Peninsula Clean Energy
Board of Directors Meeting
April 27, 2017
Agenda

Call to order / Roll call

Public Comment

Action to set the agenda and approve consent items
Regular Agenda

1. Chair Report (Discussion)
2. CEO Report (Discussion)
Recruiting Update

• Introducing:
  – Joseph Wiedman, Senior Regulatory/Legislative Analyst
  – Siobhan Doherty, Manager of Contracts

• Posted position:
  – Renewable Energy Analyst (open until May 3)
Highlights

• Press event on April 19 at Hillsdale Shopping Center to announce our full rollout to all of San Mateo County and Portola Valley’s 100% renewable enrollment

• Low opt-out rate continuing!

• CAC Applications open until April 30
• Suggest we ramp up our GHG-free content beyond 75% this year as follows:
  – 2016 – 75% GHG-free
  – 2017 – 80% GHG-free
  – 2018 – 85% GHG-free
  – 2019 – 90% GHG-free
  – 2020 – 95% GHG-free
  – 2021 – 100% GHG-free
Coming Up

• Business of Local Energy Symposium, May 5, Long Beach

• PCE 101 Training for new board members (and existing board members)
  – Week of May 15 – 2 hours
  – Doodle poll in weekly newsletter

• PCE 202 Training on PCIA with Pradeep Gupta
  – Week of June 5 – 2 hours
3. Marketing and Outreach Report (Discussion)
Never doubt that a small group of thoughtfully committed citizens can change the world. Indeed, it's the only thing that ever has.

- Margaret Mead
Since last board meeting, PCE...

• **Talked with more than 1,000 customers**, at 21 events in more than 15 cities/towns

• Helped local kids make approx. 700 clean energy pinwheels

• We’ll be at another four events this weekend!

*Photo by Dan Lieberman at Pacifica Earth Fest on April 22*
<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>27-Mar</td>
<td>Belmont Community Workshop</td>
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<td>28-Mar</td>
<td>Burlingame BAYREN Multifamily EE workshop</td>
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<td>28-Mar</td>
<td>PCE Presentation at Redwood City Senior Center</td>
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<td>8-Apr</td>
<td>San Carlos Earth Day tabling</td>
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<td>10-Apr</td>
<td>Half Moon Bay Community Workshop</td>
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<td>11-Apr</td>
<td>Pescadero Town Council Update</td>
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<td>14-Apr</td>
<td>Skyline College Women in Energy Career Panel</td>
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<td>18-Apr</td>
<td>PCE Workshop in Foster City</td>
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<td>19-Apr</td>
<td>PCE Presentation to SamTrans/Caltrain Employees</td>
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<td>19-Apr</td>
<td>PCE Presentation at Atherton City Council</td>
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<td>19-Apr</td>
<td>PCE Presentation to League of Women Voters</td>
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<td>20-Apr</td>
<td>PCE Volunteer Training -- thank you volunteers!</td>
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<td>21-Apr</td>
<td>Half Moon Bay Compost Giveaway Tabling</td>
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<td>22-Apr</td>
<td>Marine Science Earth Day tabling Redwood City</td>
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<td>Pacifica Earth Fest tabling</td>
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<td>22-Apr</td>
<td>East Palo Alto Earth Day Tabling</td>
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<td>PCE Update to South San Francisco Composting Class</td>
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<td>PCE Presentation to North Fair Oaks Council</td>
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<td>Event</td>
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<td>----------------------------------------------------------------------</td>
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<tr>
<td>29_Apr</td>
<td>Belmont Earth Day Tabling</td>
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<td>29_Apr</td>
<td>PCE Presentation at Burlingame Rainwater Workshop</td>
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<td>29_Apr</td>
<td>STEAM Fest in Redwood City Tabling</td>
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<td>30_Apr</td>
<td>Kermes Día del Niño Tabling in North Fair Oaks</td>
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<td>6_May</td>
<td>San Bruno Clean Sweep Tabling</td>
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<td>7_May</td>
<td>Burlingame Streets Alive Tabling</td>
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<td>10_May</td>
<td>PCE Presentation to San Bruno Rotary Club</td>
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<tr>
<td>11_May</td>
<td>Bike to Work Day Energizer Station in South San Francisco</td>
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<td></td>
<td><em>Also placing PCE pens and brochures in all 3,500 Bike to Work swag bags in the County</em></td>
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<tr>
<td>16_May</td>
<td>Beresford Hillsdale Neighborhood Meeting Tabling in San Mateo</td>
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<td>18_May</td>
<td>PCE Presentation to SMUHA in San Mateo</td>
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<td>20_May</td>
<td>Shine Family Day Tabling in Daly City</td>
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<td>24_May</td>
<td>PCE Presentation at Water Wise Workshop in Millbrae</td>
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<tr>
<td>24_May</td>
<td>PCE Presentation at Shelter Creek HOA in San Bruno</td>
</tr>
<tr>
<td>3_Jun</td>
<td>Hillsborough Earth Day Tabling</td>
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</table>
Huge Thank You to Outreach Volunteers!

- Gladwyn D’Souza – San Mateo Community Choice
- Janet Creech – San Mateo Community Choice
- Janelle London* – Menlo Spark
- Michelle Daher – East Palo Alto City Staff
- Grant Lingon** – San Mateo City Staff
- Kathy Goforth
- Geoff Esmail

*Speaks Spanish

**Speaks Mandarin
CARE and Medical Baseline

• Post cards will be sent in May to all discount customers with message that:
  – CARE, FERA, LIHEAP discounts automatically continue for PCE customers
  – Medical Baseline customers are exempt from PCIA, receive additional 35% savings!

• Post card is in English, Spanish, and Chinese
How to Read PG&E Bills

• Sending a special post card to residential (E1) customers on how to find savings on bill
  – ECO100 and ECOplus versions
• Creating website video on reading your bill
• Organizing workshop/open house for solar customers to bring in their NEM bills
Social Media: March 2017

Peninsula Clean Energy
Published by Kirsten Andrews-Schwind [?] - April 19 at 10:15am

PCE Jan Pepper being interviewed by ABS-CBN International, a Filipino news channel.

Peninsula Clean Energy
Published by Kirk Nelson [?] - April 22 at 1:34pm

Celebrate Earth Day by opting-up to ECO100 - 100% renewable and carbon-free energy! https://www.peninsulacleanenergy.com/opt-up/

Peninsula Clean Energy
Published by Kirk Nelson [?] - April 22 at 12:22pm

We're here in Pacifica's Ecostival making pinwheels and talking clean power. Say hi if you're in the neighborhood!

Peninsula Clean Energy
Published by Kirk Nelson [?] - April 7 at 12:30pm

Why is Daniel Yost, Council Member of Woodside, excited about PCE? He thinks one of PCE's greatest strengths is having the choice of going greener and cheaper together. #PCEpowersMe

https://www.youtube.com/watch?v=5vHQ69EOIk

Councilmember Daniel Yost talks about PCE

Why is Daniel Yost, Councilmember of Woodside, excited about PCE? He thinks one of PCE's greatest strengths is the choice of going greener and cheaper...

YOUTUBE.COM
Press Releases

• Two press releases distributed in April at press conference
  – Portola Valley goes ECO100
  – PCE now the largest CCA in California

• Media coverage included:
  – KQED interview with Jan Pepper and Dave Pine
  – Everything South City
  – InMenlo
  – Balitang America

• May press releases may include:
  – PCE signs new power supply contracts
<table>
<thead>
<tr>
<th>Status</th>
<th>Who</th>
<th>What</th>
<th>Where</th>
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<tbody>
<tr>
<td>Published</td>
<td>Jeff Aalfs</td>
<td>We can help combat climate change with new energy program</td>
<td>The Almanac</td>
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<tr>
<td>Published</td>
<td>Dave Pine &amp; Carole Groom</td>
<td>Peninsula Clean Energy now serving entire county</td>
<td>San Mateo Daily Journal</td>
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<tr>
<td>Published</td>
<td>Jan Pepper</td>
<td>Featured Story of the Week</td>
<td>KHMB Radio</td>
</tr>
<tr>
<td>Published</td>
<td>John Keener</td>
<td>How PCE Helps Pacifica Meet our Climate Action Plan Goals</td>
<td>Pacifica Tribune</td>
</tr>
<tr>
<td>Submitted</td>
<td>Donna Colson</td>
<td>Green Power Options with PCE</td>
<td>Burlingame Voice</td>
</tr>
<tr>
<td>Submitted</td>
<td>Jan Pepper</td>
<td>Community Choice Aggregation will soon be providing Most Northern Californians With Electricity</td>
<td>SF Chronicle</td>
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<tr>
<td>Drafting</td>
<td>Rick DeGolia and Carlos Romero</td>
<td>PCE as a harbinger of what's to come in regional energy</td>
<td>SJ Mercury News</td>
</tr>
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</table>
Customer Notices: Update

• 208,000 units of each notice
• Phase 2 notices #1 & #2 already sent
• Phase 2 notice #3 currently mailed weekly
• Post-enrollment notices #3 and #4 are large postcard format
Website Visits: May 1, 2016 - April 25, 2017

- **Sessions**: 82,230
- **Users**: 43,794
- **Pageviews**: 170,233
- **Pages / Session**: 2.07
- **Avg. Session Duration**: 00:02:12
- **Bounce Rate**: 61.97%
- **% New Sessions**: 52.91%

Key Points:
- 1st social media ads
- Enrollment phase 1 ad buy
- Enrollment phase 2 ad buy
## Opt-Outs

<table>
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<tr>
<th>CITY</th>
<th>Eligible Accts</th>
<th>Past Phase Accts</th>
<th>Total</th>
<th>TOTAL OPT OUT %</th>
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<td>PORTOLA VALLEY INC</td>
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<td>160</td>
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<td>PACIFICA INC</td>
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<td>HALF MOON BAY INC</td>
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<td>DALY CITY INC</td>
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<td>8,111</td>
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<td>MILLBRAE INC</td>
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<td>SAN CARLOS INC</td>
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<td>4,704</td>
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<td>BELMONT INC</td>
<td>11,818</td>
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<td>SAN MATEO INC</td>
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<td>11,540</td>
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<td>1.24%</td>
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<tr>
<td>HILLSBOROUGH INC</td>
<td>4,056</td>
<td>1,027</td>
<td>47</td>
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<tr>
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<td>15,458</td>
<td>4,595</td>
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<td>1.15%</td>
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<td>WOODSIDE INC</td>
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<td>1.14%</td>
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<td>BRISBANE INC</td>
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<td>28</td>
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<td>COLMA INC</td>
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<td>772</td>
<td>15</td>
<td>1.13%</td>
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<td>FOSTER CITY INC</td>
<td>14,401</td>
<td>3,445</td>
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<td>1.00%</td>
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<tr>
<td>REDWOOD CITY INC</td>
<td>34,377</td>
<td>9,387</td>
<td>300</td>
<td>0.87%</td>
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<tr>
<td>MENLO PARK INC</td>
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<tr>
<td>EAST PALO ALTO INC</td>
<td>7,715</td>
<td>1,852</td>
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<tr>
<td><strong>Grand Total</strong></td>
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<td>81,424</td>
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<td>ACTIVE ACCTS</td>
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<td>WOODSIDE INC</td>
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<td>Grand Total</td>
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Sponsorships and Conferences

- PCE is joining local Chambers of Commerce and other organizations (e.g. Sustainable San Mateo County)
- Sponsored these upcoming events:

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<th>What</th>
<th>When</th>
<th>Where</th>
<th>Who</th>
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<tr>
<td>Business of Local Energy Symposium</td>
<td>May 5</td>
<td>Long Beach</td>
<td>Center for Climate Protection</td>
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<tr>
<td>Energy &amp; Sustainability Summit</td>
<td>May 25</td>
<td>Redwood City</td>
<td>SVLG</td>
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<tr>
<td>Silicon Valley Energy Summit</td>
<td>June 23</td>
<td>Stanford</td>
<td>Precourt Energy Efficiency Center</td>
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NEM Early Enrollment Issue

• Calpine sent Phase 2 enrollment notices to some NEM customers in error, rather than in their correct NEM enrollment phase
  – 841 NEM customers received the phase 2 notice and were enrolled before their annual true-up
  – 1401 NEM customers received the Phase 2 notice but were not enrolled

• We are working with Calpine and PG&E to reverse the true-up for the 841 customers

• PCE is sending notices to all affected customers

• All customers are back on their original true-up schedule
4. Regulatory and Legislative Report (Discussion)
Regulatory and Legislative Report
April 27, 2017
Joseph Wiedman
Senior Regulatory/Legislative Analyst
April Meetings and CalCCA Activities

– PCE April Meetings
  • March 31st meeting in Daly City (attended Dave Pine, Glenn Sylvester, Jan Pepper, Joe Wiedman)
    – Met with State Senator Scott Wiener regarding SB 618
  • April 18th Senate Energy, Utilities and Communications Committee Hearing on SB 618 (attended by Joe Wiedman and CalCAA team)
  • April 20th meeting with PG&E/MCE/SCP on Default TOU Pilot Program Coordination (attended by Dan Lieberman and Joe Wiedman)

– CalCCA Activities
  • Finalizing regulatory and legislative processes
April Regulatory Activities

– PCE April Filings
  • Filed Post Workshop Comments with CalCCA on bond methodology considerations in R.03-10-003 – (CCA Bond)
  • Filed comments with CalCCA on IOU ME&O Plans for Default TOU Pilot in R.12-06-013 – (Residential Rates OIR)
  • Filed comments with CalCCA on Energy Division approval of Compliance Plan in Advice Letter 3035-E – (SDG&E Independent Marketing Division (IMD) Compliance Plan)
  • Filed Joint IOU-CCA Petition to Modify (uniform information standards) – PCIA/PAM – no open docket
April Legislative Activities

- **SB 618 (Bradford)** – Significantly modified. No longer subjects CCAs to expanded CPUC oversight of IRPs
- **AB 79 (Levine)** – Would create seasonal and hourly emissions factors and compliance obligations; working with CalCCA to amend to use yearly default emissions factors
- **AB 1405 (Mullin)** – Would have required CCAs to meet a 4-hour peak load requirement using storage; now amended to look exactly like SB 338; PCE continues to work with author and staff
- **SB 338 (Skinner)** – Requires consideration within IRP how utilize EE, DR and storage to meet net peak load
- **SB 679 (Allen and Wiener)** – Directs CAISO to study reforming transmission access charges for resources on the distribution system
Future Reg/Leg Activities

– En Banc Hearing on Retail Choice May 19th in Sacramento

– May 30th – Protest to IOU’s PAM Application 17-04-018 (filed on Tuesday, April 25th) due; PCE is taking a lead in the work with CalCCA

– July 3rd – Testimony on CCA Bond Methodology due
5. Integrated Resource Plan (Discussion)
PCE’s Integrated Resource Plan (IRP) –
April 27, 2017
Presentation Outline

- Legislative and regulatory considerations
- Resource planning goals
- Electric load forecast
- Resources
- Procurement methods
- Future policy decisions for board
- Appendix
  - Existing PCE strategic procurement targets
  - Possible IRP Outline
Legislative and Regulatory Considerations

• No state mandate (yet) to produce an IRP
  – CPUC is currently implementing Cal. PU Code Sec. 454.52 via R.16-02-007
    • Under Sec. 454.52(b)(3): IRP approved by CCA Board of Directors; provided to CPUC for “certification”
    • IRP must meet certain requirements:
      – Economic, reliability, environmental, security and other benefits
      – Diversified portfolio of short-term/long-term electricity, electricity-related and demand reduction products
      – Must meet RA requirements established via state law
  – Other procurement requirements
    • RPS – 50% by 2030; discussion of moving to higher levels
    • Storage mandate – 1% of peak; contracts by 2020, in place by 2024
    • Sec. 399.13(b) – Beginning January 1, 2021 – 65% of RPS contracts in each compliance period must be for contracts of 10 years or more in duration
Resource Planning Goals

- **Purpose of the IRP (beyond meeting regulatory requirements)**
  - To articulate and communicate PCE’s plans and requirements for building a diversified portfolio of power resources
  - Key audiences include PCE Board, customers, suppliers and policymakers
  - In particular, suppliers (developers) can learn PCE’s needs and priorities, and shape their offerings to PCE accordingly
  - Annual updates with detailed appendices are useful for this purpose
Electric Load Forecast

• Customer consumption forecasts will be built up from assumptions and data in the end-use classifications (residential, commercial, etc.)

• Programs to be evaluated in the future that will affect the demand side (load) (and also in some cases the supply side):
  – Energy storage
  – Energy efficiency
  – Net energy metering
  – Demand response programs

• In previous discussions with the Board, we have presented graphical load forecasts, and superimposed on those charts certain supply scenarios as a function of different contracting decisions
  – While the IRP may not contain this level of detail, it will reflect the assumptions behind these analyses and the policy goals inherent in them
Resources

- Existing resource commitments and current resource mix; for example:
  - Renewables
  - Carbon free (GHG free)
  - System energy
  - Capacity (RA)
    - System capacity
    - Local capacity
    - Flexible capacity

- Future resource acquisitions
  - Energy storage
    - On the utility side of the customer meter (“in front of the meter” OR “IFM”)
    - Or, on the customer side (“behind the meter” or “BTM”)
      - This option appears to the utility to be the same as a reduction in demand (load)
  - Net energy metering
  - Energy efficiency programs
  - Demand response (including BTM storage with ability to be dispatched)
Procurement Methods

• Competitive requests for offers (RFOs)
  – Generally the preferred approach
  – Contracts are fully negotiable
  – However, there are also “standard contract” RFOs
    • No opportunity to negotiate contract terms and conditions, and bid accordingly
    • Simplify and accelerate procurement; reduce costs for legal services

• Unsolicited proposals
  – Normally refer these to the next RFO opportunity
  – May consider “rare and fleeting opportunities”

• Feed-in tariffs (FITs)
  – A “first come, first served” approach with a price being offered to the market
  – The frequency of updating the price is important
  – Standard, non-negotiable contract
  – Typically for very small community-based projects
Future Policy Decisions for PCE Board

• Risk Management
  – Procurement
    • Short-term vs long-term contracts vs market exposure
    • Curtailment
    • Price forecasts
  – Load
    • Opt-out
  – Regulatory / Legislative Risks
    • Changes in rules

• Local Programs
Resource Planning Targets

• Existing PCE strategic procurement targets
  – 100% GHG free (carbon free) by 2021
  – Sourced by 100% CA RPS eligible renewable energy by 2025
  – Create a minimum of 20 MWs of new local power by 2025
    • Renewable power, EV programs, energy storage
    • Energy efficiency and demand response
    • In partnerships with local business, schools and nonprofit organizations
  – No use of unbundled renewable energy certificates (RECs)
  – No coal resources
Possible IRP Outline (1 of 3)

• Introduction
  – Purpose
  – Executive Summary

• General Resource Planning Principles
  – Regulatory Considerations
  – PCE Procurement Targets

• Electric Load Forecast
  – Enrolled Customers
  – Baseline Customer and Consumption Forecast
  – Energy Efficiency
  – Net Energy Metering
  – Demand Response
Possible IRP Outline (2 of 3)

• Resources
  – Existing Resource Commitments
  – Current Resource Mix
  – Resource Needs
    • Renewable Resources
    • GHG-Free Resources
    • System Energy
    • Capacity Resources
    • Flexible Capacity
    • Energy Storage

• Procurement
  – Renewable Energy Purchases
  – GHG-Free Power Purchases
  – System Resources and Specified Power Resources
  – Reserve Capacity Purchases
• Procurement (Continued)
  – Local Renewable Energy Development
  – PCE Generation Development
  – Feed-In Tariff

• Procurement Methods and Authorities
  – Procurement Methods
  – Procurement Authorities

• Appendix A: Load and Resource Table
• Appendix B: Description of Resources
6. Authorize the Chief Executive Officer to execute an EEI (Edison Electric Institute) Master Agreement and Confirmation Agreement for Purchase of Resource Adequacy from Pacific Gas and Electric Company (PG&E). Power Delivery Term: July 1 2017 through December 31, 2017, in an amount not to exceed $3,300,000 (Action)
1. Authorize the Chief Executive Officer to execute a Long Form Confirmation Agreement with Pacific Gas and Electric Company (PG&E) for Purchase of PCC1 Renewable Energy. Power Delivery Term: July 1, 2017 through December 31, 2017, in an amount not to exceed $7,000,000 (Action)
2. Authorize the Chief Executive Officer to execute two EEI (Edison Electric Institute) Confirmation Agreements for Purchase of Resource Adequacy from Shell Energy North America (Shell) with (1) Power Delivery Term: July 1, 2017 through December 31, 2017, in an amount not to exceed $85,000; and (2) Power Delivery Term: July 2017, in an amount not to exceed $40,000 (Action)
7. Authorize the Chief Executive Officer to execute a contract for Purchase and Installation of Office Furniture in an amount not to exceed $250,000 (Action)
8. Formation of a standing Audit and Finance Committee (Action)
9. Update from Ad Hoc Committee on Formation of New Citizens Advisory Committee (Discussion)
10. Financial Reports (Discussion)
11. Board Members’ Reports (Discussion)
Adjourn