticketing system for real-time status reporting and updates.
e. Make recommendations to ensure CPA has a secure and high-functioning website.

Task #4: Website Design

Contractor will implement the new brand for the redesigned website.

Deliverables for Task #4:
a. Develop style guide for the new website that will be provided to CPA staff for future use.
b. Implement new design on all current pages.
c. Implement new design on new pages as identified in the re-architecture.

Task #5: Website Copywriting Support

Contractor will provide website copywriting support for redesigned website.

Deliverables for Task #5:
a. Draft search-engine optimized copy for all webpages, existing and new pages created through the web re-architecture.
b. All text shall be search engine optimized, accurate and consistent with the tone and voice outlined in the CPA brand style guide.

Exhibit C – Compensation

During the Initial Term and any Renewal Term of the Agreement, CPA shall pay Contractor, at the following hourly rates, to the personnel listed below:

Name	Hourly Rate
Creative Director, Digital Marketing Strategist, Social Media Strategist, Technology Lead, Market Research Manager	$225
Sr. Graphic Designer, Art Director, Developers, Digital Marketing Manager, Social Media Manager, Graphic Designer, Production Artist, Photographer, Videographer, Copywriter	$150
Project Manager, Account Manager, Market Research Analyst, Production Manager, Translation	$75

CPA will not pay Contractor for any administrative costs, support, or services, and/or any overhead.

Task	Budget
Task #1: Digital Strategy	$25,000
Task #2: Market Research	$70,000
Task #3: Website Development and Maintenance	$80,000

Task #4: Website Design	$25,000
Task #5: Website Copywriting	$25,000

The Total Maximum Amount that CPA shall pay Contractor for all Services to be provided under this Professional Services Agreement shall not exceed ~~One Hundred Eighty-Five Thousand~~Two Hundred Thirty-Five Thousand Dollars ~~($185,000)~~($235,000) per contract year, inclusive of any Expense that Contractor may incur subject to CPA's approval ("Not-to-Exceed" or "NTE").

A project budget shall be presented and approved by CPA for each task before any work commences. CPA reserves the right to reject and to not pay costs that were not approved in compliance with this provision.

Contractor shall satisfactorily perform and complete, in the judgement of CPA, all required Services in accordance with Exhibit A notwithstanding the fact that total payment from CPA shall not exceed the NTE.

Contractor shall provide CPA with monthly invoices, outlining hours and tasks completed. Hours should be organized by tasks. CPA shall pay approved invoices within 30 days of receipt.

Any travel, administrative, media, and materials ("Expense") will be billed at cost, as a pass through, and shall not to exceed $10,000. Contractor shall obtain written approval from CPA prior to incurring any Expense. CPA reserves the right to reject and may not reimburse any Expense that was not approved in compliance with this provision.

AMENDMENT NUMBER ONE TO
FRASER COMMUNICATIONS
PROFESSIONAL SERVICES AGREEMENT

This Amendment Number One ("AMENDMENT ONE") to the Professional Services Agreement is made by and between Clean Power Alliance of Southern California ("CPA") and Fraser/White, Inc. dba Fraser Communications ("CONTRACTOR") on December 2, 2021. CPA and CONTRACTOR may individually be referred to herein as a "Party," or collectively as the "Parties."

RECITALS

WHEREAS, a Professional Services Agreement ("AGREEMENT") was executed on June 3, 2021, between CPA and CONTRACTOR to provide professional services for marketing, education and outreach support services related to customer acquisition of CPA's customer programs, including but not limited to Power Response, CalEVIP, Community Solar, and Power Share;

WHEREAS, CPA desires to amend the AGREEMENT in order to update both the scope of work set forth in Exhibit A and compensation set forth in Exhibit C;

WHEREAS, CONTRACTOR has the competence and expertise to provide the professional services, described above; and,

WHEREAS, CONTRACTOR desires to continue providing and performing these professional services.

NOW, THEREFORE, it is mutually agreed by and between the Parties hereto to amend the AGREEMENT as follows:

1. Exhibit A of the AGREEMENT is deleted in its entirety and replaced with Exhibit A (Scope of Work), attached hereto.

2. Exhibit C of the AGREEMENT is deleted in its entirety and replaced with Exhibit C (Compensation), attached hereto.

IN WITNESS WHEREOF, the parties hereto have caused this AMENDMENT ONE to be executed as of the date first above written.

[Signature Page Follows]

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

By

____

Theodore Bardacke
Executive Director

CONTRACTOR: Fraser Communications

By

____

Renee Fraser, PhD
CEO

Exhibit A – Scope of Work

PROJECT TASKS AND DELIVERABLES
Contractor will provide External Affairs (Marketing, education and outreach) services in support of customer acquisition goals associated with the overall CPA brand as well as the following programs:

- Power Share
- Community Solar
- Power Response
- CalEVIP
- Building Electrification

Contractor shall not commence work without CPA written approval.

Task #1 - Digital Marketing Services for Power Share (DAC-GT)
Contractor will provide External Affairs a year-long plan using the provided budget for review/feedback and for written approval that achieves CPA's customer acquisition efforts for the Power Share program. This support includes developing creative concepts, marketing plans, strategies and materials and shall perform the following services at the direction of CPA staff:

a. Develop creative, aligned with CPA's brand standards, for CPA's Power Share program;
b. Plan for and conduct media planning and buying for Power Share in support of customer acquisition goals as outlined in the year-long plan;
c. Provide creative ideas to support grassroots outreach in support of customer acquisition goals;
d. Create dashboards, analyze metrics, and make recommendations to CPA for optimizations to ensure ROI and meeting customer acquisition goals;
e. Develop content in support of Power Share including social media posts, digital banner, brochures, postcards as outlined in the year-long plan;
f. Translation services for Spanish and Mandarin;
g. Media and outreach plans must be targeted to DACs and to reach diverse communities;
h. Coordinate with internal partners and other consultants and contractor teams regularly; and,
i. Create toolkits for stakeholders.

Deliverables for Task #1 and Timeframe:

a. Create annual Marketing Communication Plan by July 1 each year;
b. Create media plan by Aug. 1 each year;
c. Deliver creative assets by Aug. 1, and refresh as needed;
d. Implement the media plan, as directed or revised by CPA from time to time;
e. Provide ongoing creative development, media buying, reporting and optimization for Power Share as approved in the Power Share Marketing Communications Plan; and,
f. Create toolkits for stakeholders for each set of deliverables.

Task #2 – External Affairs Support for Community Solar (CSGT)
Contractor will provide External Affairs a year-long plan using the provided budget for review/feedback and written approval to achieve goals related to partner and stakeholder recruitment and acquisition in support of CPA's Community Solar program at the direction of CPA staff:

a. Develop creative and assets, aligned with CPA's brand standards, for CPA's Community Solar program as outlined in the year-long plan including but not limited to social media posts, targeted brochures, post cards, presentations, videos, etc;
b. Provide creative ideas to support grassroots outreach in support of Community Solar;
c. May provide virtual and event planning in support of outreach activities for Community Solar;
d. May conduct targeted and build outreach lists in support of Community Solar;
e. Translate materials into Spanish and Mandarin;
f. Media and outreach plans must be targeted to DACs and to reach diverse communities;
g. Coordinate with internal partners and other consultants and contractor teams regularly; and,
h. Create toolkits for stakeholders.

Deliverables for Task #2 and Timeframe:

a. Create annual Community Solar Marketing, Education and Outreach Plan by July 15 each year;
b. Create media plan by Aug. 1 each year;
c. Deliver creative assets by Aug. 1, and refresh as needed; and,
d. Implement the media plan, as directed or revised by CPA from time to time.

Task #3 – External Affairs Support for Power Response, ~~and~~ CalEVIP, and Building Electrification

Contractor will provide External Affairs support and coordinate with the implementer for Power Response and CalEVIP programs as well as work with the internal team for building electrification.

a. Develop creative, aligned with CPA's brand standards, for designated programs, as requested;
b. Plan for and conduct media planning and buying for other programs, as requested in support of customer acquisition goals as needed;
c. Develop content in support of Power Response and CalEVIP including social media posts, digital banner, brochures, postcards, presentations, videos, etc. as requested
d. Translate English materials into Spanish and Mandarin; and
e. Coordinate with internal partners and other consultants and contractor teams regularly.

Deliverables for Task #3 and Timeframe:
CPA and Fraser shall collaborate on determining the deliverables to be provided within the provided budget and in coordination with implementers for each program.

Task #4 – External Affairs Support for CPA Brand Activities, as needed
Contractor will provide External Affairs support for activities related to CPA branding.

a. Develop social media content, including graphics and animations, to increase CPA's brand awareness;
b. Plan for and conduct media planning and buying to increase brand awareness and engagement on social media;
c. Provide graphic support as needed to support CPA brand activities.
d. Coordinate with internal partners and other consultants and contractor teams regularly.

Deliverables for Task #4 and Timeframe:

a. Social media content, as directed by CPA;
b. Media buying plans and execution, as directed by CPA; and
c. Graphic design support, as directed by CPA.

Exhibit C – Compensation

Fraser Communications Hourly Rates

Marketing Services	
Research: Partner level	250
Research: Senior level	220
Research: Associate level	125
Research: Assistant	75
Creative Services	
Creative Direction	250
Art Direction	185
Copy Writing	150
Production Supervision	150
Studio Artist	125
Account Management	
Partner level	300
Senior level	225
Account Director	185
Account Executive	125
Assistant Account Executive	95
Media Services	
Research	175
Planning	175
Buying/Optimization/Reporting	150
Media Buying Assistant	125
Trafficking	95

CPA will not pay Contractor for any administrative costs, administrative support or services, or overhead.

NTE and Anticipated Budget

Task	Budget
Task #1: Power Share	~~$225,000~~$275,000 (inclusive of up to $60,000 for paid media)
Task #2: Community Solar	~~$60,000~~$105,000 (inclusive of up to $10,000 for paid media)
Task #3: Customer acquisition for other programs including Power Response and CalEVIP	~~$25,000~~$150,000 (inclusive of up to $10,000 for paid media)

Task #4: External Affairs Support for Brand-Building Activities	$50,000

The Total Maximum Amount that CPA shall pay Contractor for all Services to be provided under this Professional Services Agreement shall not exceed ~~Three Hundred Twenty Thousand~~Five Hundred Ninety Thousand Dollars ~~($320,000)~~($590,000) per contract year, inclusive of any Expense that Contractor may incur subject to CPA's approval ("Not-to-Exceed" or "NTE").

A project budget shall be presented and approved by CPA for each task before any work commences. CPA reserves the right to reject and to not pay costs that were not approved in compliance with this provision.

Contractor shall satisfactorily perform and complete, in the judgement of CPA, all required Services in accordance with Exhibit A notwithstanding the fact that total payment from CPA shall not exceed the NTE.

Contractor shall provide CPA with monthly invoices, outlining hours and tasks completed. Hours should be organized by tasks. CPA shall pay approved invoices within 30 days of receipt.

Any travel, administrative, media, and materials ("Expense") will be billed at cost, as a pass through, and shall not to exceed $10,000. Contractor shall obtain written approval from CPA prior to incurring any Expense. CPA reserves the right to reject and may not reimburse any Expense that was not approved in compliance with this provision.

AMENDMENT NUMBER ONE TO
MBI MEDIA
MASTER AGREEMENT TASK ORDER NO. 1

This Amendment Number One ("AMENDMENT ONE") to the Master Agreement Task Order No. 1 is made by and between Clean Power Alliance of Southern California ("CPA") and McCormick-Busse, Inc. dba MBI Media ("CONTRACTOR") on December 2, 2021. CPA and CONTRACTOR may individually be referred to herein as a "Party," or collectively as the "Parties."

RECITALS

WHEREAS, a Master Agreement Task Order No. 1 ("AGREEMENT") was executed on September 7, 2021, between CPA and CONTRACTOR to provide public affairs support services;

WHEREAS, CPA desires to amend the AGREEMENT in order to update both the scope of work set forth in Exhibit C1-A and compensation set forth in Exhibit C1;

WHEREAS, CONTRACTOR has the competence and expertise to provide the services, described above; and,

WHEREAS, CONTRACTOR desires to continue providing and performing these specialized services.

NOW, THEREFORE, it is mutually agreed by and between the Parties hereto to amend the AGREEMENT as follows:

1. Exhibit C1 of the AGREEMENT is deleted in its entirety and replaced with Exhibit C1 (MASTER AGREEMENT TASK ORDER), attached hereto.

2. Exhibit C1-A of the AGREEMENT is deleted in its entirety and replaced with Exhibit C1-A (MBI TASK ORDER DESCRIPTION), attached hereto.

IN WITNESS WHEREOF, the parties hereto have caused this AMENDMENT ONE to be executed as of the date first above written.

[Signature Page Follows]

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

By

____
Theodore Bardacke
Executive Director

CONTRACTOR: MBI Media

By

____
Mary McCormick
CEO

EXHIBIT C1
MASTER AGREEMENT TASK ORDER
(TIME AND MATERIALS BASIS)

MBI Media

Task Order No. 1 CPA Master Agreement No. 2021-08-30

Project Title: Public Affairs Support Services

Period of Performance: FY 2021-2022

CPA Project Director: Sherita Coffelt

CPA Task Order Manager: Sherita Coffelt

I. GENERAL

Contractor shall satisfactorily perform all Services detailed in the Task Order attached hereto as Exhibit C1-A, on a time and materials basis, in compliance with the terms and conditions of Contractor's Master Agreement identified above.

II. PERSONNEL

Principal in Charge	$ 209.33
Senior Project Manager	$ 162.06
Senior Resource Project Manager	$ 130.00
Project Manager	$ 113.94
Construction Relations Representative	$ 110.69
Deputy Project Manager	$ 82.73
Account Coordinator II	$ 68.84
Account Coordinator I	$ 65.56
Sr. Graphic Designer	$ 128.95
Sr. Web Designer	$ 128.95
Deputy Graphic / Web Designer	$ 74.28
Social Media Specialist	$ 65.56
Photographer	$ 118.00
Photo Assistant	$ 65.56
Library Administrator	$ 65.56
Video/Animation/Media Production	$ 126.07
Camera Operator	$ 126.07
Production Assistant	$ 72.11
Editor	$ 126.07
Copy/Technical Writer, QAQC	$ 82.73
Translator / Interpreter	$ 100.01
Administrative Support	$ 65.56
Felicia Williams – Principal In Charge of FWD Consulting --	$140
Kit Cole -- Principal in Charge of Kit Cole Consulting --	$140

Task #	Task Description	Factor (# of Months/Occurrences)	Prinicpal in Charge	SR. Project Manager	Resource Project Manager	Kit Cole - Power and Engergy Relations Strategists	Felicia Williams - Power and Engergy Relations Strategists	Project Manager(s)	Deputy Project Manager(s)	Account Coordinator	Video Production Manager and Operator	Graphic Design	Copy Writer	Total Hours	Total Dollars
	Fully Burdened Hourly Rate		$209.33	$154.23	$152.06	$140.00	$140.00	$113.94	$82.73	$67.52	$126.07	$107.71	$73.87		
		Qty													
Task #1	**Digital External Affairs Support for Arrearage Management Program**		**0**	**0**	**0**	**0**	**0**	**108**	**48**	**156**	**0**	**26**	**6**	**344**	**$30,053.36**
a	Monthly Scripts for outbound calls or updates to scripts as directed	12						24	12	36			2	74	$6,305.78
b	Draft customer letters and setting up mail-merge to contact eligible customers / update to letters as directed	12						24	12	36			2	74	$6,305.78
c	Develop social ads to advertise AMP	12						24	12	36		18	2	92	$8,244.56
d	Outreach strategy support for eligible cunstomers	12						24	12	36		8		80	$7,019.72
	Bi-Weekly Check-in Calls	12						12		12				24	$2,177.52
	Subconsultant Costs (this cost already captured in Task total cost)													0	$0.00
Task #2	**New Facilities Support**		**0**	**28**	**0**	**12**	**0**	**94**	**46**	**98**	**78**	**111**	**20**	**487**	**$50,398.01**
a	90 Second videos for each new project *(price each video, per Q&A)*	2		4				10	8	10	36	21	4	93	$10,189.27
b	Photography (original or curated) *(price each project, per Q&A)*	2		4				12	4	12	14	14		60	$6,398.28
c	Develop web copy *(price each project, per Q&A)*	2		2		4		12		12	4	4	12	50	$4,867.54
d	Social Media posts *(price each project, per Q&A)*	2		2				24	24	24	24	24	4	126	$12,555.22
e	Media Support for Community Benefits Program	2		4		8		12	10	16		8		58	$5,873.50
f	PowerPoint Presentations	1		4				16		16		32		68	$6,967.00
	Bi-Weekly Check-in Calls	8		8				8		8		8		32	$3,547.20
	Subconsultant Costs (this cost already captured in Task total cost)					12								12	$1,680.00
Task #3	**Power Ready Support**		**0**	**0**	**0**	**0**	**0**	**48**	**48**	**76**	**25**	**64**	**6**	**267**	**$25,060.09**
a	Prepare digital toolkit for projects (news releases/fact sheet/social media/etc.)							36	48	64	25	64	6	243	$22,882.57
	Bi-Weekly Check-in Calls	12						12		12				24	$2,177.52
	Subconsultant Costs (this cost already captured in Task total cost)													0	$0.00
Task #4	**Green Leader Program Refresh**		**0**	**0**	**0**	**13**	**0**	**60**	**48**	**108**	**0**	**44**	**5**	**278**	**$25,028.19**
a	Review/assessment of current materials and produce report w/findings					2		12	12	24		12	1	63	$5,626.91
b	Recommendations for refreshing and relaunching and produce report w/recommendations					4		12	12	24			2	54	$4,688.26
c	Support the refresh and relaunch by development of plan, materials, events...					3		12	12	24		32	2	85	$7,994.98
d	Green Leader annual event planning and execution support					4		12	12	24				52	$4,540.52
	Bi-Weekly Check-in Calls	12						12		12				24	$2,177.52
	Subconsultant Costs (this cost already captured in Task total cost)					13								13	$1,820.00
Task #5	**Default Rate Change**		**0**	**48**	**0**	**12**	**0**	**132**	**147**	**228**	**52**	**144**	**7**	**770**	**$74,261.96**
a	Social Media Graphics			12		4		40	45	72	36	48		257	$25,261.25
b	Postcards			12		4		40	45	72		48	7	228	$21,239.82
c	Web Graphics			12		4		40	45	72	16	48		237	$22,739.85
	Bi-Weekly Check-in Calls	12		12				12	12	12				48	$5,021.04
	Subconsultant Costs (this cost already captured in Task total cost)													0	$0.00
Task #6	**Graphic Design Support**		**0**	**0**	**0**	**0**	**0**	**16**	**0**	**40**	**0**	**144**	**0**	**200**	**$20,034.08**
a	General Graphic Design							16		40		144		200	$20,034.08
b	Subconsultant Costs (this cost already captured in Task total cost)													0	$0.00
	Other Direct Costs														
	Printing	TBD	All ODCs are estimated and actual cost, and cost not listed, will be invoiced at cost at the time of service provided												
	Copies	TBD													
	Translation / Interpretation Services	TBD													
	AV	TBD													
	Meeting Supplies	TBD													
	Total Other Direct Costs														$ -
														Total Cost	$224,835.69

Mileage and Parking (IRS rate) current IRS rate
Printing - External TBD
MBI Internal Printing - Color .45 - .85
MBI Internal Printing - Black and White .15 - .25
Venue Rental TBD
Audio Visual TBD
Meeting Supplies TBD
Translation/Interpretation Services TBD
Court Reporter TBD
Rentals TBD
Mailing Postage (up front costs by others) TBD
Noticing / Distribution TBD
Web streaming/Internet cost TBD
Food and Drinks for meetings TBD
Total Other Direct Costs - Estimate TBD

III. PAYMENT

A. The Total Maximum Amount that County shall pay Contractor for all Services to be provided under this Task Order shall not exceed ~~One Hundred Twenty-Five Thousand~~Two Hundred Twenty-Five Thousand Dollars ~~($125,000)~~($225,000).

B. Contractor shall invoice CPA only for hours actually worked, in accordance with the terms and conditions of Contractor's Master Agreement. Contractor shall be responsible for limiting the number of hours worked by Contractor personnel under this TASK ORDER, not to exceed the Total Maximum Amount in III.A, above.

C. Contractor shall satisfactorily perform and complete all required Services in accordance with Statement of Work notwithstanding the fact that total payment from CPA shall not exceed the Total Maximum Amount.

D. Contractor shall email all invoices under this Task Order to accountspayable@cleanpoweralliance.org with a copy to scoffelt@cleanpoweralliance.org. Failure to follow this requirement may result in a delay of payment to Contractor.

IV. SERVICES

In accordance with Master Agreement Section 2 (Work), Contractor may not be paid for any task, deliverable, service, or other work that is not specified in this Task Order, and/or that utilizes personnel not specified in this Task Order, and/or that exceeds the Total Maximum Amount of this Task Order, and/or that goes beyond the expiration date of this Task Order.

ALL TERMS OF THE MASTER AGREEMENT SHALL REMAIN IN FULL FORCE AND EFFECT. THE TERMS OF THE MASTER AGREEMENT SHALL GOVERN AND TAKE PRECEDENCE OVER ANY CONFLICTING TERMS AND/OR CONDITIONS IN THIS TASK ORDER. NEITHER THE RATES NOR ANY OTHER SPECIFICATIONS IN THIS TASK ORDER ARE VALID OR BINDING IF THEY DO NOT COMPLY WITH THE TERMS AND CONDITIONS OF THE MASTER AGREEMENT.

Contractor's signature on this Task Order document confirms Contractor's awareness of the terms and conditions of the Master Agreement and specifically with the provisions of Section 2 (Work) of the Master Agreement, which establishes that Contractor shall not be entitled to any compensation whatsoever for any task, deliverable, service, or other work:

A. That is not specified in this Task Order, and/or
B. That utilizes personnel not specified in this Task Order, and/or
C. That exceeds the Total Maximum Amount of this Task Order, and/or
D. That goes beyond the expiration date of this Task Order.

REGARDLESS OF ANY ORAL PROMISE MADE TO CONTRACTOR BY ANY CLEAN POWER ALLIANCE PERSONNEL WHATSOEVER.

EXHIBIT C1-A
MBI TASK ORDER DESCRIPTION
Public Affairs Task Order

I. PROJECT TASKS AND DELIVERABLES

Contractor will be responsible for providing on-call External Affairs support services, including public relations or brand support services, for the following projects or programs at the directionof CPA staff, as revised from time to time:

a. Arrearage Management Plan (AMP)
b. New Clean Power Facilities
c. Power Ready
d. Green Leader Program
e. Default Rate Change Communications – 2021 and 2022
~~e.~~f. Graphic Design Support
~~f.~~g. Other PR/PA projects

Task #1: Digital External Affairs Support for Arrearage Management Program

Contractor shall provide external affairs support for campaigns, as directed by CPA, to promote the Arrearage Management Program.

Deliverables #1:

a. Monthly scripts for outbound calls or updates to scripts as CPA staff may direct from time to time.
b. Draft customer letters and setting up mail-merge to contact eligible customers by ~~October 15, 2021~~January 15, 2022, and update letters as CPA staff may direct from time to time.
c. Develop social ads to advertise AMP.
d. Outreach strategy support for eligible customers.

Task #2: New Facilities Support

Contractor shall provide external affairs support activities, as directed by CPA, for new energy projects that come online including videos, photos, news releases, web content and social posts.

Deliverables #2:

a. 90 second videos for each new project. May require capture of new video or simply editing assets from the developer. Each video should be delivered two weeks before new project is on-line.
b. Deliver photography, whether original or curated. Should be delivered two weeks before new project is on-line.
c. Develop web copy. Should be delivered two weeks before new project is on-line.
d. Social media posts. Should be delivered two weeks before new project is on-line.

e. Support either virtual or in-person events, as directed by CPA. Should be delivered two weeks before new project is on-line

Task #3: Power Ready Support

Contractor will provide support for Power Ready program, in the form of a digital toolkit that can be used to promote projects in all the communities that CPA serves.

Deliverables #3:

a. Prepare language for website promoting program, fact sheets and press release of initial projects by October 2021
b. Prepare digital toolkit for projects including news release, fact sheet and social media post/copy developed prior to launch of the project, and revise toolkit as directed by CPA staff from time to time. The first Power Ready project is expected to start coming online in early 2022 and continue for another 1-2 years.

Task #4: Green Leader program refresh

Contractor will provide support for the refresh and possible expansion of CPA's Green Leader program which includes:

Deliverables #4

a. Review and assessment of the current Green Leader Program and materials. Produce report with findings by ~~November 1, 2021~~January 1, 2022.
b. Recommendations for refreshing and relaunching. Produce report with your recommendations by ~~February 15, 2022~~March 15, 2022.
c. Support the refresh and relaunch through a development of the plan, materials and possible event with timing to be determined by CPA EA Staff.
d. Green Leader annual event planning and execution support.

Task #5: Default Rate Change

August

a. Social media messaging for Facebook, Twitter, LinkedIn, Instagram to go live by the week of August 16
b. Postcard to be sent by August 25
c. Web graphics and text finalized by the end of the week of August 9

September

a. Provide three cities – (1) Agoura Hills, (2) Calabasas, (3) Manhattan Beach - tailored digital toolkits
b. Update social media graphics
c. Coordinate with EPA, as appropriate and in consultation with or as directed by CPA

October

a. After change is in effect, prepare post card #2 consistent with Message in b., below for CPA's review by October 1, 2021 and to be sent by October 9, 2021.

b. Message – you are now receiving 100% green power, this is the impact to the environment, this is how it will impact your bill, this is how you can stay on the same rate plan.

2022

a. Create materials for communities considering default changes in 2022. Materials include: three postcards, monthly social media posts, an animation, a fact sheet, a PPT template and recap as well as content for dedicated default rate change pages for each city.

Task #6: Graphic Design Support

Contractor will provide graphic design support, including: mailers, fact sheets, PPT presentations, brochures or other collateral materials requested by CPA staff and required for member agencies.

Deliverables #6

Mailers, fact sheets, PPT presentations, brochures, social media content.

PROJECT SCHEDULE AND COORDINATION

Each task listed in Section I, above, will be undertaken in close coordination with CPA's project team. The consultant will discuss initial findings or approaches for each task with CPA's project team before developing final work products in order to avoid rework. CPA's project team will provide timely feedback and input in developing the work product.

Note that these dates are subject to change and are intended to be used as a guide only.

Date	Action
August 2021 – October 2021	2021 Default Rate Change Communications
September 2021 – June 2022	Start monthly AMP meetings, providing updated scripts, talking points and FAQs on bi-monthly basis.
October 2021 – June 2022	Support ~~two~~ three new facilities coming online with photography, videography and event support, if needed. Other events and facility support will be scheduled and requested as facilities come online.
~~September 2021 – March 2021~~November 2021 – June 2022	Assess current Green Leader Program materials; provide recommendations to relaunch
December 2021 – June 2022 ~~September 2021 – June 2022~~	Create web materials and fact sheets for Power Ready program in 2021. Create digital toolkit and material for Power Ready projects in 2022.
January 2022	Begin discussions and planning for 2022 default rate changes. Deliverables include: templates for dedicated default rate change pages for each community, social media posts, animations, postcards, fact sheets, etc.

Staff Report – Agenda Item 6

To:	Clean Power Alliance (CPA) Board of Directors
From:	Geoff Ihle, Manager of Market Risk
Approved by:	Ted Bardacke, Executive Director
Subject:	Q3 2021 - Quarterly Risk Management Team Report
Date:	December 2, 2021

RECOMMENDATION

Receive and file the Risk Management Team Quarterly Report from July to September 2021.

ATTACHMENT

1) Risk Management Team Report for Q3 2021

Quarterly Report of Risk Management Team
July 1, 2021 through September 30, 2021 (Q3 2021)

I. Introduction

The Board of Directors of Clean Power Alliance (CPA) approved an Energy Risk Management Policy (ERMP) at its July 12, 2018 meeting, which provides the framework for conducting procurement activities in a manner that maximizes the probability of CPA meeting its portfolio, reliability, and financial goals. The ERMP was subsequently amended in July 2019, July 2020, and July 2021.

The ERMP requires quarterly reporting to the Board on the activities, projected financial performance, and general market outlook facing CPA. The Risk Management Team (RMT)[1] submits this report in accordance with this requirement. The RMT also reports on ERMP compliance monthly to both the Finance Committee and Energy Planning & Resources Committee.

II. Risk Management Team Activities

The RMT is responsible for implementing, maintaining, and overseeing compliance with the ERMP and for maintaining the Energy Risk Hedging Strategy. The primary goal of the RMT is to ensure that the procurement activities of CPA are executed within the guidelines of the ERMP and are consistent with Board directives. Several business practices are prescribed in the ERMP. What follows is a summary of CPA's compliance with these practices as outlined in the Policy.

A. ERMP Acknowledgement Form

It is the policy of CPA that all CPA Representatives participating in any activity or transaction within the scope of the ERMP shall sign on an annual basis or upon any revision, a statement acknowledging compliance with the ERMP. Execution of the ERMP Acknowledgement Form was completed by Board members, relevant CPA staff, and relevant consultants.

There are no existing or potential conflicts of interest to report. All business has been conducted consistent with applicable laws and regulations.

B. Transaction Types

The ERMP includes a list of approved transaction types. All products that have been purchased or sold by CPA during the current quarterly periods represent an approved transaction type as listed in Appendix C of the ERMP.

C. Counterparty Suitability

The ERMP requires that all counterparties with whom CPA transacts must be reviewed for creditworthiness and assigned a credit limit. A formal Counterparty Credit Protocol document that describes the method for evaluating counterparties and establishing a credit limit was developed

[1] The RMT is comprised of CPA's Executive Director, Chief Operating Officer, Chief Financial Officer, and Vice President of Power Supply.

by CPA's Chief Financial Officer and CPA's former scheduling coordinator, The Energy Authority (TEA). The Protocol was approved by the Executive Director, in consultation with the RMT, and enacted in Q1 2019.

Pursuant to the ERMP, no counterparty credit limit may exceed $50 million. CPA is fully compliant with this obligation at the end of the quarter. Due to elevated forward power prices, during the quarter several of CPA's counterparties credit exposures grew to exceed their designated credit limits. These exceedances have shrunk due to a combination of increased collateral posting from counterparties and counterparties' ongoing deliveries to CPA under their contracts, which reduces credit exposure.

D. System of Record

As required by the ERMP, all transactions are being stored both in CPA's systems as well as in CPA's Scheduling Coordinator's (currently Tenaska Power Services, or TPS) trading and risk management system. Similarly, all transaction approvals are being logged and stored on TPS's servers, with information being made available to CPA staff via a secure web portal. The transaction record also includes the confirmation letters for each transaction. CPA is in the process of transitioning its transaction repository to an internal data warehouse, which will provide additional functionality and security features.

E. Position Tracking and Management Reporting

To manage risk, the ERMP requires the regular production of various reports. The status of each report required by policy follows:

- Financial Model Forecast: The financial model captures historical and projected revenues and energy and operating costs and produces various financial reports and forecasts on an accrual basis. The model uses load forecast data produced by CPA, energy contract details from CPA's Front Office systems, revenue projections from CPA's revenue model[2], historical financial results from the accounting system maintained by CPA, and forward prices from the ICE Data Service and TPS.
- Net Position Report: Short- and long-term net position reports are in production, managed directly by CPA procurement staff, and linked to TPS's trade capture system. The short-term net position report updates daily and incorporates the current weather outlook for the next 60 days to show net positions for the current and next months. The long-term net position report assumes normal weather and shows net positions through the balance of the current year and prompt four years.
- Counterparty Credit Exposure: CPA is fully compliant with the credit policies included in the ERMP, with the above-mentioned market price-induced exceedances being managed by the RMT. CPA receives daily updates of counterparty credit exposures on both a notional and mark-to-market basis.
- Monthly Risk Analysis: The ERMP requires both stress testing of financial results, as well as probability-based assessments of future financial projections. CPA continues to implement risk analysis tools to stress test financial results and validate potential hedging

[2] CPA's revenue model is currently maintained by a third-party consultant, MRW. That model is currently being transitioned to being maintained in-house.

transactions. These models continue to be built out and refined, with summer and summer-adjacent months currently under examination.

- Quarterly Board Report: Subject of this report.

F. Delegation of Authority

All executed transactions during the current period have been approved consistent with the Delegation of Authority outlined in Section 5 of the ERMP.

G. Limit and Other Compliance Violations

The ERMP requires that transaction volumes should not be executed that exceed the requirements of meeting CPA's load (energy and capacity), renewable and/or carbon free energy requirements. The ERMP designates specific prompt-year (PY) up to prompt 5-year hedge targets for different product types. These targets are measured at the end of the quarter for the following prompt quarter, e.g. Q4 for prompt Q1. RMT reviewed the relevant quarterly hedge targets for 2021 and beyond and identified no policy deviations.

H. Training

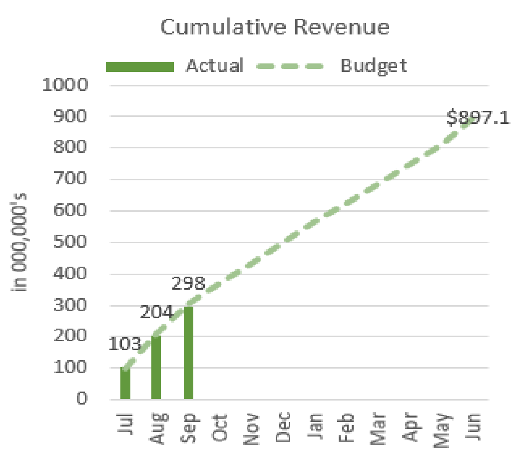
The ERMP acknowledges the importance of ongoing education as part of its risk management framework. Consistent with this, the ERMP outlines certain training requirements. All procurement and risk management staff, including the members of the RMT, were up to date on required training.

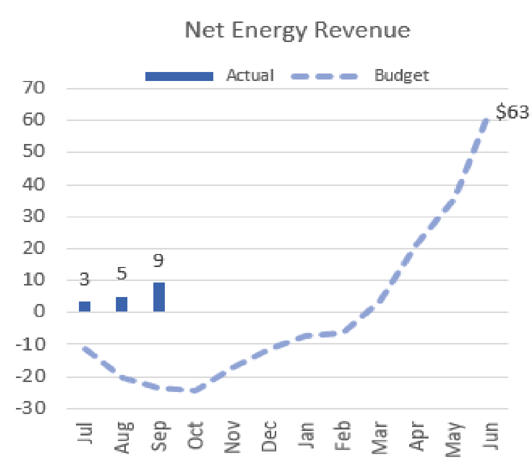
I. Hedging Strategy

CPA is compliant with the hedging strategy provided in Appendix A of the ERMP.

J. Financial Performance

CPA was ahead of budget for the first quarter of FY 2021-22 ending September 31, 2021 and expects to meet or exceed its budget targets for the fiscal year.





III. General Market Conditions

Pricing in Q3 2021 reflected summer temperature and load conditions, with relatively higher market prices and load than other quarters. However, Day Ahead energy market prices were lower than energy market forward prices used to set CPA 2021 rates and budget. There were no significant market events in Q3 2021.

Staff Report – Agenda Item 7

To:	Board of Directors
From:	Sherita Coffelt, Sr. Director, External Affairs
Approved by:	Ted Bardacke, Executive Director
Subject:	Q3 Communications Report
Date:	December 2, 2021

RECOMMENDATION

Receive and file.

MAJOR ACTIVITIES

The External Affairs (EA) team continues to advance and support many of the agency's programs and initiatives.

High Desert Solar + Storage Ribbon Cutting

Representatives of CPA, the Renewable Power Group within Goldman Sachs Asset Management and state and local elected officials gathered in Victorville to commemorate the commencement of a new Solar Plus clean energy contract that will provide 300,000 MWh of clean power each year to CPA, enough to power 46,904 local Southern California homes and businesses while avoiding 72,660 metric tons of greenhouse gas emissions. The EA team, led by Joseph Cabral and assisted by Karla Velazquez, coordinated with Goldman Sachs and the City of Victorville to plan and execute the event. The event included a tour of the vast High Desert facility, including the new battery storage equipment. It concluded with members of both organizations and invited guests performing the ceremonial ribbon-cutting in front of the solar panels.

Community Advisory Committee (CAC) Retreat

On Friday, Nov. 12, CPA staff hosted a virtual retreat for the CAC. There were discussions about energy product content, CPA's Diversity, Equity, and Inclusion efforts, leveraging community relationships and next year's work plan. Planning and execution of the virtual experience was led by Christian Cruz with the assistance of Karla Velazquez.

Default Rate Changes

During the months of September and November, EA staff worked with the cities of Agoura Hills, Calabasas, and Manhattan Beach to promote their transition to 100% Green as a default rate. CPA developed marketing and outreach plans and materials targeted to each city's customers to educate them about the change, the impact to the environment and to their bill, as well as their choices.

Two postcards were sent to customers in each municipality. Additionally, CPA created social media posts starting in August, an animated video, and facts sheets. Member agencies were provided these materials, as well as a news release template to promote the default change.

Visits to the website spiked after each postcard and the webpage for "rate options" and "opt outs" were in the top five most visited webpages during this time. This validates that the materials worked to drive customers to learn more about the default changes. Overall, approximately one percent of customers have opted out of CPA as a result of the change.

Calpine Community Reinvestment Grant

The EA Team worked with member agencies and CBOs to promote Calpine's Community Reinvestment Grant. EA team member Shervan Sebastian led the organic and paid efforts to ensure this opportunity was promoted throughout the CPA service area. Through this grant program, Calpine Energy Solutions, CPA's billing and customer support manager, invests 2% of the value of its contract with CPA back into the CPA service area. The grants are awarded to non-profits that advance energy-related engagement, commitment to disadvantaged communities, energy equity and diversity programs and foster local green initiatives.

The Community Benefits Program application period took place from Tuesday, August 10, 2021, to Wednesday, September 15, 2021. Twenty-four applications were received, with eight applicants being awarded grants ranging from $8,000 to $12,518. In all, the program awarded over $75,000 in grants. This program is ongoing. To learn about all winners and how to sign up to be notified the next time funds are available, please visit cleanpoweralliance.org/calpinegrant.

Power Share Enrollment

The EA Team continues to work with the Programs team to promote Power Share. There are now nearly 1,800 customers enrolled in the program.

During the quarter, the team combined paid advertising, direct mail, targeted emails, and an optimized website experience that gives customers the option to send themselves a reminder email to sign-up later if they do not have their account number available. In October, the marketing team led by Astrid Raimondo launched a targeted in-language Spanish advertising and outreach campaign in Ventura County to increase sign-ups in that region.

Arrearage Management Program (AMP) Enrollment

AMP is a debt forgiveness program for customers with at least $500 in past due electric bills with some portion at least 90 days past due. After making twelve on-time payments, a customer can have up to $8,000 forgiven. To promote the program to eligible customers, CPA has engaged Calpine to provide outbound calling services from CPA's call center. So far, there are 3,874 customers enrolled in AMP, representing approximately 26% of the 14,762 customers eligible. Eligible customers have approximately $8.8 million outstanding; enrolled customers have billings of more than $2.2 million that CPA is on track to recover.

External Affairs Metrics

In addition to tracking progress and outcomes from projects mentioned above, the EA Team monitors website and social media metrics on a weekly basis to measure and optimize performance. The team tracks the trends as represented in the Metrics Dashboard, which is attached to this report. The spikes seen are often attributed to proactive marketing or communications activities in support of the agency's many initiatives and programs. Some campaigns this quarter that drove activity and engagement included, Default Rate Changes, Power Share Marketing, and the Calpine Community Reinvestment Grant.

Website

There have been more website visits to date during the fourth quarter than any other quarter this year. That can be attributed to the default rate change driving traffic to the CPA website, as well as ongoing Power Share marketing campaigns, job openings, and contracting opportunities. In addition to more visits, the visitors are staying longer which is represented in the Dashboard in the graph titled “Average Session Duration.”

Twitter

After increasing the amount of content the team is sharing with our followers on Twitter and running a paid Followers campaign, this quarter the number of followers on Twitter has increased by 15%, or about 130 new followers this quarter. As a comparison, Between May and September of this year, the agency gained only 50 followers.

Facebook

Facebook engagement peaked in July as the agency launched the CALeVIP program and participated in Flex Alerts. Since then, staff has increased the amount of content substantially. Staff is looking to increase the engagement rate through contests, tagging partners and developing content specifically for each platform instead of repurposing content for all three platforms. The upcoming campaigns for the TOU transition and the Power Response program provide an opportunity to engage with our followers on topics with broad impact and appeal.

LinkedIn

LinkedIn continues to be the strongest social media channel in terms of growth in the numbers of followers. This can be attributed to interest in CPA’s job openings as well as a steady stream of content at least three times a week. LinkedIn also provides an opportunity to tag member agencies, project partners and team members which contributes to visibility for the CPA account.

Earned Media

The value of media coverage and organic social media content is tracked and measured in the Earned Media Metrics. The team uses a media monitoring tool which assigns value to activities based on audience numbers, followers, and engagement. This number has grown from the last quarter. However, the sentiment, or tone of the coverage, is not as positive due to a neutral radio story about the retiring of certain legacy TOU rates.

LOOKAHEAD

In the next quarter, the EA team will support the launch of the Power Response program, the transition of residential rates to Time of Use, new facility promotions and/or events, as well as the implementation of Phase 2 of the website redesign.

ATTACHMENT

1. External Affairs Metrics

Item 7.1: External Affairs Metrics

September – November 2021

External Affairs Dashboard

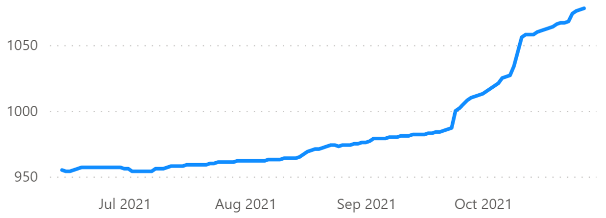
Measuring our performance

Metrics	Q1 (Jan – Mar)	Q2 (April – June)	Q3 (July – Sept)	Q4 to date
Power Share (enrollments)	83/6300 goal	463/6300 goal	1006/6300	1800/6300
Arrearage Management Program (AMP)	400 enrollments; $150,000 in billing	1,824 enrollments; $866,926.78 in billing	4,156 enrollments; $2.1 million in billing	3,874 enrollments; $2.2 million in billing
Website Traffic	53,944 views	69,210 views	87,239 views	88,070 views
Social Media Engagement Rate	4.2%	6.1%	31%	39.5%
Newsletter open rate	33%	29.5%	27.6%	31.5%
PR Impressions & Ad Value	638,000,000 impressions $4.1 million ad value	200,000,000 impressions $2.6 million ad value	53,500,000 impressions half million ad value	381,176,638 impressions $3.8 million ad value

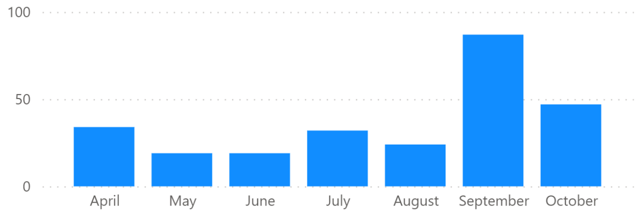
Social Media Metrics

Twitter

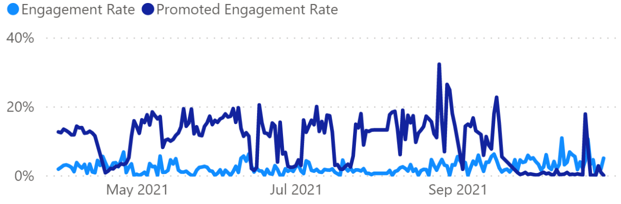
Followers by Date



Tweets published by Month

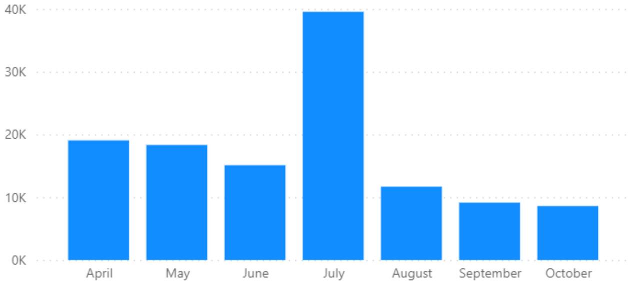


Engagement Rate and Promoted Engagement Rate by Date

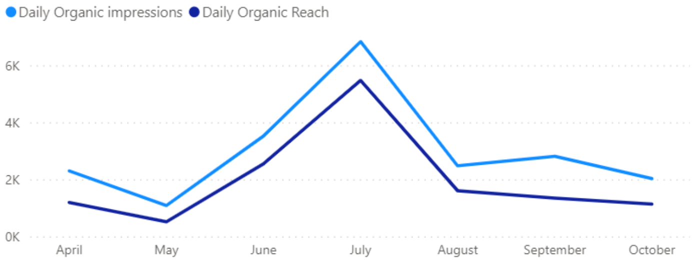


Facebook

Daily Page Engaged Users by Month



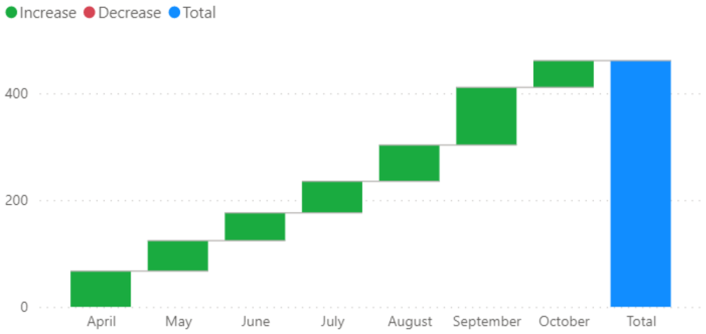
Daily Organic impressions and Daily Organic Reach by Month



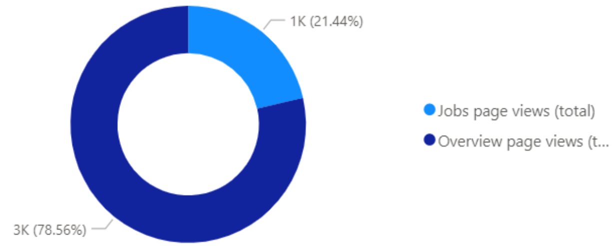
LinkedIn

Total Followers

Total followers by Month



Jobs page views (total) and Overview page views (total)

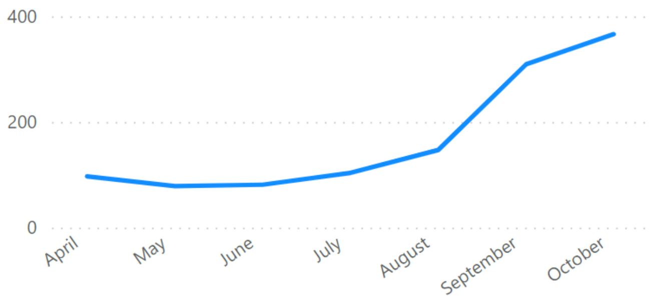


Website Metrics

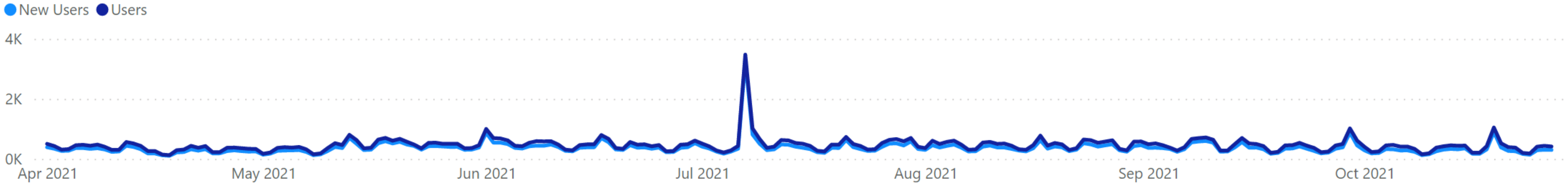
Website

4/1/2021 10/27/2021

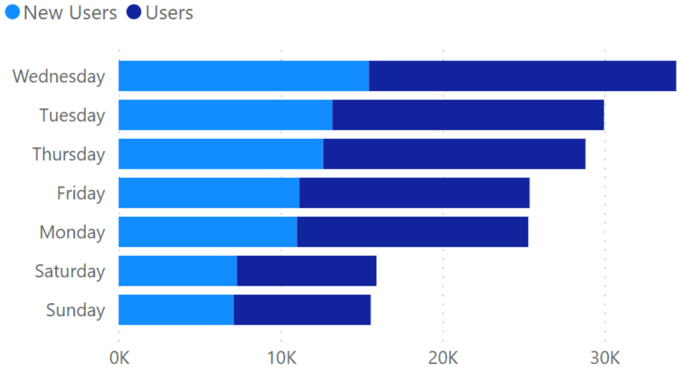
Average Session Duration



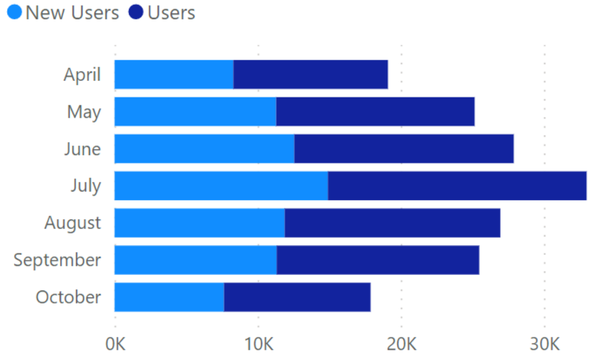
New Users and Users by Day Index



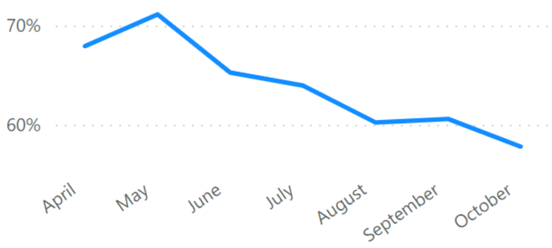
Users by Day



Users by Month



Average of Bounce Rate by Month

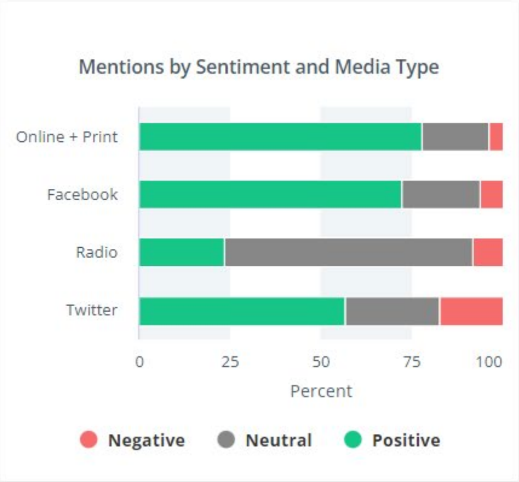


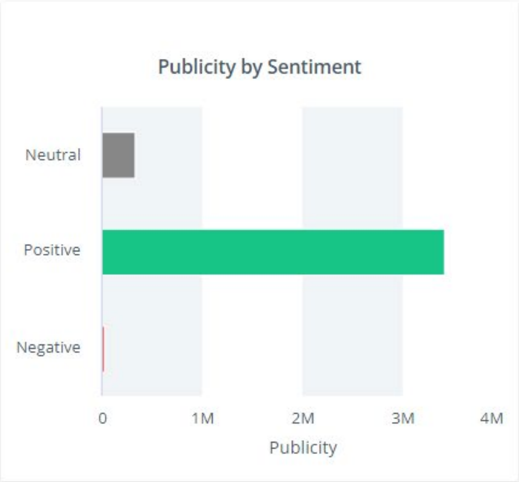
Earned Media

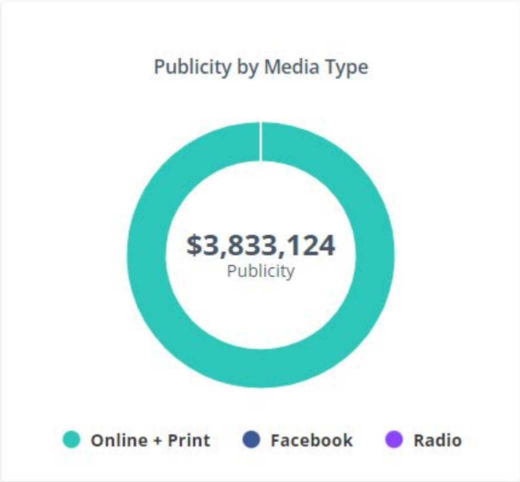
EA Quarterly Report 8-26-21 to 11-16-21

CLEAN POWER ALLIANCE
Locally powered energy innovation.

Mention Analytics







Total Radio Audience
1,512,628

Total Publicity Value
USD $918

Total Online + Print Audience
376,469,260

Total Online + Print Publicity
USD $3,832,206

Total Social Followers
3,194,750

Q1 2022 Look ahead

In addition to day-to-day duties such as social media, newsletters, media inquiries, public meeting, speech and presentation support -- the EA team is concentrating on many key upcoming initiatives.

January

- Power Response launch
- Begin implementation of Phase 2 of website redesign

February

- TOU transition begins
- Direct mail to AMP customers

March

- New facility event
- Power Ready launch
- EV Charger incentives – LA County launch event

Staff Report – Agenda Item 8

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:	December 2, 2021

RECOMMENDATION

Receive and file.

CAC 2021 Retreat

On Friday, November 12th, the CAC held a retreat that offered an opportunity for CAC members to take a deep dive into issues of importance as identified by the CAC and discuss shared goals and perspectives. Focus topics included the following:

- Long-Term Energy Portfolio Content Options
- Breakout: Leveraging Networks, Advocacy, and Empowering CAC Members
- CPA Diversity, Equity, and Inclusion Plan
- CAC 2021-2022 Work Plan

This board report is dedicated to summarizing the retreat, the feedback that CAC provided as well as next steps.

SESSION 1: Long-Term Energy Portfolio Content Options

The CPA Board approved Energy Portfolio Content for CY 2021 and 2022 that reduced overall renewable portfolio content compared to prior years to offset rising customer costs with Energy Portfolio Content in 2021/2022 already determined. As such, CPA will need to decide on product content for 2023 and beyond. Additionally, there will be the need for more long-term planning (10+ years) as 2022 Integrated Resources Plan (IRP) modelling is underway and more of CPA's load is being met by long-term Power Purchase Agreements (PPAs).

The Board will receive a presentation on the topic at its December 2, 2021 meeting.

CAC members urged CPA staff to consider moving Lean customers to the Clean tier, while also helping communities to get to 100% Green through financial incentive programs or different rate structures or tariffs. CAC members also noted, it is important to look at a product that is not a drag on meeting state mandates, nor have a negative impact on CPA financial strength. Additionally, the CAC encouraged CPA to be aggressive in meeting state mandates early to then be able to spend more of its focus on continuing to make significant investments within CPA member communities. Finally, the CAC would like to see the agency take a leadership position in environmental performance to differentiate itself from typical utilities.

BREAK OUT SESSION

During the retreat, the CAC divided into two breakout groups to discuss best practices on leveraging networks, leveraging advocacy as a tool in decision-making process, and empowering CAC members to connect with their communities on complex issues and programs.

The CAC provided extensive feedback during the breakout session, some of which included:

- CAC members would like to participate in community forums and work with local chambers of commerce to promote CPA programs and initiatives.
- CAC members would like to encourage customers at a lower tier to opt-up to 100% Green.
- CAC members would like staff to find other mechanisms for CAC members to communicate with customers.
- CAC members would like staff to begin to integrate an education piece about clean renewable energy to highlight what CPA is trying to accomplish, which will help

customers understand that clean energy will have a direct positive impact on their welfare.

- CAC members would like staff to partner with organizations that highlight programs and benefits that are specifically related to utility bills, especially in low-income communities.

SESSION 2: CPA Diversity, Equity, and Inclusion (DEI) Plan

In the last few months, CPA has put together a cross-functional team charged with developing a draft DEI plan and compiling CPA's first SB 255 Supplier Diversity Report and Action Plan. The DEI Plan addresses three key areas for impact:

- Supplier diversity
- Program and community investments
- Internal DEI

As such, through the draft DEI Plan, CPA staff seeks to develop and ensure our staff composition reflects the diversity of the communities we serve at all levels of the organization and promote equitable economic development, resilience, and empowerment of racially and socio-economically diverse customers. CPA will continue to use its market position and purchasing power to support growth and equitable opportunities for diverse, small, and local businesses, including businesses with racially and socio-economically diverse ownership, workforces, and subcontractors.

During this session, the CAC was asked to provide initial feedback on the following:

- DEI Accountability mechanisms (I.e., internal monitoring, departmental review, external reporting, dedicated DEI staffing, etc.)
- Community engagement (I.e., community convenings, collaborative projects, CBO Grants, stakeholder survey's, etc.)
- CAC roles (I.e., connect staff with key stakeholders, amplify CPA messaging, review and provide input to staff and Board.)

The CAC noted that having dedicated staff for DEI would be ideal, as well as having CPA focus on the most substantive/impactful portions of the initial DEI plan to ensure we go beyond just "checking a box" to meet the standards of SB 255. This would mean creating a tool that implements the tracking of testimonials, achievements, staff diversity, etc. The CAC further advised CPA to look further into supplier equity and review hiring practices, such as targeted hiring in Disadvantaged Communities (DACs). In addition, the CAC encouraged CPA to be intentional about DEI not just with focus on data driven information, but also include within the plan mechanisms that consider the inclusivity of CPA culture. Finally, the CAC requested that CPA staff review small business capacity buildings and assist these businesses qualify for the CPUC clearing house, allowing them to be eligible to work with CPA.

SESSION 3: CAC 2021-2022 Work Plan

Beginning in June 2020, at the request of CAC members, staff conducted a series of three visioning sessions with the CAC Chair and Vice Chairs aimed at setting CAC priorities and expectations for 2020-2021. CAC members shared individual and regional perspectives reflecting the priorities of their respective communities.

Staff synthesized input into a workplan framework adopted by the CAC in September 2020. During the retreat, CAC members initiated a discussion to revisit the workplan in a way that allowed each sub-region representative to engage in an interactive discussion on CPA programs, initiatives and other key items.

During this session, the CAC provided feedback the role of the committee and its members. The CAC members noted that the vision for the CAC should focus more long-term on how best to connect communities and cultivate relationships with organizations and youth with the work CPA is doing. The CAC also noted that, a large role of the CAC is to provide feedback and context on critical issues and ideas. In addition to providing direction on industry best practices to help CPA advance their goals, also ensuring that CPA supports the CAC as they connect with their community members. Additionally, the CAC noted that as the Committee has evolved it has become clear that it should continue to identify issues, provide input, and engage in meaningful community outreach. Finally, the CAC members requested that a work plan working group of a subset of CAC members be convened, so that they can better refine what should be included or removed in the new work plan and bring it to the CAC for final review and adoption.

ATTACHMENTS

1) CAC Meeting Attendance

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

Major Action Items and Presentations

January
Executive Director Update
Power Share Program Update
Reserve Policy Amendment

February
Executive Director Update
CALeVIP Update
2021 Legislative Priorities Preview

March
Vice Chair Nominations
2021 Energy Portfolio Mix and
Rate Scenarios
2021 CPA Lobby Day Update

April
Vice Chair Election
2021 Rate Setting Options
FY 2021/2022 Budget Priorities

May
Power Share CS-GT RFO
Rate Change Communication Strategy

June
DEI Planning Update
Legislative Update

July
Net Energy Metering 3.0

August
Legislative and Regulatory Update
Power Response Update

September (Dark)
October (Dark)

November
Long-Term Content
DEI Plan
2021-2022 Work Plan

Staff Report – Agenda Item 9

To:	Clean Power Alliance (CPA) Finance Committee
From:	David McNeil, Chief Financial Officer
Approved by:	Ted Bardacke, Executive Director
Subject:	Fiscal Year 2020/21 Audited Financial Statements and FY 2021/21 Q1 Financial Results
Date:	December 2, 2021

RECOMMENDATION

Receive presentation on Fiscal Year (FY) 2020-2021 Audited Financial Statements, FY 2020-2021 Budget to Actual Report, and FY 2021-2022 Q1 Financial Results.

BACKGROUND

Each year CPA publishes fiscal year-end financial statements. Staff is responsible for the preparation and fair presentation of the financial statements. CPA's Bylaws require the Finance Committee to select an independent auditor to perform a financial audit of the accounts of CPA on an annual basis. The independent auditor performs tests to assure that the financial statements are free from material misstatement.

In May 2021, the Finance Committee selected Baker Tilly to perform an audit of CPA's FY 2020-21 financial statements. On November 24, Baker Tilly reported its finding to the Finance Committee which included a 'clean' audit opinion.

The FY 2020-21 Financial Statements (Attachment 1) consist of the following:

- Independent Auditors' Report (Auditors' Report)
- Management's Discussion and Analysis
- Financial Statements – Statements of Net Position, Revenues and Expenses and Changes in Net Position, Statements of Cash Flows

- Notes to the Financial Statements

On September 30, 2021, CPA completed the first quarter of its Fiscal Year 2021-22. Highlights of the Financial Report for first quarter ending September 30, 2021 (Attachment 4) are presented below.

DISCUSSION

FY 2020-21 Financial Statements

Auditors' Report

The Auditors' Report includes its opinion that CPA's FY 2020-21 Financial Statements "present fairly, in all material respects, the financial position of Clean Power Alliance of Southern California as of June 30, 2021 and 2020, and the respective changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America". The Auditors' Report contains what is generally regarded as an unqualified or "clean" audit opinion.

Financial Highlights

- CPA faced challenges in FY 2020-21 arising from extreme heat events in the summer of 2020 increased costs to procure electric capacity to meet regulatory requirements associated with the Resource Adequacy program, and the impacts of slowing customer payments and increasing bad debt expense arising from the Covid-19 induced economic recession and associated moratorium on disconnections and late payment fees mandated by the CPUC.
- CPA was able to meet its financial objectives by transferring $27 million of deferred revenues accumulated in the prior year (and held in the Fiscal Stabilization Fund) to revenues in FY 2020-21 consistent with its Fiscal Stabilization Fund Policy.
- CPA's financial results also benefited from the application of CPA's $15.8 million California Arrearage Payment Program (CAPP) allocation to eligible past due balances for the purpose of calculating bad debt expense. This adjustment reduced bad debt expense by approximately $8 million.
- CPA increased its net position by $27.6 million or 3.4% of revenues.

- As of June 30, 2021, CPA had no outstanding loans or bank debt and apart from the issuance of a $147,000 letter of credit, CPA's $37 million line of credit was unutilized.
- The financial results comply with CPA's credit covenants.

Key financial metrics and additional analysis of FY 2020-21 results are presented in the Presentation of FY 2020-21 Financial Results (Attachment 4).

FY 2020-21 Budget to Actual Report

The FY 2020-21 Budget to Actual Report compares actual results for the 12 months ending June 30, 2021, with the FY 2020-21 Budget as amended by the Board at its May 26, 2021 meeting. Budget to Actual highlights include:

- Operating revenues less energy cost (gross margin) was $810k below the Amended Budget due to above-normal temperatures in summer of 2020 which required CPA to serve load at high spot market prices, higher electric capacity (Resource Adequacy) costs, deliveries of renewable energy in the spring of 2021 that exceeded budget estimates, and lower than budgeted Congestion Revenue Rights (CRR) revenue.
- Operating expenses were 23% under the Amended Budget primarily due to non-utilization of contingencies, conservative use of funds, delays occupying the new office due to COVID-19 health risks, and lower than budgeted distribution of local program incentives. Staffing was 16% under the Amended Budget as a result of the competitive job market and staff departures.
- Energy costs exceeded the Amended Budget by 0.85% largely due to the deliveries of renewable energy in the spring of 2021 that exceed budget estimates.
- CPA finished the year within Budget limits for all operating expense items established by the Amended Budget.

Additional analysis of Budget to Actual results, including a comparison of actual FY 2020-21 results with the FY 2020-21 Amended Budget appears in the Presentation of FY 2020-

21 Financial Results (Attachment 4).

FY 2021-22 1st Quarter Financial Results

CPA had a strong 1st Quarter of its fiscal year. Details are provided in Attachment 3. Highlights include:

- A gain of $9.2 million, $41.5 million above a budgeted net loss of $32.5 million for the first quarter.
- Revenue for the quarter was slightly lower than budget due to cooler than normal weather in coastal areas of CPA's service territory and higher than budgeted bad debt expense. Cost of energy was favorably impacted by lower than budgeted energy use, CAISO spot market prices that were significantly lower than energy forward prices that were used for budgeting purposes, and the absence of significant heat events or price spikes in CPA's service area. Operating costs were lower than budget due to lower than budgeted customer programs costs and the non utilization of contingencies.
- As of September 30, 2021 CPA had $53 million in unrestricted cash and cash equivalents, and $80 million available on its bank line of credit. In August 2021 CPA received proceeds of a $30 million term loan from the County of Los Angeles. In September 2021 CPA opened an $80 million line of credit with JPMorgan Chase expiring in November 2023. The JPMorgan borrowing facility replaced CPA's $37 million borrowing facility with River City Bank.
- CPA is in compliance with its bank and other credit covenants and is in sound financial health.

Summary

CPA's financial results for the year ending June 30, 2021 reflected the challenges of both the COVID-19 pandemic and climate change, but financial objectives were still achieved. CPA recorded strong financial results in the first quarter of FY 2021-22. The $9.2 million gain in the first quarter was $41.5 million above a budgeted net loss for the first quarter of $32.5 million. Financial results were favorably impacted by mild weather conditions which resulted in energy costs that were 14% below budget.

CPA is in sound financial health and is well positioned to serve its customers and deliver on its mission.

ATTACHMENTS

1) FY 2020-21 Audited Financial Statements
2) FY 2020-21 Budget to Actual Report
3) FY 2021-22 1st Quarter Financial Results
4) Presentation of FY 2020-21 Financial Statements & FY 2021-22 1st Quarter Financial Results

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

Basic Financial Statements with Independent Auditor's Report

For the Fiscal Years Ended June 30, 2021 and 2020

TABLE OF CONTENTS

Independent Auditors' Report

To the Board of Directors of
Clean Power Alliance of Southern California

Report on the Financial Statements

We have audited the accompanying financial statements of Clean Power Alliance of Southern California, as of and for the years ended June 30, 2021 and 2020, and the related notes to the financial statements, which collectively comprise the Clean Power Alliance of Southern California's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Clean Power Alliance of Southern California's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Clean Power Alliance of Southern California's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Clean Power Alliance of Southern California as of June 30, 2021 and 2020, and the respective changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis as listed in the table of contents be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Baker Tilly US, LLP

Madison, Wisconsin
November 17, 2021

The Management's Discussion and Analysis provides an overview of Clean Power Alliance of Southern California's (CPA) financial activities as of and for the years ended June 30, 2021, and 2020. The information presented here should be considered in conjunction with the audited financial statements.

Contents of this Report

This report is divided into the following sections:

- Management's Discussion and Analysis.

- The Basic Financial Statements include:

    - The *Statements of Net Position* which include all of CPA's assets, liabilities, and net position and provide information about the nature and amount of resources and obligations at a specific point in time.

    - The *Statements of Revenues, Expenses, and Changes in Net Position* which report all of CPA's revenue and expenses for the years shown.

    - The *Statements of Cash Flows* which report the cash provided and used by operating activities, as well as other sources and uses, such as non-capital financing activities.

    - Notes to the Basic Financial Statements, which provide additional details and information related to the Basic Financial Statements.

BACKGROUND

CPA was formed pursuant to California Assembly Bill 117 which enables communities to purchase power on behalf of their residents and businesses and creates retail choice for electric generation services.

CPA, formerly Los Angeles Community Choice Energy (LACCE), was created as a California Joint Powers Authority on June 27, 2017. CPA was established to study, promote, develop, conduct, operate and manage energy programs in Southern California. Governed by an appointed board of directors (Board), CPA has the authority to set rates for the services it furnishes, incur indebtedness, and issue bonds or other obligations. CPA acquires electricity from commercial suppliers and delivers it through existing physical infrastructure and equipment managed by the California Independent System Operator (CAISO) and Southern California Edison (SCE).

The parties to CPA's Joint Powers Agreement consist of local governments whose governing bodies elect to join CPA. Pursuant to the Public Utilities Code, when new parties join CPA, all electricity customers in its jurisdiction, with the exception of customers served under California's Direct Access Program, automatically become default customers of CPA for electric generation, provided that customers are given the option to "opt out".

CPA began operations by serving approximately 1,800 municipal and commercial accounts in February 2018. In June 2018, it enrolled approximately 28,000 municipal and commercial accounts. In February 2019, CPA enrolled approximately 900,000 residential customer accounts. In May 2019, CPA enrolled approximately 100,000 commercial accounts. CPA enrolled approximately 4,000 residential and commercial accounts from Westlake Village during June 2021.

CPA's goal is to provide customers with competitively priced and affordable electricity with high renewable energy content and low greenhouse gas emissions. CPA offers its customers three electricity services to choose from: Lean Power, Clean Power and 100% Green Power. Lean Power provides 40% carbon free energy content, Clean Power provides 50% clean power (40% renewable content and 10% hydroelectricity) and 100% Green Power provides 100% renewable energy content.

Financial Reporting

CPA presents its financial statements as a governmental enterprise fund under the economic resources measurement focus and accrual basis of accounting, in accordance with Generally Accepted Accounting Principles (GAAP) for proprietary funds, as prescribed by the Governmental Accounting Standards Board (GASB).

FINANCIAL HIGHLIGHTS

The following table is a summary of CPA's assets, liabilities, deferred inflows of resources and net position, and a discussion of significant changes for the fiscal years (FY) ending June 30:

	2021	2020	2019
Current assets	$ 225,858,032	$ 185,855,666	$ 142,619,616
Noncurrent assets			
Capital assets, net	489,912	97,388	35,948
Other noncurrent assets	88,875	188,710	128,000
Total assets	226,436,819	186,141,764	142,783,564
Current liabilities	145,406,977	109,893,729	97,158,978
Noncurrent liabilities	6,800,543	2,662,400	29,635,608
Total liabilities	152,207,520	112,556,129	126,794,586
Deferred inflows of resources	-	27,000,000	-
Net position			
Investment in capital assets	489,912	97,388	35,948
Restricted for collateral	3,614,700	4,897,000	7,952,000
Unrestricted (deficit)	70,124,687	41,591,247	8,001,030
Total net position	$ 74,229,299	$ 46,585,635	$ 15,988,978

Current Assets

Current assets were approximately $225,858,000 at the end of FY 2020-21 and are mostly comprised of $58,192,000 of cash and cash equivalents, $88,224,000 of accounts receivable, $55,899,000 of accrued revenue, $4,188,000 of prepaid expenses, $13,327,000 in deposits and $3,615,000 in restricted cash.

Current assets were approximately $185,856,000 at the end of FY 2019-20 and are mostly comprised of $56,159,000 of cash and cash equivalents, $65,532,000 of accounts receivable, $49,193,000 of accrued revenue, $6,346,000 of prepaid expenses, $3,233,000 in deposits and $4,897,000 in restricted cash.

Total current assets increased as of June 30, 2021 compared to the prior year, particularly accounts receivable, accrued revenue and deposits. The combined total of accounts receivable and accrued revenue increased year over year due to an electric rate increase that came into effect in May 2020 and slowing customer payments arising from the Covid-19 induced recession and a moratorium on customer disconnections and late payments fees mandated by the California Public Utilities Commission (CPUC). Deposits increased year over year as a result of collateral postings made to the CAISO pursuant to its operating rules for Scheduling Coordinators. CPA became a Scheduling Coordinator during FY 2020-21. Restricted cash decreased pursuant to credit and security agreements.

In FY 2019-2020, CPA deposited funds in the California Local Agency Investment Fund (LAIF) in order to diversify where its funds are held and to earn interest on its unused funds pursuant to its Board-approved Investment Policy. Funds held at LAIF are included in unrestricted cash and cash equivalents.

Total current assets increased as of June 30, 2020 compared to the prior year, particularly cash and cash equivalents, prepaid expenses and deposits. Restricted cash decreased pursuant to credit and security agreements.

Current Liabilities

Current liabilities consist mostly of the cost of electricity delivered to customers that is not yet due to be paid by CPA to its suppliers and security deposits from energy suppliers. Other components include trade accounts payable, taxes and surcharges due to governments, and various other accrued liabilities. Unearned program funds represent funds for customer programs received from the CPUC and not yet spent.

Total current liabilities increased as of June 30, 2021 compared to the prior year, particularly accounts payable, accrued cost of electricity, unearned program funds and security deposits from energy suppliers. Accounts payable and accrued cost of electricity increased as a result of increased operating and energy costs. Security deposits from energy suppliers increased as a result of collateral and other security postings made pursuant to energy supply agreements. Unearned program funds increased due to the launch of CPA's Power Share Program. CPA repaid a loan from the County of Los Angeles in September 2020.

Total current liabilities increased as of June 30, 2020 due to increased energy costs related to new customer enrollments that occurred in FY 2020-19.

Noncurrent Liabilities

Noncurrent liabilities increased as of June 30, 2021 from the prior year as a result of collateral postings made by energy suppliers pursuant to energy supply agreements.

Noncurrent liabilities decreased as of June 30, 2020 as a result of repayment of loans from River City Bank and the reclassification of the loan from the County of Los Angeles as a current liability.

Deferred Inflows of Resources

In FY 2019-20 CPA deferred revenue of $27,000,000 to the Fiscal Stabilization Fund pursuant to CPA's Board approved Fiscal Stabilization Fund Policy. Fiscal Stabilization Fund balances may be used when financial results are negatively impacted by uncontrollable events as described in the Policy. Deferring revenue reduces the likelihood of unplanned rate changes that would be necessary to meet CPA's financial objectives.

In FY 2020-21 CPA used $27 million in the Fiscal Stabilization Fund to offset increased costs arising from extreme heat events that occurred in August and September 2020 and increased costs to procure electric capacity to meet regulatory requirements associated with the Resource Adequacy program, and address slowing customer payments arising from the Covid-19 induced recession and the moratorium on customer disconnections and late payment fees mandated by the CPUC.

Revenues and Expenses

The following table is a summary of CPA's results of operations and a discussion of significant changes for the years ending June 30:

	2021	2020	2019
Operating revenues	$ 824,104,492	$ 752,070,114	$ 253,919,018
Interest income	227,842	361,022	121,962
Total income	824,332,334	752,431,136	254,040,980
Operating expenses	796,554,063	721,593,329	235,128,858
Nonoperating expenses	134,607	241,150	246,304
Total expenses	796,688,670	721,834,479	235,375,162
Change in net position	$ 27,643,664	$ 30,596,657	$ 18,665,818

Total Income

Operating revenues arise from electricity sales to customers and transfer of proceeds from the Fiscal Stabilization Fund. CPA reports electricity revenues net of an allowance for uncollectable accounts as described in the Notes to the Financial Statements.

Operating revenues increased to approximately $824,104,000 in FY 2020-21 from $752,070,000 in FY 2019-20. Revenue increased as a result of a rate increase that occurred in May 2020, higher customer electricity usage resulting primarily from an increase in the frequency and severity of heat events, and transfers from the Fiscal Stabilization Fund. Revenues were reduced in FY 2020-19 by approximately $1,419,000 of bill credits provided to customers through CPA's Covid-19 Bill Assistance Program.

Operating revenues increased in FY 2019-20 from the prior year as a result of new customer enrollments that occurred in FY 2019-20.

Year over year changes in interest income reflect average balances in interest-earning accounts.

Total Expenses

Operating expenses include the cost of energy and electric capacity used to serve CPA's customers and meet its regulatory obligations, contracts with service providers, staff compensation and general and administrative expenses. Non-operating expenses consist primarily of interest and other expenses associated with CPA's credit agreement with River City Bank.

Operating expenses increased to approximately $796,554,000 in FY2020-21 from $721,593,000 in FY 2019-20. Electricity and service provider costs increased in FY 2020-21 as a result increased energy and resource adequacy costs. Staffing and general and administrative costs increased year over year as CPA hired staff and built out its operating capabilities.

Electricity costs and other operating expenses increased in FY 2019-20 from the prior year primarily as a result of the enrollment of new customers in FY 2019-20.

Change in Net Position

The change in net position represents the difference between total income and total expenses in a given fiscal year.

CPA's net position increased by $27,644,000 in FY 2020-21. CPA's net position increased by $30,597,000 in FY 2019-20 and by $18,665,000 in FY 2018-19.

CPA had a lower increase in net position in FY 2020-21 as compared to the prior year due to higher energy costs arising from extreme heat events in August and September 2020 and an increase in resource adequacy costs as described in the preceding paragraphs.

CPA had a greater increase in net position in FY 2019-20 as compared to the prior year due to the enrollment of new customers toward the end of FY 2019-20.

PURCHASE COMMITMENTS AND ECONOMIC OUTLOOK

During the normal course of business, CPA enters into various agreements, including renewable energy agreements and other power purchase agreements to purchase power and electric capacity. CPA enters into power purchase agreements in order to comply with state law and voluntary targets for renewable and greenhouse gas (GHG) free products. California law established a Renewable Portfolio Standard (RPS) that requires load-serving entities, such as CPA, to gradually increase the amount of renewable energy they deliver to their customers.

PURCHASE COMMITMENTS AND ECONOMIC OUTLOOK (continued)

In October 2015, the California Governor signed SB 350, the Clean Energy and Pollution Reduction Act of 2015, into law. SB 350 became effective January 1, 2016 and increases the amount of renewable energy that must be delivered by most load-serving entities, including CPA, to their customers from 33% of their total annual retail sales by the end of the 2017-2020 compliance period, to 50% of their total annual retail sales by the end of the 2028-2030 compliance period, and in each three-year compliance period thereafter, unless changed by legislative action.

In September 2018, the California Governor signed SB 100, the 100 Percent Clean Energy Act of 2018, into law. SB 100 increases the amount of renewable energy that must be delivered by most load-serving entities, including CPA, to their customers to 60% of their annual retail sales by the end of the 2028-2030 compliance period. SB 100 also further establishes as state policy that eligible renewable energy resources and zero carbon resources supply 100 percent of all retail sales of electricity to California end-use customers and 100 percent of electricity procured to serve all state agencies by December 31, 2045.

SB 100 provides compliance flexibility and waiver mechanisms, including increased flexibility to apply excess renewable energy procurement in one compliance period to future compliance periods. SB 350 requires that for the 2021-24 compliance period, at least 65% of the procurement a retail seller, such as CPA, counts toward the renewables portfolio standard requirement of each compliance period shall be from its contracts of ten years or more in duration.

CPA enters into long term purchase agreements to bring new solar, wind and other renewable energy generating facilities on-line, to meet its regulatory RPS and GHG free targets, to accomplish its mission of providing renewable energy, reducing greenhouse gas emissions, serving its customers and managing energy market risks. CPA manages risks associated with these commitments by aligning purchase commitments with expected demand for electricity and assuring diversity of technologies, geographical locations, and suppliers.

Commitments under power purchase agreements increased to $5.3 billion as of June 30, 2021 from $2.68 billion as of June 30, 2020, consistent with CPA's Board approved Energy Risk Management Policy.

State and local governments in California have taken actions to address the Covid-19 pandemic that are impacting Clean Power Alliance, most notably Governor Newsom's Safer at Home order requiring all individuals living in the State of California to stay home, with certain exceptions.

CPA is conducting its work from home consistent with its business contingency protocol. Apart from staff working remotely, CPA's internal operations have not been affected by the pandemic. CPA has not received any notifications from its bank or suppliers that would impact operations, its ability to serve customers, or meet its compliance and other obligations as agreed.

PURCHASE COMMITMENTS AND ECONOMIC OUTLOOK (continued)

CPA is actively monitoring the impacts of COVID-19 and related events on its customers. Management believes the impacts of changing customer electricity usage are manageable.

Since March 4, 2020, California has been under a State of Emergency declaration as a result of the COVID-19 pandemic. In March 2020, SCE, CPA's billing and collections agent, temporarily suspended customer disconnections due to non-payment. On June 24, 2021 the CPUC issued a decision to address energy utility customer bill debt which requires utilities, including SCE, to automatically enroll residential and small business customers with eligible past due balances into Covid-19 relief payment plans. CPA is working closely with SCE's collections team and is closely monitoring customer payment performance.

Due to the economic impact of the COVID-19 pandemic many utility customers have accrued significant energy debt and face potential energy service disconnection if delinquent account balances are not resolved.

In response to the energy debt Californians are facing, the State Budget Act of 2021 appropriated $1 billion from the federal American Rescue Plan Act of 2021 to support the establishment of California Arrearage Payment Program (CAPP). CAPP is designed to provide financial assistance to active and inactive residential and commercial customer accounts reflecting delinquent balances incurred during the COVID-19 pandemic relief period covering March 4, 2020 through June 15, 2021. On November 2, 2021, California Department of Community Services and Development, which is administering the CAPP, issued Program Notice 2021-06-E2 in which it determined that CPA customers would be allocated $15,835,423 to be applied against eligible past due balances.

CPA's allowance for uncollectable accounts as of June 30, 2021 has adjusted to reflect the application of CAPP allocation to eligible customer past due balances. Management believes that the allowance for uncollectable accounts reflects a conservative estimate of customer non-payment and that CPA's cash flow and gross margins are sufficient to manage slowing customer payments.

Management intends to continue its conservative use of financial resources and expects to generate ongoing operating surpluses in future years.

REQUEST FOR INFORMATION

This financial report is designed to provide CPA's customers, creditors and other stakeholders with a general overview of the organization's finances and to demonstrate CPA's accountability for the funds under its stewardship.

Please address any questions about this report or requests for additional financial information to Chief Financial Officer, 801 S. Grand Avenue, Suite 400, Los Angeles, CA 90017.

BASIC FINANCIAL STATEMENTS

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

STATEMENTS OF NET POSITION

JUNE 30, 2021 AND 2020

	2021	2020
ASSETS		
Current assets		
Cash and cash equivalents	$ 58,192,268	$ 56,158,767
Accounts receivable, net of allowance	88,223,900	65,532,476
Accrued revenue	55,899,064	49,192,550
Market settlements receivable	-	147,873
Other receivables	2,413,053	348,545
Prepaid expenses	4,188,204	6,345,580
Deposits	13,326,842	3,232,875
Restricted cash	3,614,700	4,897,000
Total current assets	225,858,031	185,855,666
Noncurrent assets		
Capital assets, net of depreciation	489,912	97,388
Deposits	88,875	188,710
Total noncurrent assets	578,787	286,098
Total assets	226,436,818	186,141,764
LIABILITIES		
Current liabilities		
Accounts payable	4,784,147	2,303,802
Accrued cost of electricity	88,158,333	86,772,867
Other accrued liabilities	1,799,011	3,144,362
User taxes and energy surcharges due to other governments	5,329,099	4,959,748
Loans payable to County of Los Angeles	-	9,945,750
Security deposits from energy suppliers	43,738,400	2,767,200
Unearned program funds	1,597,986	-
Total current liabilities	145,406,976	109,893,729
Noncurrent liabilities		
Security deposits from energy suppliers	6,724,000	2,662,400
Deferred rent	76,543	-
Total noncurrent liabilities	6,800,543	2,662,400
Total liabilities	152,207,519	112,556,129
DEFERRED INFLOWS OF RESOURCES		
Fiscal Stabilization Fund	-	27,000,000
NET POSITION		
Investment in capital assets	489,912	97,388
Restricted for collateral	3,614,700	4,897,000
Unrestricted	70,124,687	41,591,247
Total net position	74,229,299	$ 46,585,635

The accompanying notes are an integral part of these financial statements.

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
OPERATING REVENUES		
Electricity sales for resale		
Electricity sales, net	$ 796,803,545	$ 774,817,064
Revenue transferred to/from Fiscal Stabilization Fund	27,000,000	(27,000,000)
Other revenue	300,947	4,253,050
Total operating revenues	824,104,492	752,070,114
OPERATING EXPENSES		
Cost of electricity	771,724,047	699,782,409
Contract services	16,738,699	16,680,152
Staff compensation	6,538,815	4,147,412
General and administration	1,552,502	983,356
Total operating expenses	796,554,063	721,593,329
Operating income	27,550,429	30,476,785
NONOPERATING REVENUES (EXPENSES)		
Interest income	227,842	361,022
Interest and related expenses	(134,607)	(241,150)
Total nonoperating revenues (expenses)	93,235	119,872
CHANGE IN NET POSITION	27,643,664	30,596,657
Net position at beginning of year	46,585,635	15,988,978
Net position at end of year	$ 74,229,299	$ 46,585,635

The accompanying notes are an integral part of these financial statements.

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers	$ 780,262,706	$ 809,341,073
Receipts from market settlements	7,968,638	32,509,649
Other operating receipts	53,143,513	9,316,250
Payments to suppliers for electricity	(776,509,011)	(737,502,580)
Payments for other goods and services	(18,012,874)	(16,945,753)
Payments for staff compensation	(6,442,770)	(4,023,375)
Tax and surcharge payments to other governments	(29,314,319)	(27,806,549)
Net cash provided (used) by operating activities	11,095,883	64,888,715
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
Loan proceeds	-	29,775,000
Principal payments on loan	(9,945,750)	(48,825,000)
Interest and related expense payments	(138,903)	(298,848)
Net cash provided (used) by non-capital financing activities	(10,084,653)	(19,348,848)
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Payments to acquire capital assets	(490,077)	(53,495)
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest income received	230,049	358,815
Net change in cash and cash equivalents	751,201	45,845,187
Cash and cash equivalents at beginning of year	61,055,767	15,210,580
Cash and cash equivalents at end of year	$ 61,806,968	$ 61,055,767
Reconciliation to the Statement of Net Position		
Cash and cash equivalents (unrestricted)	$ 58,192,268	$ 56,158,767
Restricted cash	3,614,700	4,897,000
Cash and cash equivalents	$ 61,806,968	$ 61,055,767

The accompanying notes are an integral part of these financial statements.

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		
Net operating income (loss)	$ 27,550,429	$ 30,476,785
Adjustments to reconcile operating income to net cash provided (used) by operating activities		
Depreciation expense	67,359	22,249
Revenue adjusted for allowance for uncollectible accounts	2,706,423	8,285,071
Expenses paid directly from loan proceeds		
(Increase) decrease in:		
Accounts receivable	(25,397,847)	(23,143,499)
Energy market settlements receivable	147,873	5,425,784
Other receivables	(2,066,715)	11,116
Accrued revenue	(6,706,514)	19,586,776
Prepaid expenses	2,157,376	(4,321,030)
Deposits	(9,994,132)	(3,293,585)
Increase (decrease) in:		
Accounts payable	2,140,042	(367,412)
Energy market settlements payable	8,063,431	-
Accrued cost of electricity	(6,307,468)	(2,278,770)
Other accrued liabilities	(1,264,512)	816,519
User taxes due to other governments	369,352	1,989,111
Loans payable	-	-
Fiscal stabilization fund	(27,000,000)	27,000,000
Supplier security deposits	45,032,800	4,679,600
Unearned program funds	1,597,986	-
Net cash provided (used) by operating activities	$ 11,095,883	$ 64,888,715

The accompanying notes are an integral part of these financial statements.

1. REPORTING ENTITY

Clean Power Alliance of Southern California (CPA) is a joint powers authority created on June 27, 2017. As of June 30, 2021, parties to its Joint Powers Agreement consist of the following local governments:

Counties	Cities	
Los Angeles	Agoura Hills	Ojai
Ventura	Alhambra	Oxnard
	Arcadia	Paramont
	Beverly Hills	Redondo Beach
	Calabasas	Rolling Hills Estates
	Carson	Santa Monica
	Camarillo	Sierra Madre
	Claremont	Simi Valley
	Culver City	South Pasadena
	Downey	Temple City
	Hawaiian Gardens	Thousand Oaks
	Hawthorne	Ventura
	Malibu	West Hollywood
	Manhattan Beach	Westlake Village
	Moorpark	Whittier

CPA is separate from and derives no on-going financial support from its members. CPA is governed by a Board of Directors whose membership is composed of elected officials representing the parties.

CPA's mission is to provide cost competitive electric services, reduce electric sector greenhouse gas emissions, stimulate renewable energy development, implement distributed energy resources, promote energy efficiency and demand reduction programs, and sustain long-term rate stability for residents and businesses through local control. CPA provides electric service to retail customers as a Community Choice Aggregation Program under the California Public Utilities Code Section (CPUC) 366.2.

Electricity is acquired from commercial suppliers and delivered through existing physical infrastructure and equipment managed by Southern California Edison (SCE).

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF ACCOUNTING

CPA's financial statements are prepared in accordance with generally accepted accounting principles (GAAP). The Governmental Accounting Standards Board (GASB) is responsible for establishing GAAP for state and local governments through its pronouncements.

CPA's operations are accounted for as a governmental enterprise fund and are reported using the economic resources measurement focus and the accrual basis of accounting – similar to business enterprises. Accordingly, revenues are recognized when they are earned, and expenses are recognized at the time liabilities are incurred. Enterprise fund type operating statements present increases (revenues) and decreases (expenses) in total net position. Reported net position is segregated into three categories – investment in capital assets, restricted, and unrestricted.

When both restricted and unrestricted resources are available for use, it is CPA's policy to use restricted resources first, then unrestricted resources as they are needed.

CASH AND CASH EQUIVALENTS

For purposes of the Statements of Cash Flows, CPA defines cash and cash equivalents to include cash on hand, demand deposits, and short-term investments. As of June 30, 2021 and 2020, cash and cash equivalents were held in various interest-earning and non-interest-earning accounts at River City Bank and in the California Local Agency Investment Fund (LAIF). Amounts restricted pursuant to security and lending agreements are included as cash and cash equivalents on the Statement of Cash Flows.

CAPITAL ASSETS AND DEPRECIATION

CPA's policy is to capitalize furniture and equipment valued over $5,000 that is expected to be in service for over one year. Depreciation is computed according to the straight-line method over estimated useful lives of three years for electronic equipment and seven years for furniture. Leasehold improvements are depreciated over the shorter of 1) the useful life of the leasehold improvement, or 2) the remaining years of the lease.

DEPOSITS

Deposits consist of collateral deposits required by CAISO and security deposits held by suppliers as required under certain energy contracts entered into by CPA. Deposits held by energy suppliers and the CAISO are classified as current or noncurrent assets depending on the length of time the deposits will be held.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

FISCAL STABILIZATION FUND

In September 2020, CPA created a Fiscal Stabilization Fund to allow CPA to defer revenue in years when financial results are strong to be used in future years when financial results are negatively impacted by uncontrollable events. In accordance with GASB 62, the amount recognized as an addition to the fund is shown as a reduction of operating revenues and reported on the statements of net position as a deferred inflow of resources. The amount recognized as a reduction to the fund is shown as an increase of operating revenues and reported on the statements of net position as a reduction in deferred inflow of resources.

CPA transferred $27,000,000 to the Fiscal Stabilization Fund for the year ended June 30, 2020. CPA transferred $27,000,000 from the Fiscal Stabilization Fund to revenue during the year ended June 30, 2021 consistent with its Fiscal Stabilization Fund Policy.

NET POSITION

Net position is presented in the following components:

Investment in capital assets: This component of net position consists of capital assets, net of accumulated depreciation and reduced by outstanding borrowings that are attributable to the acquisition, construction, or improvement of those assets. CPA did not have any outstanding borrowings as of June 30, 2021 and 2020 attributable to those assets.

Restricted: This component of net position consists of constraints placed on net asset use through external constraints imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments or constraints imposed by law through constitutional provisions or enabling legislation.

Unrestricted: This component of net position consists of net position that does not meet the definition of "investment in capital assets" or "restricted".

OPERATING AND NON-OPERATING REVENUE

Operating revenues include revenues derived from the provision of energy to retail customers. Electricity sales are reported net of changes to the allowance for uncollectable accounts. Other revenue consists of revenue that is not related to sales of electricity to CPA customers. Operating revenues are decreased (increased) by contributions to (distributions from) the Fiscal Stabilization Fund.

Interest income is considered "non-operating revenue".

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

REVENUE RECOGNITION

CPA recognizes revenue on the accrual basis. This includes invoices issued to customers during the reporting period and electricity estimated to have been delivered but not yet billed. Management estimates that a portion of the billed amounts will be uncollectible. Accordingly, an allowance for uncollectible accounts has been recorded. CPA's methodology used to calculate the allowance for doubtful accounts considers the impact of the recession, the suspension of customer electricity disconnections and the levy of late payment charges by SCE, and the application of California Arrearage Payment Program funding to eligible customer past-due accounts receivable balances.

OPERATING AND NONOPERATING EXPENSES

Operating expenses include the cost of sales and services, administrative expenses, and depreciation on capital assets. Expenses not meeting this definition are reported as non-operating expenses.

ELECTRICAL POWER PURCHASED

During the normal course of business, CPA purchases electrical power from numerous suppliers. Electricity costs include the cost of energy and capacity arising from bilateral contracts with energy suppliers as well as wholesale sales and generation credits, and load and other charges arising from CPA's participation in the CAISO's centralized market. The cost of electricity and capacity is recognized as "Cost of electricity" in the Statements of Revenues, Expenses and Changes in Net Position. To comply with the State of California's Renewable Portfolio Standards (RPS) and other product content targets, CPA acquires RPS eligible renewable energy evidenced by Renewable Energy Certificates (Certificates) recognized by the Western Renewable Energy Generation Information System (WREGIS). CPA obtains Certificates with the intent to retire them and does not sell or build surpluses of Certificates with a profit motive. CPA purchases capacity commitments from qualifying generators to comply with the California Energy Commission's Resource Adequacy Program. The goals of the Resource Adequacy Program are to provide sufficient resources to the CAISO to ensure the safe and reliable operation of the grid in real time and to provide appropriate incentives for the siting and construction of new resources needed for reliability in the future. CPA is in compliance with external mandates and self-imposed benchmarks.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

STAFFING COSTS

CPA pays employees semi-monthly and fully pays its obligation for health benefits and contributions to its defined contribution retirement plan each month. CPA is not obligated to provide post-employment healthcare or other fringe benefits and, accordingly, no related liability is recorded in these financial statements. CPA provides compensated time off, and the related liability is recorded in these financial statements.

SECURITY DEPOSITS FROM ENERGY SUPPLIERS

Various energy contracts entered into by CPA require the supplier to provide CPA with a security deposit. These deposits are generally held for the term of the contract or until the completion of certain benchmarks. Deposits are classified as current or noncurrent depending on the length of time the deposits will be held.

INCOME TAXES

CPA is a joint powers authority under the provisions of the California Government Code and is not subject to federal or state income or franchise taxes.

USER TAXES AND ENERGY SURCHARGES DUE TO OTHER GOVERNMENTS

CPA is required by governmental authorities to collect and remit user taxes on certain customer sales. These taxes do not represent revenues or expenses to CPA.

ESTIMATES

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

RECLASSIFICATIONS

Certain amounts in the prior-year financial statements have been reclassified for comparative purposes to conform to the presentation of the current-year financial statements.

3. CASH AND CASH EQUIVALENTS

As of June 30, 2021, CPA maintains its cash in both interest-earning and non-interest-earning bank accounts with River City Bank and in the California Local Agency Investment Fund (LAIF).

California Government Code Section 16521 requires banks to collateralize amounts of public funds in excess of the FDIC limit of $250,000 in an amount equal to 110% of deposit balances. CPA's Board approved Investment Policy requires that when managing Funds, CPA's primary objectives, in the following order of importance, shall be to (1) safeguard the principal of the Funds, (2) meet the liquidity needs of CPA, and (3) achieve a return on investment on Funds in CPA's control. Risk is monitored on an ongoing basis.

CPA maintains cash with LAIF, managed by the State Treasurer, for the purpose of increasing interest earnings through pooled investment activities. These funds are not registered with the Securities and Exchange Commission as an investment company but are required to be invested according to the California State Code. Participants in the pool include voluntary and involuntary participants, such as special districts and school districts for which there are legal provisions regarding their investments. The Local Investment Advisory Board (LIAB) has oversight responsibility for LAIF. LIAB consists of four members as designated by State Statute.

FAIR VALUE MEASUREMENT

GASB Statement No. 72, *Fair Value Measurement and Application*, sets forth the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable inputs; and Level 3 inputs are significant unobservable inputs.

In instances where inputs used to measure fair value fall into different levels in the above fair value hierarchy, fair value measurements in their entirety are categorized based on the lowest level input that is significant to the valuation. CPA's assessment of the significance of particular inputs to these fair value measurements requires judgment and considers factors specific to each asset or liability. Deposits and withdrawals from LAIF are made on the basis of $1 which is substantially equal to fair value.

As of June 30, 2021 and 2020, CPA held no individual investments subject to classification under the fair value hierarchy.

3. CASH AND CASH EQUIVALENTS (continued)

INTEREST RATE RISK

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Duration is a measure of the price sensitivity of a fixed income portfolio to changes in interest rates. The longer the duration of a portfolio, the greater its price sensitivity to changes in interest rates. CPA's Investment Policy governs the management of interest rate risk. The Investment Policy limits interest rate risk by prioritizing the investment objective of preserving principal, prescribing maximum terms to maturity of investments that give rise to interest rate risk and by proscribing certain types of investments.

As of June 30, 2021 and 2020, CPA did not hold cash or investments that give rise to material interest rate risk.

CREDIT RISK

State law limits investments in various securities to a certain level of risk ratings issued by nationally recognized statistical rating organizations. It is CPA's policy to comply with State law regarding security risk ratings. The State Investment Pool was unrated.

CONCENTRATION OF CREDIT RISK

Concentration of credit risk is the risk of loss attributed to the concentration of CPA's investment in a single issuer.

CPA's Investment Policy governs the management of credit concentration risk. The Investment Policy limits credit concentration risk by prescribing the maximum percent of the portfolio that may be invested in securities that give rise to credit risk and by prescribing the maximum percent of the portfolio that can be invested in the securities of a single issuer that would give rise to interest rate risk.

As of June 30, 2021 and 2020, CPA did not hold investments that give rise to credit concentration risk.

CUSTODIAL CREDIT RISK

For deposits, custodial risk is the risk that in the event of a bank failure, CPA's deposits may not be returned to it. CPA's policy for deposits is that they be insured by the FDIC. CPA maintains cash in bank accounts, which at times may exceed federally insured limits. Bank accounts are guaranteed by the FDIC up to $250,000. CPA has not experienced any losses in such accounts.

3. CASH AND CASH EQUIVALENTS (continued)

CPA manages custodial credit risk for bank deposits during the normal course of business and consistent with its Investment Policy.

Custodial credit risk for investments is the risk that, in the event of the failure of the counterparty to a transaction, CPA would not be able to recover the value of the investment or collateral securities that are in possession of an outside party. Investment securities are exposed to custodial credit risk if the securities are uninsured, are not registered in CPA's name, and held by the counterparty. CPA does not believe it is exposed to significant custodial credit risk for investments arising from its investments in LAIF.

4. ACCOUNTS RECEIVABLE

Accounts receivable were as follows:

	2021	2020
Accounts receivable from customers	$ 100,508,055	$ 75,110,208
Allowance for uncollectible accounts	(12,284,155)	(9,577,732)
Net accounts receivable	$ 88,223,900	$ 65,532,476

The majority of account collections occur within the first few months following customer invoicing. CPA estimates that a portion of the billed amounts will not be collected. The allowance for uncollectible accounts at the end of a period includes amounts billed during the current fiscal year.

5. MARKET SETTLEMENTS RECEIVABLE

During the normal course of business, CPA receives generation scheduling and other services from a registered CAISO scheduling coordinator. Market settlements due from the scheduling coordinator were $0 and $148,000 as of June 30, 2021 and 2020, respectively.

6. CAPITAL ASSETS

Capital asset activity for the years ended June 30, 2021 and 2020, was as follows:

	Furniture & Equipment	Leasehold Improvements	Accumulated Depreciation	Total
Balances at June 30, 2019	44,080	-	(8,132)	35,948
Additions	64,534	19,155	(22,249)	61,440
Balances at June 30, 2020	$ 108,614	$ 19,155	$ (30,381)	$ 97,388
Additions	50,641	409,243	(67,359)	392,524
Balances at June 30, 2021	$ 159,255	$ 428,398	$ (97,740)	$ 489,912

Depreciation expense is included under general and administration on the Statements of Revenues, Expenses and Changes in Net Position.

7. DEBT

In August 2017, CPA and the County of Los Angeles executed a memorandum of understanding (MOU) to provide a non-interest-bearing loan to CPA in an amount not to exceed $10 million to be repaid June 30, 2018. In April 2018, the County's Board of Supervisors approved an extension of the repayment term of the loan to June 30, 2020. In August 2018, County's Board of Supervisors approved a further extension of repayment of the loan to September 30, 2020. The purpose of the loan was to investigate the feasibility of implementing a community choice aggregation program as well as to provide for other working capital needs. In September 2020 CPA repaid the outstanding loan balance of $9,945,750 to the County of Los Angeles. As of June 30, 2021, there was no outstanding loan balance.

In August 2018 CPA entered into a $20 million Credit Agreement with River City Bank. The Credit Agreement is a revolving credit facility that CPA uses to provide letters of credit and to borrow funds to provide working capital. The Credit Agreement expired in August 2019.

In April 2019 CPA entered into the First Amendment to the Credit Agreement with River City Bank (First Amendment). The First Amendment increases available credit facility amount from $20 million to $37 million, extends the term of the agreement through March 31, 2021, reduces the interest rate on borrowing from 2% over the one-month London Interbank Borrowing Rate (Libor) to 1.75% over one-month Libor, adjusts the amount required to be held as cash collateral from 10% of the credit facility amount to 10% of the outstanding balance and updates the credit covenants. The First Amendment is intended to provide CPA with greater working capital and financial flexibility and contribute to the financial strength of the agency.

7. DEBT (continued)

In April 2021 CPA entered into the Amended and Restated Credit Agreement with River City Bank (Restated Credit Agreement). The Restated Credit Agreement renews the $37 million credit facility and extends the term to March 31, 2022. The interest rate at June 30, 2021 was 1.61%.

As of June 30, 2021, CPA had no notes outstanding under the credit facility and is in compliance with credit covenants.

Loan principal activity and balances were as follows for the following direct borrowings:

	Beginning	Additions	Payments	Ending
Year ended June 30, 2020				
County of Los Angeles	$ 9,835,608	$ 110,142		$ 9,945,750
River City Bank	19,050,000	29,775,000	(48,825,000)	-
Total	$ 28,885,608	$ 29,885,142	$ (48,825,000)	$ 9,945,750
Amounts due within one year				9,945,750
Amounts due after one year				$ -
Year ended June 30, 2021				
County of Los Angeles	$ 9,945,750	$ -	$ (9,945,750)	$ -
River City Bank	-	-	-	-
Total	$ 9,945,750	$ -	$ (9,945,750)	$ -
Amounts due within one year				-
Amounts due after one year				$ -

8. DEFINED CONTRIBUTION RETIREMENT PLAN

The Clean Power Alliance of Southern California Plan (Plan) is a defined contribution retirement plan established by CPA to provide benefits at retirement to its employees. The Plan is administered by Nationwide Retirement Solutions. In July 2018 CPA adopted the Employee Handbook which included an employer contribution to the Plan equal to 3.5% of the employee salary. In September 2019 CPA amended its Employee Handbook to increase the employer contribution from 3.5% to 6% of the employee salary and added a 4% employer match contribution, for a maximum annual employer contribution to the Plan equal to 10% of the employee salary. As of June 30, 2021, there were 34 plan members. CPA contributed $505,000 and $288,000 during the years ended June 30, 2021 and 2020, respectively. Plan provisions and contribution requirements are established and may be amended by the Board of Directors.

9. RISK MANAGEMENT

CPA is exposed to various insurable risks of loss related to: torts; theft of, damage to, and destruction of assets; and errors and omissions. During the year, CPA purchased insurance policies from investment grade commercial carriers to mitigate risks that include those associated with earthquakes, theft, general liability, errors and omissions, and property damage. Settled claims have not exceeded the commercial liability in any of the past three years. There were no significant reductions in coverage compared to the prior year.

On July 12, 2018, CPA's Board adopted the Energy Risk Management Policy (ERMP). The ERMP establishes CPA's Energy Risk Program and applies to all power procurement and related business activities that may impact the risk profile of CPA. The ERMP documents the framework by which CPA staff and consultants will identify and quantify risk, develop and execute procurement strategies, develop controls and oversight and monitor, and measure and report on the effectiveness of the ERMP. Risks covered by the ERMP include market price risk, credit risk, volumetric risk, operational risk, opt-out risk, legislative and regulatory risk and other risks arising operating as a Community Choice Aggregation and participating in California energy markets.

CPA maintains other risk management policies, procedures and systems that help mitigate and manage credit, liquidity, financial, regulatory and other risks not covered by the ERMP.

Credit guidelines include a preference for transacting with investment-grade counterparties, evaluating counterparties' financial condition and assigning credit limits as applicable. These credit limits are established based on risk and return considerations under terms customarily available in the industry. In addition, CPA enters into netting arrangements whenever possible and where appropriate obtains collateral and other performance assurances from counterparties.

10. PURCHASE COMMITMENTS

POWER AND ELECTRIC CAPACITY

In the ordinary course of business, CPA enters into various power purchase and energy storage agreements in order to acquire renewable and other energy and electric capacity. The price and volume of purchased power may be fixed or variable. Variable pricing is generally based on the market price of electricity at the date of delivery. Variable volume is generally associated with contracts to purchase energy from as-available resources such as solar, wind and hydro-electric facilities.

10. PURCHASE COMMITMENTS (continued)

CPA enters into power purchase and energy storage agreements in order to comply with state law and elective targets for renewable and greenhouse gas (GHG) free products and to ensure stable and competitive electric rates for its customers.

The following table represents the expected, undiscounted, contractual obligations for energy storage, power and electric capacity outstanding as of June 30, 2021:

Year ended June 30,	
2022	$ 685,768,000
2023	$ 506,747,000
2024	$ 360,554,000
2025	$ 303,366,000
2026	$ 279,869,000
2027 - 42	$ 3,156,974,000
	$ 5,293,278,000

As of June 30, 2021, CPA had non-cancelable contractual commitments to professional service providers through July 31, 2025 for services yet to be performed. Fees associated with these contracts are based on volumetric activity and are expected to be approximately $41 million.

11. OPERATING LEASE

Rental expense for CPA's office space was $125,000 and $253,000 for the years ended June 30, 2021 and 2020, respectively. CPA entered into a new eight-year lease agreement in 2020. Obligations arising from the lease agreement commence following the substantial completion of leasehold improvements which started in March 2021. CPA has an option to extend the lease for two additional years. The table below represents the scheduled future lease payments under this agreement.

Year ended June 30,	
2022	$ 401,000
2023	459,000
2024	473,000
2025	487,000
2026	502,000
2027-2028	1,049,000
	$ 3,371,000

12. LEGAL SETTLEMENTS

CPA entered into a settlement agreement with SCE in January 2020 arising from a dispute concerning services SCE provided to CPA under SCE's tariffs and received a payment of $3.5M in March 2020. This was recorded as an offset to the cost of electricity under operating expenses. In June 2020, CPA entered into another settlement agreement with SCE for enrollment data errors which resulted in missing revenue for CPA. CPA received a settlement amount from SCE of $4.25M in June 2020. This amount was recorded as other income under operating revenue.

13. COVID-19 RELIEF FUND

In June 2020, the CPA Board authorized expenditure of up to $2 million for bill assistance to residential and small business customers impacted by the economic downturn. This assistance is available in the form of credits on customer bills for customers who sign up for CARE/FERA/Medical Baseline programs, and for existing CARE/FERA/Medical Baseline and small business customers who sign up for extended payment plans. As of June 30, 2021, $1,419,000 of the bill credits were used and recorded as a revenue reduction.

14. FUTURE GASB PRONOUNCEMENTS

The requirements of the following GASB Statements are effective for future fiscal years ending after June 30, 2021:

GASB has approved GASB Statement No. 87, *Leases*, GASB Statement No. 94, *Public-Private and Public-Public Partnerships and Availability Payment Arrangements,* GASB Statement No. 96, *Subscription-Based Information Technology Arrangements;* and GASB Statement No. 97, *Certain Component Unit Criteria and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans*. When they become effective, application of these standards may restate portions of these financial statements. Management is evaluating the effect of these new pronouncements.

15. SUBSEQUENT EVENTS

California Arrearage Payment Program

On July 16, 2021, California Governor Newsom approved Assembly Bill 135 which appropriated $1 billion from the federal American Rescue Plan Act of 2021 to support the establishment of California Arrearage Payment Program (CAPP). CAPP is designed to provide financial assistance to active and inactive residential and commercial customer accounts reflecting delinquent balances incurred during the COVID-19 pandemic relief period covering March 4, 2020 through June 15, 2021.

15. SUBSEQUENT EVENTS (continued)

On November 2, 2021, California Department of Community Services and Development, which is administering CAPP, issued Program Notice 2021-06-E2 in which it determined that CPA customers would be allocated $15,835,423 to be applied against eligible past due balances. The CAPP funding allocation is expected to be provided to CPA customers no later than January 31, 2022 as required by law.

County of Los Angeles Funding Agreement

On August 5, 2021, CPA and the County of Los Angeles entered into a Funding Agreement under which the County of Los Angeles disbursed $30 million to CPA. $10 million of the funding amount is repayable by CPA to the County of Los Angeles on February 28, 2021 and the remaining $20 million plus applicable interest is due for repayment on June 30, 2022. Interest on the funding amount outstanding is accrued daily based on an annualized interest rate of .76%.

JPMorgan Chase Revolving Credit Agreement

On September 22, 2021, CPA entered into an $80 million Revolving Credit Agreement with JPMorgan Chase and terminated its $37 million Restated Credit Agreement with River City Bank. The Revolving Credit Agreement provides a revolving borrowing and letter of credit facility which can be used to post collateral and for working capital purposes. The Revolving Credit Agreement expires on October 31, 2023. Interest on loans is accrued at an annual rate of 1.9% over the applicable benchmark rate.

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
BUDGETARY COMPARISON SCHEDULE
July 1, 2020 through June 30, 2021

	2020/21 YTD Amended Budget	2020/21 YTD Actual	2020/21 YTD Amended Budget Variance (Under) Over	2020/21 Amended Budget Variance % (Under) Over	2020/21 Annual Amended Budget	2020/21 Remaining Amended Budget	2020/21 Remaining Amended Budget %
Operating revenues							
Revenue - electricity, net	$ 808,235,431	$ 796,803,546	$ (11,431,885)	99%	$ 808,235,431	$ 11,431,885	1%
Revenue transferred from/(to) Fiscal Stabilization Fund	9,607,035	27,000,000	17,392,965	281%	9,607,035	(17,392,965)	-181%
Other revenues	566,000	300,947	(265,053)	53%	566,000	265,053	47%
Total operating revenues	818,408,466	824,104,492	5,696,026	1%	818,408,466	(5,696,026)	-1%
Energy costs							
Energy procurement	765,217,390	771,724,047	6,506,657	101%	765,217,390	(6,506,657)	-1%
Total energy costs	765,217,390	771,724,047	6,506,657	101%	765,217,390	(6,506,657)	-1%
Operating revenues less energy costs	53,191,076	52,380,445	(810,631)	98%	53,191,076	810,631	2%
Operating Expenses							
Communications and outreach	525,000	433,582	(91,418)	83%	525,000	91,418	17%
General and administrations	1,325,000	1,317,574	(7,426)	99%	1,325,000	7,426	1%
Occupancy	516,000	167,569	(348,431)	32%	516,000	348,431	68%
Billing data manager	11,881,000	11,192,248	(688,752)	94%	11,881,000	688,752	6%
SCE services	2,315,000	1,679,264	(635,736)	73%	2,315,000	635,736	27%
Technical services	2,752,000	1,155,699	(1,596,301)	42%	2,752,000	1,596,301	58%
Legal services	1,849,000	565,738	(1,283,262)	31%	1,849,000	1,283,262	69%
Other professional services	1,003,000	830,069	(172,931)	83%	1,003,000	172,931	17%
Mailers	865,000	795,505	(69,495)	92%	865,000	69,495	8%
Staffing	7,791,000	6,538,815	(1,252,185)	84%	7,791,000	1,252,185	16%
Customer programs	1,360,000	86,595	(1,273,405)	6%	1,360,000	1,273,405	94%
Total Operating Expenses	32,182,000	24,762,657	(7,419,343)	77%	32,182,000	7,419,343	23%
Operating Income	21,009,076	27,617,788	6,608,712	131%	21,009,076	(6,608,712)	-31%
Non-operating revenues (expenses)							
Interest income	250,000	227,842	(22,158)	91%	250,000	22,158	9%
Finance and interest expense	(298,000)	(134,607)	163,393	45%	(298,000)	(163,393)	55%
Depreciation	(176,000)	(67,359)	108,641	38%	(176,000)	(108,641)	62%
Total non-operating revenues (expenses)	(224,000)	25,876	249,876	-12%	(224,000)	(249,876)	112%
Change in net position	20,785,076	27,643,664	6,858,589	133%	20,785,076	(6,858,589)	-33%
Other uses							
Capital outlay	1,074,000	459,884	(614,117)	43%	1,074,000	614,117	57%
Depreciation	(176,000)	(67,359)	108,641	38%	(176,000)	(108,641)	62%
Total other uses	898,000	392,524	(505,476)	44%	898,000	505,476	56%
Change in fund balance	$ 19,887,076	$ 27,251,140	$ 7,364,064	137%	$ 19,887,076	$ (7,364,064)	-37%

Financial Dashboard

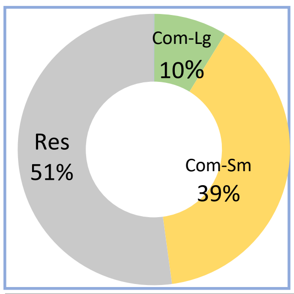
YTD
Sept
2021

Active Accounts
998,986

Participation Rate
95.65%

YTD Sales Volume
3,355 GWh

Sept Sales Volume
1,045 GWh



Summary of Financial Results

in $000,000's	September				Year- to- Date			
	Actual	Budget	Var	%	Actual	Budget	Var	%
Energy Revenues	$94.1	95.9	-1.8	-2%	297.8	303.5	-5.7	-2%
Cost of Energy	$87.4	99.3	-11.8	-12%	281.7	327.2	-45.5	-14%
Net Energy Revenue	$6.6	-3.3	10.0	300%	16.1	-23.7	39.8	168%
Operating Expenditures	$2.4	3.0	-0.6	-19%	6.8	8.6	-1.7	-20%
Net Income	$4.2	-6.3	10.5	166%	9.2	-32.3	41.5	129%

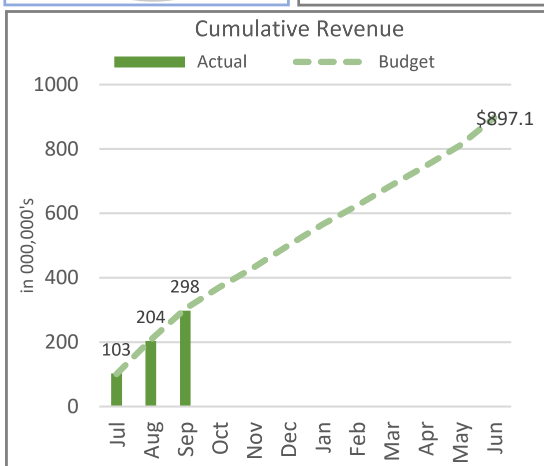
Note: *Numbers may not sum up due to rounding.*

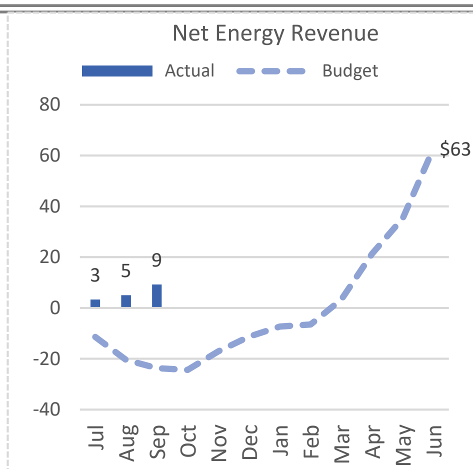
CPA recorded a $4.2 million gain in September 2021. The gain in September was $10.5 million above the budgeted net loss of $6.3 million. For the year to date, CPA recorded a $9.2 million gain, $41.5 million above a budgeted net loss of $32.5 million for the first quarter.

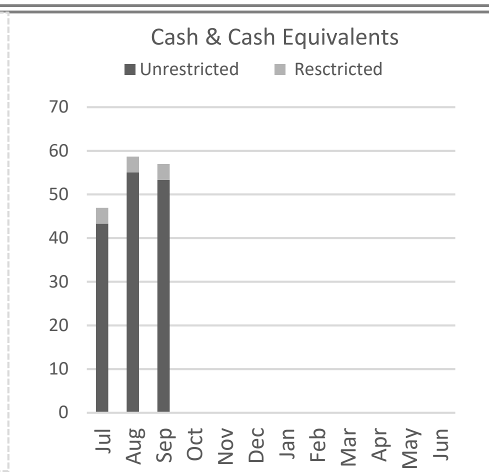
September and year to date revenue was slightly lower than budget due to cooler than normal weather in coastal areas of CPA's service territory and higher than budgeted bad debt expense. Cost of energy was favorably impacted by lower than budgeted energy use, CAISO spot market prices that were significantly lower than energy forward prices that were used for budgeting purposes, and the absence of significant heat events or price spikes in CPA's service area. Operating costs were lower than budget due to lower than budgeted customer programs costs and the non utilization of contingencies.

As of September 30, 2021 CPA had $53 million in unrestricted cash and cash equivalents, and $80 million available on its bank line of credit. In August 2021 CPA received proceeds of a $30 million term loan from the County of Los Angeles. In September 2021 CPA opened an $80 million line of credit with JPMorgan Chase expiring in November 2023. The JPMorgan borrowing facility replaced CPA's $37 million borrowing facility with River City Bank.

CPA is in compliance with its bank and other credit covenants and is in sound financial health.







Definitions:
Accounts: Active Accounts represent customer accounts of active customers served by CPA per Calpine Invoice.
Participation Rate %: Participation Rate represent active accounts 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, 2021

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
STATEMENT OF NET POSITION
As of September 30

	2021	2020
ASSETS		
Current assets		
Cash and cash equivalents	$ 53,357,388	$ 70,434,141
Accounts receivable, net of allowance	131,919,867	94,931,787
Accrued revenue	55,978,851	61,173,104
Market settlements receivable	-	-
Other receivables	3,453,783	497,970
Prepaid expenses	3,580,033	5,448,055
Deposits	17,894,808	3,857,150
Restricted cash	3,614,700	4,897,000
Total current assets	269,799,430	241,239,207
Noncurrent assets		
Capital assets, net of depreciation	608,858	452,554
Deposits	88,875	188,875
Total noncurrent assets	697,733	641,430
Total assets	270,497,163	241,880,637
LIABILITIES		
Current liabilities		
Accounts payable	4,611,547	3,889,340
Accrued cost of electricity	127,308,417	134,185,154
Other accrued liabilities	2,020,200	3,169,990
User taxes and energy surcharges due to other governments	8,353,140	6,658,602
Loans payable to County of Los Angeles	30,000,000	9,945,750
Supplier security deposits	5,769,400	1,963,500
Unearned program funds	2,005,420	-
Total current liabilities	180,068,125	159,812,336
Noncurrent liabilities		
Loans payable to County of Los Angeles	-	-
Loans payable to River City Bank	-	-
Supplier security deposits	6,904,000	2,662,400
Deferred rent	183,855	-
Total noncurrent liabilities	7,087,855	2,662,400
Total liabilities	187,155,980	162,474,736
DEFERRED INFLOWS OF RESOURCES		
Fiscal Stabilization Fund	-	27,000,000
NET POSITION		
Investment in capital assets	608,858	452,554
Restricted for collateral	3,614,700	4,897,000
Unrestricted	79,117,626	47,056,347
Total net position	$ 83,341,183	$ 52,405,901

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
July 1 through September 30

	2021	2020
OPERATING REVENUES		
Electricity sales, net	$ 297,566,657	$ 276,701,958
Revenue transferred from/(to) Fiscal Stabilization Fund	-	4,407,035
Other revenue	225,638	-
Total operating revenues	297,792,295	281,108,993
OPERATING EXPENSES		
Cost of electricity	281,724,860	261,834,703
Contract services	4,340,088	4,431,000
Staff compensation	2,004,434	1,417,789
General and administration	505,528	238,232
Total operating expenses	288,574,910	267,921,724
Operating income (loss)	9,217,385	13,187,269
NONOPERATING REVENUES (EXPENSES)		
Interest income	8,746	92,644
Interest and related expenses	(114,247)	(36,779)
Other revenue	-	-
Total nonoperating revenues (expenses)	(105,501)	55,865
CHANGE IN NET POSITION	9,111,884	13,243,134
Net position at beginning of period	74,229,299	46,585,635
Net position at end of period	$ 83,341,183	$ 59,828,769

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
STATEMENT OF CASH FLOWS
July 1 through September 30

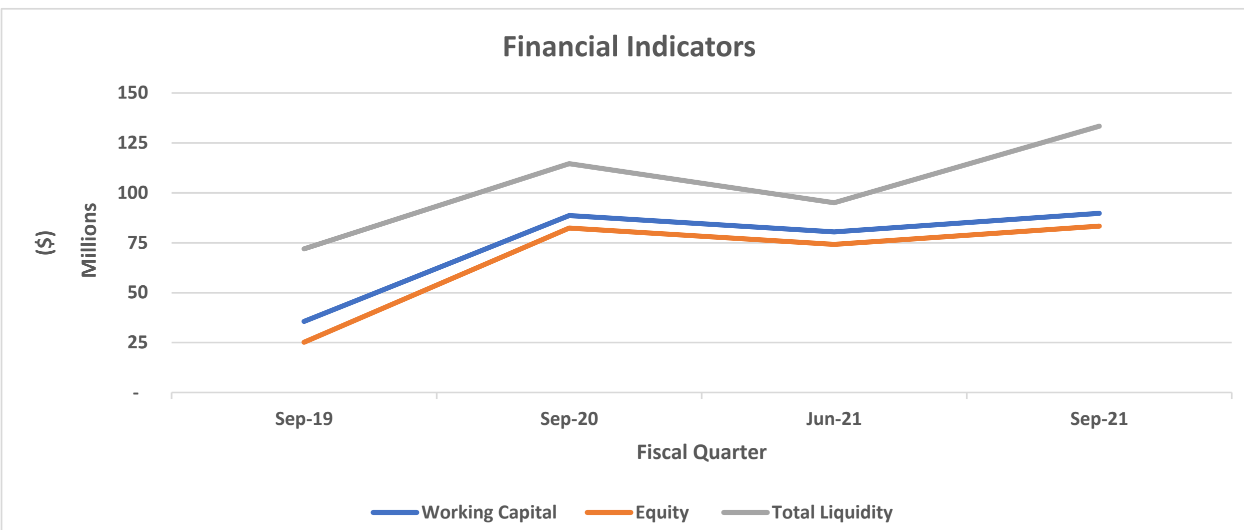
	2021	2020
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		
Net operating income (loss)	$ 9,217,385	$ 16,890,154
Adjustments to reconcile operating income to net		
cash provided (used) by operating activities		
Depreciation expense	27,470	3,057
Revenue adjusted for allowance for uncollectible accounts	4,696,311	848,836
Expenses paid directly from loan proceeds		
(Increase) decrease in:		
Accounts receivable	(48,392,277)	(18,684,246)
Energy market settlements receivable	-	(2,932,908)
Other receivables	(1,040,730)	262,497
Accrued revenue	(79,787)	(2,869,284)
Prepaid expenses	608,171	143,185
Deposits	(4,567,966)	(580,165)
Increase (decrease) in:		-
Accounts payable	(172,600)	(745,871)
Energy market settlements payable	(6,719,550)	-
Accrued cost of electricity	45,869,635	23,085,815
Other accrued liabilities	295,746	(46,475)
User taxes due to other governments	3,024,040	746,496
Loans payable	-	-
Fiscal stabilization fund	-	-
Supplier security deposits	(37,789,000)	(150,000)
Unearned program funds	407,433	-
Net cash provided (used) by operating activities	$ (34,615,719)	$ 15,971,091
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
Loan proceeds	30,000,000	-
Principal payments on loan	-	-
Interest and related expense payments	(81,492)	(7,708)
Net cash provided (used) by non-capital financing activities	29,918,508	(7,708)
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Payments to acquire capital assets	(146,415)	(413,137)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of certificate of deposit	-	-
Interest income received	8,746	33,210
Net cash provided (used) by investing activities	8,746	33,210
Net change in cash and cash equivalents	(4,834,880)	15,583,456
Cash and cash equivalents at beginning of period	61,806,968	61,055,767
Cash and cash equivalents at end of period	$ 56,972,088	$ 76,639,224
Reconciliation to the Statement of Net Position		
Cash and cash equivalents (unrestricted)	53,357,388	71,742,224
Investment in Los Angeles County Investment Pool	-	-
Restricted cash	3,614,700	4,897,000
Cash and cash equivalents	$ 56,972,088	$ 76,639,224

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
BUDGETARY COMPARISON SCHEDULE
July 1, 2021 through September 30, 2021

	2021/22 YTD Budget	2021/22 YTD Actual	2021/22 YTD Budget Variance (Under) Over	2021/22 YTD Actual / Budget %	2021/22 Budget	2021/22 Remaining Budget	2021/22 Remaining Budget %
Operating revenues							
Revenue - electricity, net	$ 303,047,556	$ 297,566,658	$ (5,480,898)	98%	$ 895,246,680	$ 597,680,022	67%
Revenue transferred from/(to) Fiscal Stabilization	-	-	-		-	-	
Other revenues	466,000	225,638	(240,362)	48%	1,868,000	1,642,362	88%
Total operating revenues	303,513,556	297,792,295	(5,721,260)	98%	897,114,680	599,322,385	67%
Energy costs							
Energy procurement	327,233,632	281,724,860	(45,508,772)	86%	834,281,512	552,556,652	66%
Total energy costs	327,233,632	281,724,860	(45,508,772)	86%	834,281,512	552,556,652	66%
Operating revenues less energy costs	(23,720,076)	16,067,436	39,787,512	-68%	62,833,168	46,765,732	74%
Operating Expenditures							
Staffing	2,473,200	2,004,434	(468,766)	81%	9,893,000	7,888,566	80%
Technical services	282,500	287,355	4,855	102%	1,184,000	896,645	76%
Legal services	456,400	195,523	(260,877)	43%	1,237,000	1,041,477	84%
Other professional services	573,050	218,326	(354,724)	38%	1,612,000	1,393,674	86%
Communications and outreach	437,572	291,852	(145,720)	67%	1,505,000	1,213,148	81%
Mailers	484,000	63,476	(420,524)	13%	797,000	733,524	92%
Billing data manager	2,604,100	2,582,756	(21,344)	99%	10,417,000	7,834,244	75%
SCE services	504,000	480,000	(24,000)	95%	2,016,000	1,536,000	76%
Customer programs	231,000	220,800	(10,200)	96%	1,872,000	1,651,200	88%
General and administrations	373,570	370,067	(3,503)	99%	1,584,000	1,213,933	77%
Occupancy	136,975	107,991	(28,984)	79%	548,000	440,009	80%
Total operating expenditures	8,556,367	6,822,581	(1,733,786)	80%	32,665,000	25,842,419	79%
Operating income	(32,276,443)	9,244,855	41,521,299	-29%	30,168,168	20,923,313	69%
Non-operating revenues (expenditures)							
Interest income	36,000	8,746	(27,254)	24%	144,000	135,254	94%
Finance and interest expense	(193,987)	(114,247)	79,740	59%	(287,000)	(172,753)	60%
Depreciation	(39,000)	(27,470)	11,530	70%	(156,000)	(128,530)	82%
Total non-operating revenues (expenditures)	(196,987)	(132,970)	64,017	68%	(299,000)	(166,030)	
Change in net position	(32,473,430)	9,111,885	41,585,315		29,869,168	20,757,283	69%
Other uses							
Capital outlay	198,000	44,149	(153,851)	22%	297,000	252,851	85%
Depreciation	(39,000)	(27,470)	11,530	70%	(156,000)	(128,530)	82%
Total other uses	159,000	16,679	(142,321)	10%	141,000	124,321	88%
Change in fund balance	$ (32,632,430)	$ 9,095,206	$ 41,727,636	-28%	$ 29,728,168	$ 20,632,963	

Select Financial Indicators

Note		Sep-19	Sep-20	Jun-21	Sep-21
1	Working Capital	35,632,454	88,675,360	80,451,054	89,731,305
2	Current Ratio	1.21	1.58	1.55	1.50
3	Days Sales Outstanding	31	32	40	40
4	Equity	25,214,527	82,421,734	74,229,299	83,341,183
5	Equity to Assets %	13%	34%	33%	31%
6	Available Cash	35,940,412	78,579,868	58,192,268	53,357,388
7	Available Line of Credit	36,030,000	36,030,000	36,853,000	80,000,000
8	Total Liquidity	71,970,412	114,609,868	95,045,268	133,357,388
9	Days Liquidity on Hand (TTM)	55	58	44	60
10	Gross Margin	5%	7%	6.4%	5.4%
11	Net Margin	3%	5%	3.4%	3.1%
	Percentage Change from Prior Quarter				
	Working Capital			9%	12%
	Current Ratio			-12%	-4%
	Days Sales Outstanding			37%	0%
	Equity			10%	12%
	Equity to Assets %			-17%	-6%
	Available Cash			2%	-8%
	Available Line of Credit			0%	117%
	Total Liquidity			1%	40%
	Days Liquidity on Hand (TTM)			-3%	37%



Note	Description	Note	Description
1	Current Assets less Current Liabilities	7	Total Line of Credit less Borrowing and Letters of Credit
2	Current Assets divided by Current Liabilities	8	Sum of Available Cash and Line of Credit
3	Accounts receivable divided by Sales divided by 365	9	Total Liquidity divided by trailing 12 month expenses divided by 365
4	Net Position plus Fiscal Stabilization Fund	10	Operating revenue less energy cost divided by operating revenue
5	Equity (Net Position + FSF) divided by Total Assets	11	Change in net position divided by operating revenue
6	Unrestricted cash and cash equivalents		

Item 9.4
FY 2020-21 Financial Results

December 2, 2021

Summary of Financial Results

- CPA faced challenges in FY 2020-21 arising from extreme heat events in the summer of 2020, increased costs to procure electric capacity (Resource Adequacy), and the impacts of slowing customer payments arising from the Covid-19 induced economic recession and moratorium on disconnections and late payment fees mandated by the CPUC.
- CPA was able to meet its financial objectives by transferring $27 million of deferred revenues accumulated in the prior year (and held in the Fiscal Stabilization Fund) to revenues in FY 2020-21.
- CPA's financial results benefited from the application of CPA's $15.8 million California Arrearage Payment Program (CAPP) allocation to eligible past due balances for the purpose of calculating bad debt expense. The adjustment reduced bad debt expense by approximately $8 million.

Summary of Financial Results- Cont.

- CPA increased its net position by $27.6 million or 3.4% of revenues.
- CPA had no bank debt or loans as of June 30, 2021. Liquidity (cash plus unused bank lines) increased by 3% from $92.2 million to $95 million.
- Energy costs exceeded the amended budget by $6.5 million or 0.85% due to the delivery of renewable energy that occurred sooner than budgeted. The expected annual cost of renewable energy in calendar year 2021 remains unchanged.
- CPA finished the year within Budget limits for operating expense items established by the FY 2020-21 Budget as amended by the Board in May 2021.

Balance Sheet Components, as of June 30:

	2021	% Total	2020	% Total	% Change
ASSETS					
Current assets					
Cash and cash equivalents	$ 58,192,268	25.7%	$ 56,158,767	30.2%	4%
Accounts receivable, net of allowance	88,223,900	39.0%	65,532,476	35.2%	35%
Accrued revenue	55,899,064	24.7%	49,192,550	26.4%	14%
Market settlements receivable	-	0.0%	147,873	0.1%	-100%
Other receivables	2,413,053	1.1%	348,545	0.2%	592%
Prepaid expenses	4,188,204	1.8%	6,345,580	3.4%	-34%
Deposits	13,326,842	5.9%	3,232,875	1.7%	312%
Restricted cash	3,614,700	1.6%	4,897,000	2.6%	-26%
Total current assets	225,858,032	99.7%	185,855,666	99.8%	22%
Noncurrent assets					
Capital assets, net of depreciation	489,912	0.2%	97,388	0.1%	403%
Deposits	88,875	0.0%	188,710	0.1%	-53%
Total noncurrent assets	578,788	0.3%	286,098	0.2%	102%
Total assets	226,436,819	100.0%	186,141,764	100.0%	22%

Balance Sheet Components, as of June 30:

	2021	% Total	2020	% Total	% Change
LIABILITIES					
Current liabilities					
Accounts payable	4,784,147	3.1%	2,303,802	2.0%	108%
Accrued cost of electricity	88,158,333	57.9%	86,772,867	77.1%	2%
Other accrued liabilities	1,799,011	1.2%	3,144,362	2.8%	-43%
User taxes and energy surcharges due to other governments	5,329,099	3.5%	4,959,748	4.4%	7%
Loans payable to County of Los Angeles	-	0.0%	9,945,750	8.8%	-100%
Supplier security deposits	43,738,400	28.7%	2,767,200	2.5%	1481%
Unearned program funds	1,597,986	1.0%		0.0%	
Total current liabilities	145,406,977	95.5%	109,893,729	97.6%	32%
Noncurrent liabilities					
Loans payable to County of Los Angeles	-		-		
Loans payable to River City Bank	-		-		
Supplier security deposits	6,724,000	4.4%	2,662,400	2.4%	153%
Deferred rent	76,543	0.1%	-	0.0%	
Total noncurrent liabilities	6,800,543	4.5%	2,662,400	2.4%	155%
Total liabilities	152,207,520	100.0%	112,556,129	100.0%	35%

Balance Sheet Components, as of June 30:

	2021	% Total	2020	% Total	% Change
DEFERRED INFLOWS OF RESOURCES					
Fiscal Stabilization Fund	-		27,000,000		-100%
NET POSITION					
Investment in capital assets	489,912	0.7%	97,388	0.2%	403%
Restricted for collateral	3,614,700	4.9%	4,897,000	10.5%	-26%
Unrestricted	70,124,687	94.5%	41,591,247	89.3%	69%
Total net position	$ 74,229,299	100.0%	$ 46,585,635	100.0%	59%

CPA

Select Financial Indicators

		06/30/2021		06/30/2020	% Change	Description
Working Capital		80,451,054		75,961,937	6%	Current Assets less Current Liabilities
Current Ratio		1.55		1.69	-8%	Current Assets divided by Current Liabilities
Days Sales Outstanding		40		31	31%	Account Receivable divided by Sales times 365 days
Equity		74,229,299		73,585,635	1%	Net Position plus Fiscal Stabilization Fund
Equity to Assets		33%		40%	-17%	Equity (Net Position + FSF) divided by Total Assets
Available Cash	$	58,192,268		56,158,767	4%	Unrestricted cash and cash equivalents
Available Line of Credit		36,853,000		36,030,000	2%	Total Line of Credit less Borrowing & Letters of Credit
Total Liquidity		95,045,268		92,188,767	3%	Sum of Available Cash and Line of Credit
Days Liquidity on Hand (TTM)	$	44	$	47	-7%	Total Liquidity divided by trailing 12 months expenses times 365 days
Gross Margin		6.4%		7.0%	-9%	Operating revenue less Energy Cost divided by Operating Revenue
Net Margin		3.4%		4.1%	-18%	Change in net position divided by Operating Revenue

- CPA increased leverage (equity to assets) and decreased liquidity (days liquidity on hand) as a result of the increase in assets and increase in accounts receivable.

- Both gross and net margins fell due to the extreme heat events in summer 2020, decline in CRR revenues, and increase in electric capacity costs, offset by $27 million transferred from the Fiscal Stabilization Fund. Days Sales Outstanding (a measure of accounts receivable aging) increased year over year due and increase in accounts receivable which reflected the moratorium of disconnections and the impact of the COVID-19 driven recession

Budget to Actual Analysis

A	B	C	D	E
	2020/21 YTD Amended Budget	2020/21 YTD Actual	2020/21 YTD Amended Budget Variance (Under) Over	2020/21 Amended Budget Variance % (Under) Over
Operating revenues				
Revenue - electricity, net	$ 808,235,431	$ 796,803,546	$ (11,431,885)	-1%
Revenue transferred from/(to) Fiscal Stabilization Fund	9,607,035	27,000,000	17,392,965	181%
Other revenues	566,000	300,947	(265,053)	-47%
Total operating revenues	818,408,466	824,104,492	5,696,026	1%

- Revenue electricity, net was 1% under the FY 2020-21 Budget as Amended by the Board in May 2021.
- CPA transferred $27 million from the Fiscal Stabilization Fund to revenue to offset the increasing energy and electric capacity costs and to address the cashflow impacts of slowing customer payments
- Other revenues arise primarily from funding received through the California Public Utilities Commission (CPUC) to offset Power Share Program costs

Budget to Actual Analysis

A	B	C	D	E
	2020/21 YTD Amended Budget	2020/21 YTD Actual	2020/21 YTD Amended Budget Variance (Under) Over	2020/21 Amended Budget Variance % (Under) Over
Energy costs				
Energy procurement	765,217,390	771,724,047	6,506,657	0.85%
Total energy costs	765,217,390	771,724,047	6,506,657	0.85%
Operating revenues less energy costs	53,191,076	52,380,445	(810,631)	-2%

- Energy procurement costs were $6.5 million or 0.85% above the Amended Budget. Higher energy costs reflect the delivery of renewable energy that occurred sooner than budgeted
- Operating revenue less energy costs (gross margin) was $810K below the Amended Budget

Budget to Actual Analysis

A	B	C	D	E
	2020/21 YTD Amended Budget	2020/21 YTD Actual	2020/21 YTD Amended Budget Variance (Under) Over	2020/21 Amended Budget Variance % (Under) Over
Operating Expenses				
Communications and outreach	525,000	433,582	(91,418)	-17%
General and administrations	1,325,000	1,317,574	(7,426)	-1%
Occupancy	516,000	167,569	(348,431)	-68%
Billing data manager	11,881,000	11,192,248	(688,752)	-6%
SCE services	2,315,000	1,679,264	(635,736)	-27%
Technical services	2,752,000	1,155,699	(1,596,301)	-58%
Legal services	1,849,000	565,738	(1,283,262)	-69%
Other professional services	1,003,000	830,069	(172,931)	-17%
Mailers	865,000	795,505	(69,495)	-8%
Staffing	7,791,000	6,538,815	(1,252,185)	-16%
Customer programs	1,360,000	86,595	(1,273,405)	-94%
Total Operating Expenses	32,182,000	24,762,657	(7,419,343)	-23%
Operating Income	21,009,076	27,617,788	6,608,712	31%

- CPA was under budget in all Operating Expense categories. Overall, CPA was 23% under the Amended Budget due primarily to non utilization of contingencies, conservative use of funds, delays occupying the new office due to surge in COVID-19 in US, and slower than budgeted distribution of local program incentives.
- Staffing was 16% under the Amended Budget as a result of a competitive job market during the pandemic and unexpected staff departures for various reasons during FY2020/21. CPA increased staffing from 29 to 39 full time employees during the fiscal year versus 43 full time positions that were budgeted
- Operating income exceeded the Amended Budget by $6.6 million

Budget to Actual Analysis

A	B	C	D	E
	2020/21 YTD Amended Budget	2020/21 YTD Actual	2020/21 YTD Amended Budget Variance (Under) Over	2020/21 Amended Budget Variance % (Under) Over
Non-operating revenues (expenses)				
Interest income	250,000	227,842	(22,158)	-9%
Finance and interest expense	(298,000)	(134,607)	163,393	-55%
Depreciation	(176,000)	(67,359)	108,641	-62%
Total non-operating revenues (expenses)	(224,000)	25,876	249,876	-112%
Change in net position	20,785,076	27,643,664	6,858,589	33%

- Interest income was lower than budgeted due to a decrease in cash balances and falling interest rates
- Capital expenditures were lower than budgeted, resulting from lower than budgeted spending on leasehold improvements
- The change in net position represents 3.4% of Operating revenues

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FY 2021/22 Q1 Financial Results for the period ending September 30, 2021

Summary of Financial Results

- CPA recorded strong financial results in the first quarter of FY 2021-22. The $9.2 million gain in the first quarter was $41.5 million above a budgeted net loss for the first quarter of $32.5 million. Financial results were favorably impacted by mild weather conditions which resulted in energy costs that were 14% of below budget.

- Lower energy costs arose from lower than budgeted load, from CAISO spot market prices that were significantly lower than energy forward prices that were used for budgeting purposes and the absence of significant heat events or price spikes in CPA's service area. Average on-peak forward prices at the SP-15 trading hub averaged $100MWh for July to September 2021, 38% higher than the comparable Day Ahead prices ($72MWh) for the same period. Operating costs were lower than budget due to lower than budgeted customer programs costs and the non utilization of contingencies.

	September				Year- to- Date			
in $000,000's	Actual	Budget	Var	%	Actual	Budget	Var	%
Energy Revenues	$94.1	95.9	-1.8	-2%	297.8	303.5	-5.7	-2%
Cost of Energy	$87.4	99.3	-11.8	-12%	281.7	327.2	-45.5	-14%
Net Energy Revenue	$6.6	-3.3	10.0	300%	16.1	-23.7	39.8	168%
Operating Expenditures	$2.4	3.0	-0.6	-19%	6.8	8.6	-1.7	-20%
Net Income	$4.2	-6.3	10.5	166%	9.2	-32.3	41.5	129%

Summary of Financial Results Continued…

- Year over year financial results for the first quarter also improved as a result of moderate temperatures in Q1’21 as compared to extreme heat events in the Q1’20 and a rate increase that went into effect on July 1, 2021.

Comparison of Q1 2021 and Adjusted Q1 2020 Financial Results				
	Q1 2020 (1)	Q1 2021	Diff $	Diff %
Revenue	276,702,000	297,792,295	21,090,295	8%
Cost of Energy	272,416,000	281,724,860	9,308,860	3%
Gross Margin	4,286,000	16,067,435	11,781,435	275%
Operating Costs	6,124,000	6,850,050	726,050	12%
Non Operating Revenues (Expenses)	69,000	(105,501)	(174,501)	
Net Income	(1,907,000)	9,111,884	11,018,884	

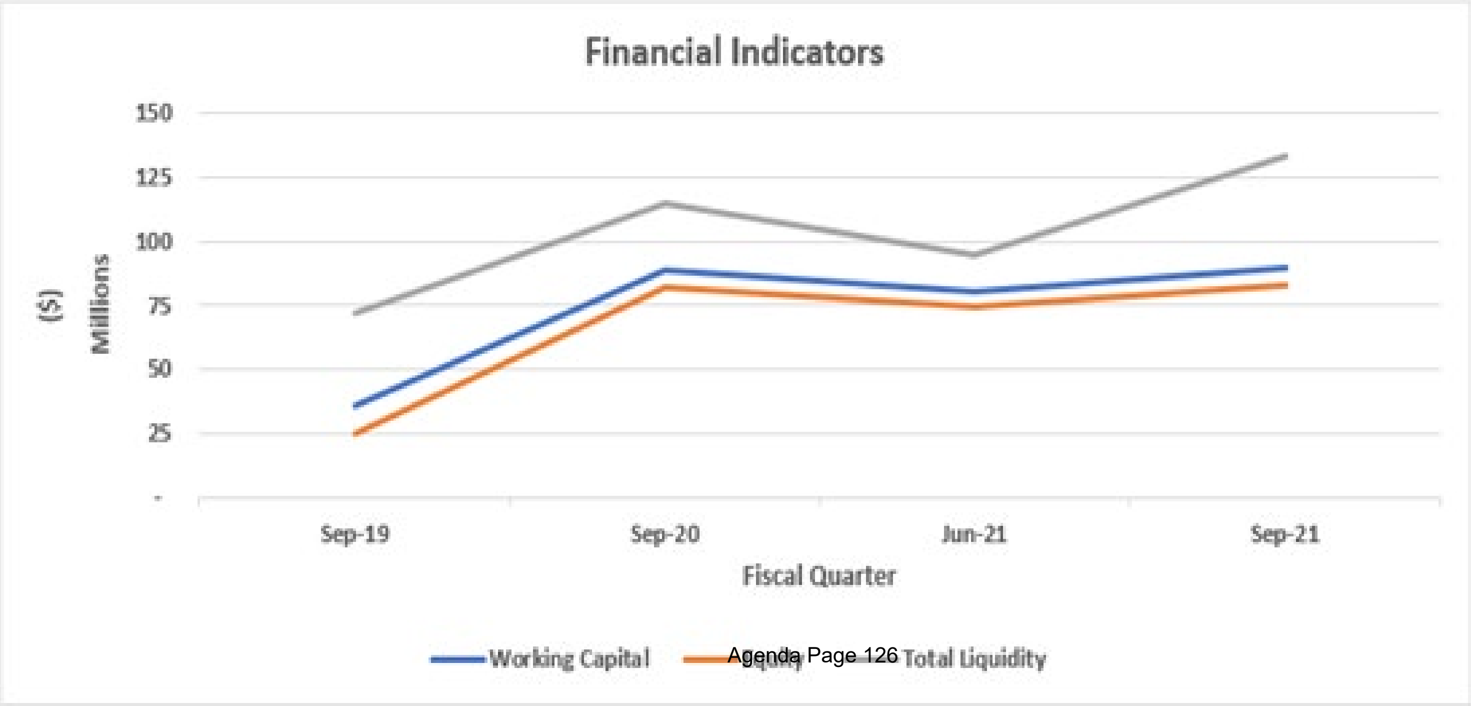
(1) Financial Results for Q1 2020 are adjusted for illustrative purposes to reverse transfers from the Fiscal Stabilization Fund ($4.4m) and add back CAISO charges for the period received after September 2020 month end close ($10.7m)

Liquidity and Key Financial Indicators

- In August 2021 CPA received proceeds of a $30 million term loan from the County of Los Angeles. In September 2021 CPA opened an $80 million line of credit with JPMorgan Chase expiring in November 2023 which replaced CPA's $37 million borrowing facility with River City Bank.

- As of September 30, 2021 CPA had $53 million in unrestricted cash and cash equivalents, and $80 million available on its bank line of credit. CPA's days liquidity on hand reached 60 days, the highest level in CPA's history and key financial indicators returned to an upward trend in Q1'21.

- CPA is in compliance with its bank and other credit covenants and is well positioned to meet its mission objectives and complete the current fiscal year within or ahead of budget



Thank You! Questions?

CLEAN POWER ALLIANCE

Item 10: 2022 PCIA/SCE Rates: First Look

December 2, 2021

2022 ERRA Forecast November Update

- On November 9, SCE filed the November update to its 2022 ERRA Forecast application
- The November update is the first detailed look at the 2022 PCIA and SCE's 2022 forecasted generation rate
- SCE is requesting a March 1, 2022 implementation for its generation rates and the PCIA
- Staff has conducted an initial analysis of:
  (1) The impact on customer bills based on the changing PCIA and
  (2) Expected bill comparison based on updated SCE generation rates plus the new 2022 PCIA

PCIA Impacts

- The PCIA is dropping approximately 70% in 2022
- CPA customers will see bill reductions of ~6% beginning March 2022 with no action required by CPA
- The primary driver for the decrease in the PCIA is historically high energy market forward prices in 2022 which reduce the above market cost of SCE's PCIA portfolio
  - The 2021 on-peak benchmark for energy was $44.43; the 2022 on-peak benchmark for energy is $71.72

Average Bill Residential	Current	As of 3/1/22	% Change
Lean	$ 176.72	$ 165.06	-6.6%
Clean	$ 178.07	$ 166.40	-6.6%
100% Green	$ 182.54	$ 170.87	-6.4%

Average Bill Small Business	Current	As of 3/1/22	% Change
Lean	$ 235.73	$ 221.81	-5.9%
Clean	$ 237.81	$ 223.89	-5.9%
100% Green	$ 242.84	$ 228.92	-5.7%

Competitive Impacts

- SCE's generation rates are increasing by ~ 22% beginning March 2022
- The increased SCE generation rate combined with the decreased PCIA will improve CPA's competitive position versus SCE
- Several factors are leading to increased SCE generation rates
  - A $700+ million undercollection from 2021 resulting from rates that were lower than needed to recover costs
  - Elevated forward prices for energy in 2022
  - Lower PCIA increases bundled customer costs

Residential Bills	June 2021 Typical Bill	Comparison to SCE	Dec 2021 Typical Bill	Comparison to SCE	March 2022 Total Bill	Comparison to SCE
SCE base rate	$ 151.92		$ 166.30		$ 179.87	
Lean	$ 154.96	2.0%	$ 176.72	6.3%	$ 165.06	-8.2%
Clean	$ 156.10	2.8%	$ 178.07	7.1%	$ 166.40	-7.5%
100% Green	$ 166.38	9.5%	$ 182.54	9.8%	$ 170.87	-5.0%

Small Business Bills	June 2021 Typical Bill	Comparison to SCE	Dec 2021 Typical Bill	Comparison to SCE	March 2022 Typical Bill	Comparison to SCE
SCE base rate	$ 204.94		$ 220.46		$ 241.20	
Lean	$ 207.93	1.5%	$ 235.73	6.9%	$ 221.81	-8.0%
Clean	$ 209.70	2.3%	$ 237.81	7.9%	$ 223.89	-7.2%
100% Green	$ 225.54	10.1%	$ 242.84	10.2%	$ 228.92	-5.1%

CPA

Next Steps

- CPA is responding to SCE's ERRA filing and will monitor any new issues that emerge
- Actual SCE generation rates and the PCIA will not be finalized until early 2022
- Staff is beginning to consider CPA's 2022 rate setting strategy for new CPA rates likely going into effect at the start of the next fiscal year (July 2022). A few early considerations:
  - CPA should be in a strong competitive position for 2022
  - Staff is evaluating further use of cost-of-service principles in setting rates
  - The $700M undercollection from 2021 is unlikely to reoccur in 2022, meaning SCE generation rates are likely to be lower in 2023
  - The energy prices used in SCE's forecasts are very high. If actual energy prices are below forecast, a "snap back" could occur in 2023 with a higher PCIA and lower SCE generation rate
  - CPA may want to take the opportunity of a strong competitive position to increase reserves and/or the fiscal stabilization fund in anticipation of a more challenging rate environment in 2023

Questions

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CPA CLEAN POWER ALLIANCE

Item 11: Long-Term Product Content Strategy

December 2, 2021

Long-Term Product Content Strategy

Agenda

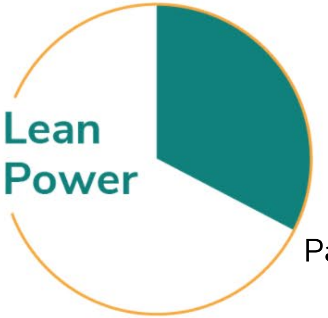
- Background and Current Situation
- Product content approaches and options
- Discussion

Current Situation

- The CPA Board approved Energy Portfolio Content for CY 2021 and 2022 that reduced overall renewable portfolio content compared to prior years to offset rising customer costs
- With Energy Portfolio Content in 2021/2022 already determined, CPA needs to decide on product content and structure for each of its three rate products for 2023…and beyond
- Need for more long-term planning (10+ years) is increasingly necessary as 2022 Integrated Resources Plan (IRP) modelling is underway and more of CPA's load is being met by long-term PPAs
- Portfolio Content for 2021 and 2022:

Product	Description	Positioning
100% Green	100% renewables (Annual Basis)	Flagship Product
Clean	40% renewables; 50% overall carbon free	Better than SCE on renewables, ~ on par GHG
Lean	0% renewables; 40% carbon free	Lowest cost; slightly worse than SCE on GHG; "below compliance" as a stand-alone product
Resulting Overall Portfolio	~47% renewables; 61% overall carbon free	Above compliance; better than SCE on both GHG and renewables

Current Default Levels



7
Communities
154,047
Customers
96.1%
Participation Rate

- Arcadia
- Camarillo
- Hawthorne
- Paramount
- Simi Valley
- Temple City
- Westlake Village

10
Communities
506,149
Customers
96.3%
Participation Rate

- Alhambra
- Beverly Hills*
- Carson
- Claremont*
- Downey
- Hawaiian Gardens
- Los Angeles County*
- Moorpark
- Redondo Beach*
- Whittier

15
Communities
336,840
Customers
94.6%
Participation Rate

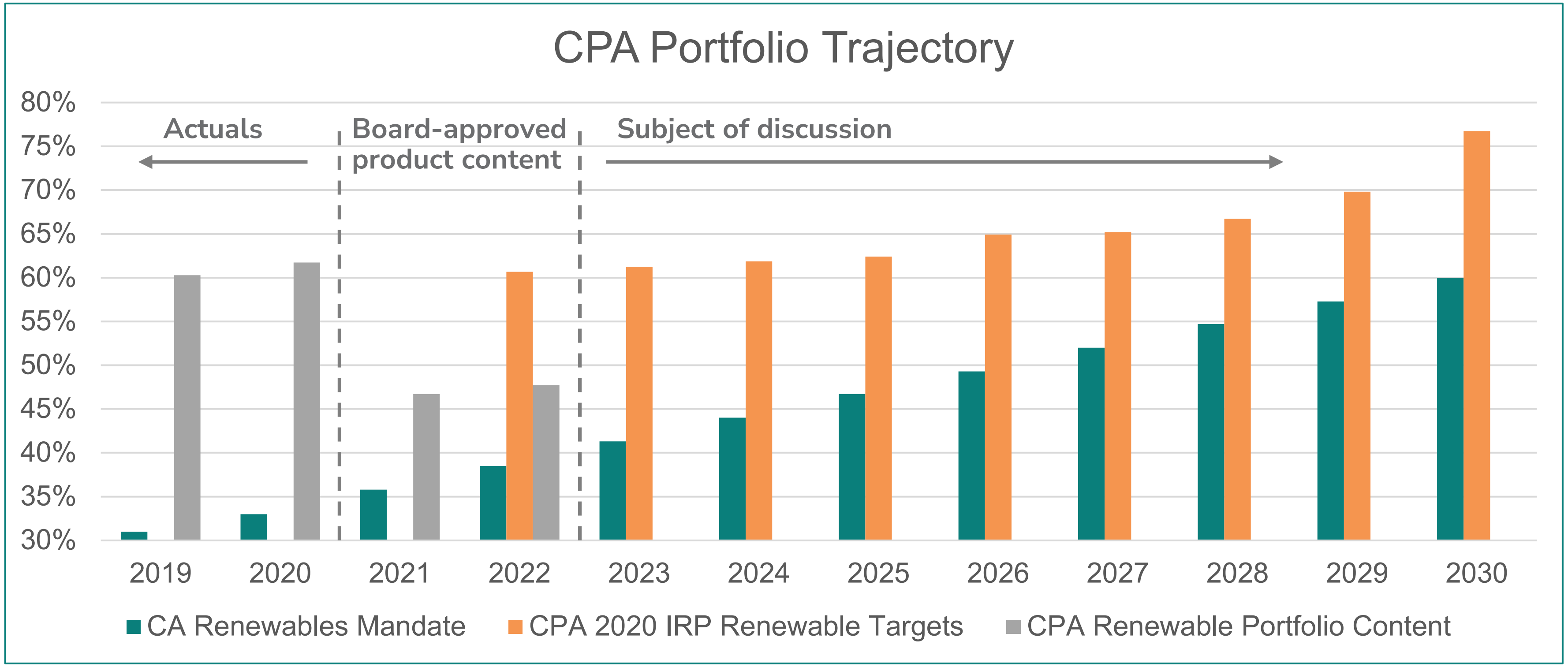
- Agoura Hills
- Calabasas
- Culver City
- Malibu
- Manhattan Beach
- Ojai
- Oxnard
- Rolling Hills Estates
- Santa Monica
- Sierra Madre
- South Pasadena
- Thousand Oaks
- Ventura County
- Ventura
- West Hollywood

** Considering a default change to 100% Green in 2022*

Low-income customers in 100% Green default communities receive 100% renewable energy at the Clean Power rate

Renewable Content

- The Board approved Energy Portfolio Content for CY 2021 and 2022 that reduced overall renewable portfolio content compared to prior years to offset rising customer costs
- The 2020 IRP targets represent a path towards SB100 emissions reductions requirements



CPA

Competitive Dynamic

- If in 2023, CPA reverted to its 2020 product content levels and maintained them constant
  - SCE renewables will be on par with Lean and better on GHG
  - SCE GHG likely to catch up to Clean product in 1 – 2 years and renewables in ~3-5 years

Renewables Content (%)	Lean	Clean	100% Green	SCE
2020	40.7%	50.1%	100%	34.2%
2021*	0%	40%	100%	36.8%
2022*	0%	40%	100%	39.4%
2023*				41.9%
2025*				47.1%

Carbon Free Content (%)	Lean	Clean	100% Green	SCE
2020	4.5%	56%	100%	43%
2021*	40%	50%	100%	43%
2022*	40%	50%	100%	40-45%
2023*				40-49%
2025*				51-63%

*CPA estimated

- State and Federal mandates may accelerate –> to maintain leadership position vis-à-vis mandates and SCE will require changes to product content
- Price difference of Lean and Clean is currently small; price between Clean and 100% Green is narrowing
- Lean as a product that trails SCE environmentally is difficult to integrate with CPA's mission *unless it is priced significantly lower*

Need to look ahead to 2030s

- Climate change challenge
- Alignment with IRP process (Board approval)
- Longer-term procurement and fiscal planning
- Potential expansion efforts – clarity on long-term value proposition and choices for new cities

Product Content: Approaches and Options

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Types of Approaches

- **CLIMATE LEADERSHIP:** CPA sets its own targets that escalate over time
- **COMPETITIVE:** CPA sets targets to specifically meet or beat SCE
- **COMPLIANCE:** CPA sets minimum floor of renewables/GHG compliance at the product level

Options for Lean

- **COMPETITIVE**: Lean's renewable content exceeds SCE's renewable content (with or without a GHG target)
- **COMPLIANCE**: Lean is a CA renewables mandate compliant product (with or without a GHG target)
  - Having a product that is targeted to a performance level that is "below compliance" is not recommended

Product	Pros	Cons
Competitive	○ Competitive renewable content compared to SCE	○ May be more expensive than SCE's base rate
Compliance	○ Compliant product	○ Rate savings uncertain compared to SCE's base rate ○ No climate leadership

CPA

Options for Clean

- **CLIMATE LEADERSHIP:** Clean reaches 100% Green level by 2030 or 2035 through step ups in performance every year
- **COMPETITIVE:** Clean always beats SCE in both renewables and GHG-free
- **COMPLIANCE:** Clean is an RPS/GHG compliance product
  - Minimum 40% renewables / 50% overall carbon free (current product mix)

Product	Pros	Cons
Climate Leadership	○ Ensures progress towards statewide targets and supports CPA mission	○ Likely to be higher cost than SCE's rate
Competitive	○ Competitive advantage over SCE on environmental targets	○ Difficult to forecast SCE's portfolio content and long-term cost impact
Compliance	○ Lowest cost option	○ Lowers environmental performance of Clean over time

Options for 100% Green

- **CLIMATE LEADERSHIP:** Maintain status quo (accounting on annual basis)
- **INNOVATION**: Increase performance to 24/7 renewables by a certain date (accounting on an hourly or monthly basis)

Product	Pros	Cons
Climate Leadership	○ Consistent with industry best-in-class product offering	○ May be undermined by legislative or regulatory changes
Innovation	○ Most aggressive strategy for removing GHG from CPA's portfolio	○ Currently not operationally feasible or cost effective

Discussion

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Key Questions

- Increasing renewable content is required to meet statewide 2030 GHG reduction goals; how aggressive does CPA want to be in pursuing these reductions over the next decade?
- Leadership vs. competitiveness with SCE
  - CPA is already de-linking from SCE's rates; should it continue to benchmark its environmental performance against SCE?
- Merging Lean and Clean products in ~2024 – 2026?
- Keeping Lean as a "compliance product" to have a product that is cheaper than SCE in some years.
- All new customers (move-ins) are defaulted to 100% Green
- Other ideas

Next Steps

- Staff is seeking input in Q4 2021 from the Community Advisory Committee, Executive Committee, and Board on product content options
- Product content discussion will also overlap with IRP planning at Energy Committee and the full Board
- Individual City/County default decisions may change landscape of overall portfolio
- Staff recommendation and Board Decision in late Q1 or early Q2 prior to FY2022/23 rates and budget, at least for 2023
- Beyond 2023 – Potential item for a Board retreat – Ideally before 2022 IRP (summer)

CPA

Management Report

To: Clean Power Alliance (CPA) Board of Directors

From: Ted Bardacke, Executive Director

Subject: Management Report

Date: December 2, 2021

Power Ready Update

CPA continues to make progress in putting together its first tranche of Power Ready projects, whereby CPA will pay for and install a clean energy backup power system in a critical/community serving facility owned by our member agencies. Sites in 23 of our jurisdictions have been chosen, with at least three more under discussion. A few member agencies have chosen not to participate in this first tranche due to site constraints or other clean energy procurement activities. A second tranche is being considered for these areas; this tranche could include other public agencies.

Draft Memorandums of Understanding (MOUs) have been sent to all member agencies that have selected sites. These MOUs are critical for CPA to be able to advance in the Power Ready Request for Offers process and for CPA to break ground and deliver projects in winter 2022/23, prior to the reliability and wildfire challenges that could occur in the summer of 2023. Staff at a majority of participating member agencies have responded with comments to the draft MOUs. CPA staff plan to contact Board members later this month if we have not received comments, with the goal of ensuring all MOUs being presented to and adopted by respective governing bodies by the end of February 2022. Member agencies who do not have an agreed upon MOU by this time will be deferred to the next tranche of projects.

January 6 Board Meeting - Administrative

CPA plans to have a short, administrative Board meeting at its regularly scheduled time – Thursday, January 6 at 2PM. The meeting is expected to consider a resolution finding the continuing need to meet remotely during the month of January. Only additional administrative items, if necessary, will be considered at the meeting.

Potential Spring Board Retreat

After discussions with the Executive Committee, CPA staff is tentatively planning an in-person Board retreat in the spring of 2022, subject to public health guidelines and the overall COVID-19 situation at the time. To facilitate a safe, in-person meeting, CPA is exploring outdoor meeting venues to host this event. Board members are encouraged to contact CPA staff with suggestions for agenda topics.

Customer Participation Rate

As of November 15, 2021, CPA's overall participation rate was 95.8%, up 0.2% from the previous month and the same as the level in September. CPA had a total of 998,193 active customers, up 1,157 customers from the previous month. Opt-outs levels are steady and new accounts ("move-ins") have exceeded closed accounts ("move-outs") exceeded new accounts by 1,193 customers so far in November. Attachment 1 provides participation rate by jurisdiction.

Customer activity in the three cities changing their default rates to 100% Green this month (Agoura Hills, Calabasas, Manhattan Beach) has remained minimal, with just over 1% of customers opting out of their new 100% Green rate, either through opting down to Lean Power or opting out of CPA completely.

Customer Service Center Performance

Incoming calls to CPA's Customer Service Center in November have been steady, with 1,279 calls as of November 15, compared to a monthly average or 3,102 calls in Q3 2021. In November 99.6% of calls have been answered within 60 seconds, and average wait time is 5 seconds.

Contracts Executed in September Under Executive Director Authority

A list of non-energy contracts executed under the Executive Director's signing authority is provided in Attachment 2. The list includes all open contracts as well as all contracts, open or completed, executed in the past 12 months.

ATTACHMENTS

1) Overall Participation Rates by Jurisdiction
2) Non-Energy Contracts Executed under Executive Director Authority

November 15, 2021

Participation by City and County

JURISDICTION	Default Option	Active Accounts	Participation Rate	Lean %	Clean %	100% Green %
Agoura Hills	Lean	8,184	94.59%	0.97%	0.29%	98.74%
Alhambra	Clean	33,897	98.12%	1.47%	98.21%	0.33%
Arcadia	Lean	22,496	98.10%	99.79%	0.10%	0.12%
Beverly Hills	Clean	18,633	99.58%	1.56%	98.29%	0.15%
Calabasas	Lean	9,821	97.83%	0.96%	0.27%	98.77%
Camarillo	Lean	28,393	95.63%	99.11%	0.29%	0.60%
Carson	Clean	29,237	97.28%	1.29%	98.09%	0.62%
Claremont	Clean	12,665	95.12%	2.28%	97.09%	0.62%
Culver City	100% Green	19,165	97.87%	4.09%	1.21%	94.70%
Downey	Clean	36,802	97.52%	1.51%	98.17%	0.32%
Hawaiian Gardens	Clean	3,635	96.99%	1.24%	98.32%	0.44%
Hawthorne	Lean	28,321	99.26%	99.23%	0.07%	0.70%
Los Angeles County	Clean	296,525	95.63%	1.76%	97.78%	0.45%
Malibu	100% Green	6,894	97.40%	3.02%	0.52%	96.46%
Manhattan Beach	Clean	15,392	98.52%	2.50%	0.23%	97.27%
Moorpark	Clean	11,480	89.97%	3.07%	96.39%	0.54%
Ojai	100% Green	3,484	93.20%	6.03%	1.32%	92.65%
Oxnard	100% Green	54,818	95.65%	4.08%	0.49%	95.42%
Paramount	Lean	15,640	98.74%	99.14%	0.11%	0.75%
Redondo Beach	Clean	33,241	99.20%	1.91%	97.72%	0.37%
Rolling Hills Estates	100% Green	3,348	94.92%	7.41%	15.83%	76.76%
Santa Monica	100% Green	53,304	98.41%	3.59%	0.73%	95.68%
Sierra Madre	100% Green	5,002	95.11%	5.44%	1.64%	92.92%
Simi Valley	Lean	43,099	93.16%	99.66%	0.13%	0.21%
South Pasadena	100% Green	11,696	98.18%	3.53%	11.29%	85.17%
Temple City	Lean	12,587	97.74%	99.80%	0.06%	0.14%
Thousand Oaks	100% Green	44,237	89.03%	8.32%	1.75%	89.93%
Ventura	100% Green	43,548	94.02%	5.03%	1.30%	93.68%
Ventura County	100% Green	32,231	86.36%	6.45%	1.27%	92.28%
West Hollywood	100% Green	26,244	99.68%	2.40%	0.38%	97.21%
Westlake Village	Lean	3,676	86.92%	99.67%	0.08%	0.24%
Whittier	Clean	30,498	95.78%	1.88%	97.73%	0.39%

Overall Participation by Default Option

Default Option	Participation Rate
100% Green	94.99%
Clean	96.70%
Lean	95.78%
Total	**95.80%**

Default Option	Active Accounts	% of Active
100% Green	303,971	30.45%
Clean	522,005	52.29%
Lean	172,217	17.25%
Total	**998,193**	**100.00%**

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**
Maria Shafer	**Minute transciption for board meetings**	**November 2021**	**$20,000**	**Active**	
Informal Development	**Website repair, development, & as-needed maintenance**	**November 2021**	**$20,500**	**Active**	**Original Contract Date: November 2020 NTE $12,000 Amendment 1 - NTE increased to $32,500 Extends through 5/29/2022**
Clear Language Company	**Minute transciption for board meetings**	**November 2021**	**$20,000**	**Active**	
NewGen Strategies and Solutions, LLC	**Regulatory Support for 2021 ERRA forecast proceedings**	**November 2021**	**$5,500**	**Active**	**Original Contract Date: May 2020 NTE $71,240 Amendment 1: authorized first renewal term and increased NTE to $102,560 Amendment 2: increased NTE to $108,060**
Omni Government Relations & Pinnacle Advocacy, LLC	**Lobbying Services**	**November 2021**	**$125,000**	**Active**	**Original Contract Date: December 2019 NTE $108,000 Amendment #1 - first renewal term authorized November 2020, NTE $108,000 Amendment #2 - second (final) renewal authorized, extends through December 5, 2022, new NTE $125,000**
MK Partners	**Integration services for Saleforce SW**	**October 2021**	**$7,995**	**Active**	
LinkedIn	**Subscription for recruiting tools**	**October 2021**	**$14,619**	**Active**	
Sigma Computing, Inc.	**Business intelligence & analytics software tool**	**October 2021**	**$10,000**	**Active**	
MRW & Associates	**Extension of ratemaking services contract**	**October 2021**	**$35,000**	**Active**	**Original Contract Date: December 2020 NTE $90,000 Amendment #1 - NTE increased to $125,000 Extends through 12/2/2022 (renewals authorized)**
Ross Associates	**Consulting services for leadership training**	**October 2021**	**$50,000**	**Active**	
LLM Consulting	**Consulting Sevices for Executive Coaching**	**September 2021**	**$10,000**	**Active**	
Gabriela Monzon	**Consulting Services Agreement for as-needed Clerk of the Board duties**	**September 2021**	**$30,000**	**Active**	

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Non-energy contracts executed under Executive Director authority

Rolling 12 months -- Open contracts shown in Bold

Vendor	Purpose	Month	NTE Amount	Status	Notes
Bold New Directions, Inc.	**Consulting Sevices for Executive Coaching**	**September 2021**	**$2,333**	**Active**	
MBI Media	**External Affairs support services**	**September 2021**	**$125,000**	**Active**	
Salesforce	**Stakeholder Relationship Management application subscription**	**September 2021**	**$15,300**	**Active**	
Clean Energy Counsel LLP	**Extension of legal services agreement**	**September 2021**	**$30,000**	**Active**	**Original Contract Date: November 2020 NTE $355,000 Amendment #1 - NTE increased to $385,000 in July 2021 Extends through 11/6/2021 (renewals authorized)**
Elite Edge Consulting	**Extension of consulting agreement for accounting services**	**September 2021**	**$120,000**	**Active**	**Original Contract Date: September 2020 NTE $112,000 Amendment #1 - NTE for renewals increased to $120,000 in September 2020 Amendment #2 - First renewal authorized July 2021 - Extends through 6/30/2022**
CV Resources	**Recruiting Services**	**September 2021**	**N/A**	**Active**	**20% of starting salary upon hiring an exclusively referred candidate**
Oscar Associates LLC	**Recruiting Services**	**September 2021**	**N/A**	**Active**	**30% of starting salary upon hiring an exclusively referred candidate**
Abbot, Stringham and Lynch	**2020 CEC Power Source Disclosure Audit**	**August 2021**	**$16,700**	**Active**	**Includes two optional renewals for years 2021 and 2022**
Bradsby Group	**Recruiting Services**	**August 2021**	**N/A**	**Active**	**25% of starting salary upon hiring an exclusively referred candidate**
Pickit	**Digital Asset Management**	**August 2021**	**$2,400**	**Active**	**Annual Subscription**

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Non-energy contracts executed under Executive Director authority
Rolling 12 months -- Open contracts shown in Bold

Vendor	Purpose	Month	NTE Amount	Status	Notes
Chapman & Cutler, LLP	**2021 Legal Services (CPA's Credit Agreement)**	**August 2021**	**$35,000**	**Active**	**Original Contract Date: 3/1/21 NTE $20,000 Amendment #1 - NTE increased to $55,000 Extends through 4/30/22, auto-renew**
CLG Group	**Executive Training**	**July 2021**	**$7,500**	**Active**	**Original Contract Date: 11/21/19 NTE: $15,000 Amendment 1: NTE increased to $22,500 Extends through: 1/31/22**
Knowledge City	**Employee Training**	**July 2021**	**$7,251**	**Active**	**Licenses for employee training Extends through 6/30/2022**
CBE Office Solutions	**Lease of Two (2) Sharp MX-3071 Color Copiers**	**June 2021**	**$75,000**	**Active**	**60/Month Lease June 2021- August 2026 (first 3 months deferred) $275.88/Monthly Lease Cost**
Celtis Ventures, Inc.	**Marketing Support for Power Share program**	**May 2021**	**$10,000**	**Active**	**Original Contract Date: January 2021 NTE $50,000 Amendment #1 - NTE increased to $55,000 in April 2021 Amendment #2 - NTE increased to $65,000 in May 2021 - Extends through 1/15/2022**
Clever Creative Inc.	CPA Brand Audit and Design Refresh	May 2021	$5,000	Completed	Original Contract Date: January 2021 NTE $50,000 Amendment #1 - NTE increased to $55,000 in May 2021 - Extends through 6/30/21
(W)right On Communications, Inc.	On-call External Affairs support services	May 2021	$8,000	Completed	Original Contract Date: January 2021 NTE $50,000 Amendment #1 - NTE increased to $58,000 in May 2021 - Extends through 6/15/21
Polsinelli, LLP	**Legal Service Agreement (Employment, Compliance, General Legal Support related to Commercial Liability, Risk, and Mitigation issues)**	**April 2021**	**$75,000**	**Active**	**Amendment #2 to original Agreement executed on March 8, 2019**
AccuWeather Enterprise Solutions	**Professional Forecasting Weather Services**	**April 2021**	**$4,800**	**Active**	**Addendum to April 2020 Agreement. Extended through March 2023 at $400/mo**

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Non-energy contracts executed under Executive Director authority
Rolling 12 months -- Open contracts shown in Bold

Vendor	Purpose	Month	NTE Amount	Status	Notes
Shute, Mihaly & Weinberger, LLP	**Legal Service Agreement (Regulatory, Administrative, Environmental, Energy Procurement, Public Contracting, Public Entity Governance Laws, Issues and/or Proceedings)**	**April 2021**	**$65,000**	**Active**	
SCS Engineers	**Professional Services for CARB AB32 GHG Verification**	**April 2021**	**$17,000**	**Active**	
Wimer Associates	**Facilitation of Staff Training Sessions**	**February 2021**	**$13,600**	**Active**	
Critical Mention, Inc.	**Media Monitoring Service**	**February 2021**	**$6,000**	**Active**	
OpenPath	**New Office Keycard Access Control System**	**January 2021**	**$1,500**	**Active**	
Wrike, Inc	**Project Management Software**	**January 2021**	**$2,100**	**Active**	
Prime Government Solutions, Inc.	**Board and committee meeting agenda management software**	**December 2020**	**$16,000**	**Active**	
ProComply, Inc.	**Energy regulation compliance training**	**October 2020**	**$5,000**	**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; SOW extends through December 31, 2021**
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**	
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**	
Snowflake Inc.	**Engineering Support Services for Load Forecasting Analysis**	**July 2020**	**$ 15,000**	**Active**	
Adobe Inc.	**AdobeSign Secure Electronic Signature Service**	**June 2020**	**$ 3,200**	**Active**	
EZ Texting	**Peak Management Pricing customer text messaging alerts**	**May 2020**	**$ 1,000**	**Active**	

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Non-energy contracts executed under Executive Director authority
Rolling 12 months -- Open contracts shown in Bold

Vendor	Purpose	Month	NTE Amount	Status	Notes
Davis Wright Tremaine, LLP	**Legal Services Agreement (Regulatory Assistance)**	**April 2020**	**$ 90,000**	**Active**	**1st Amendment in October 2020 to increase the NTE from $4,000 to $35,000. 2nd Amendment in March 2021 to increase the NTE from $35,000 to $125,000.**
Snowflake Inc.	**Cloud-Native Elastic Data Warehouse Service**	**April 2020**	**$ 36,000**	**Active**	
Amazon Web Services	**Cloud-based Database Hosting**	**April 2020**	**$ 36,000**	**Active**	
ICE Options Analytics LLC	**Trading Platform Subscription Service**	**March 2020**	**$ 19,000**	**Active**	
Inventure Recruitment	**Ongoing Recruitment Services**	**October 2019**	**$ 120,000**	**Active**	**Renewed for 2021 at same amount**