



**REGULAR MEETING of the Board of Directors of the
Peninsula Clean Energy Authority (PCEA)
Saturday, September 28, 2019
8:00 am**

Peninsula Clean Energy, 2075 Woodside Road,
Redwood City, CA 94061

Meetings are accessible to people with disabilities. Individuals who need special assistance or a disability-related modification or accommodation (including auxiliary aids or services) to participate in this meeting, or who have a disability and wish to request an alternative format for the agenda, meeting notice, agenda packet or other writings that may be distributed at the meeting, should contact Anne Bartoletti, Board Clerk, at least 2 working days before the meeting at 650-260-0111 or abartoletti@peninsulacleanenergy.com. Notification in advance of the meeting will enable the PCEA to make reasonable arrangements to ensure accessibility to this meeting and the materials related to it. Attendees to this meeting are reminded that other attendees may be sensitive to various chemical based products.

If you wish to speak to the Board, please fill out a speaker's slip located on the tables as you enter the Board meeting room. If you have anything that you wish to be distributed to the Board and included in the official record, please hand it to a member of PCEA staff who will distribute the information to the Board members and other staff.

PUBLIC COMMENT

This item is reserved for persons wishing to address the Board on any PCEA-related matters that are as follows: 1) Not otherwise on this meeting agenda; 2) Listed on the Consent Agenda and/or Closed Session Agenda; 3) Chief Executive Officer's or Staff Report on the Regular Agenda; or 4) Board Members' Reports on the Regular Agenda. Public comments on matters not listed above shall be heard at the time the matter is called.

As with all public comment, members of the public who wish to address the Board are requested to complete a speaker's slip and provide it to PCEA staff. Speakers are customarily limited to two minutes, but an extension can be provided to you at the discretion of the Board Chair.

REGULAR AGENDA

| | |
|-------------|--|
| 7:30 – 8:00 | Breakfast |
| 8:00 – 8:15 | Call to Order / Roll Call Public Comment Action to Set Agenda and Approve Consent Agenda Items |

- 8:15 – 9:00 PCE Strategic Plan
 - Review Status of PCE’s Strategic Goals
 - Strategic Planning Process Update
- 9:00 – 10:15 PCE Risk Analysis (Part 1)
 - Legislative / Regulatory Risks and Opportunities
 - Restructuring of Industry / PG&E Bankruptcy
- 10:15 – 10:30 Break
- 10:30 – 12:00 PCE Risk Analysis (Part 2)
 - Procurement Risks
 - Meeting regulatory requirements
 - Energy Costs / Hedges
 - Meeting internal goals
 - Financial Risks
 - Scenarios / Stress Tests
- 12:00 – 12:30 PCE Marketing Strategy Update
- 12:30 – 12:45 PCE Organization Update
- 12:45 – 1:00 Conclusions and Wrap-Up

CONSENT AGENDA

1. Approval of the Minutes for the August 22, 2019 Meeting (Action)

INFORMATION ONLY REPORTS

2. Marketing and Outreach Report
3. Regulatory and Legislative Report
4. Community Energy Programs Report
5. Procurement Report
6. Financial Reports

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 members, or a majority of the members of the Board. The Board has designated the Peninsula Clean Energy office, located at 2075 Woodside Road, Redwood City, CA 94061, for the purpose of making those public records available for inspection. The documents are also available on the PCEA’s Internet Web site. The website is located at:

<http://www.peninsulacleanenergy.com>.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: September 17, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Jan Pepper, Chief Executive Officer
SUBJECT: PCE Strategic Plan

BACKGROUND:

In 2016, the PCE Board adopted a set of strategic goals. These goals were updated at the 2017 and 2018 PCE board retreats.

DISCUSSION:

As PCE is no longer in start-up mode and is now embarking on many energy programs to further reduce greenhouse gas emissions in San Mateo County, the time has come for the organization to develop a more formalized strategic plan. PCE staff, along with input from a strategic plan board subcommittee, have selected a consultant for this strategic planning work. PCE staff, along with the consultant, will provide an overview of the process we will be undertaking for the development of the PCE strategic plan.

PCE staff will also review the status on reaching the current PCE strategic goals.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: September 13, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Siobhan Doherty, Director of Power Resources
SUBJECT: Procurement Risks

BACKGROUND:

Staff will present an analysis of risks related to energy supply and procurement.

DISCUSSION:

Staff will present an analysis of risk in three areas related to energy supply and procurement:

- Meeting regulatory requirements;
- Energy costs; and
- Meeting internal goals.

PCE is required to meet and report on regulatory requirements related to the Renewable Portfolio Standard (RPS), Resource Adequacy (RA), Power Source Disclosure (PSD) and Power Content Label (PCL), Integrated Resource Planning (IRP), and Power Cost Indifference Adjustment (PCIA). Changes related to each of these regulations creates uncertainty in power supply markets related to resource availability and cost.

In addition to uncertainty in energy costs related to regulatory risk, there are several other factors that drive energy costs. These include weather, natural gas prices, transmission outages, natural gas pipeline outages, customer electricity use in PCE's territory as well as in the greater western region, growth of renewable energy resources and growth of behind the meter resources, and resource fluctuations including availability of water resources for hydro electric supply.

PCE has set aggressive goals related to the portfolio of energy we serve to our customers. These goals are as follows:

- Design a diverse power portfolio that is greenhouse gas free.
 - 100% GHG free by 2021;
 - sourced by 100% CA RPS eligible renewable energy by 2025 on a time coincident basis, provided it is economically viable; and
 - create a minimum of 20 MWs of new local power by 2025.

PCE's ability to meet these goals in an economically viable way will depend on a number of factors including the availability and cost of resources to meet these goals.

In addition to reviewing these risks, staff will present on some of the tools and processes used to manage exposure to these risks.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: September 16, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Andy Stern, Chief Financial Officer
SUBJECT: Financial Risks

BACKGROUND:

Staff will present the long-term financial implications based on a set of scenarios. The scenarios will use different best case, worst case, and likely outcomes of several variables that could impact PCE's long-term position.

DISCUSSION:

As discussed with the Executive Committee at its meeting on September 10, 2019, Staff will present a financial analysis of the impact of scenarios that would significantly affect the organization's financial long-term outlook. The areas of analysis that will be included in the scenarios include:

- PG&E electricity generation rates
- PCIA fees
- Cost of base energy
- Cost of PCC1 (renewable energy credits)
- Cost of Resource Adequacy
- Changes in Base Load (customer usage)
- Commercial Customer use demands (volume purchase agreements and/or move to Direct Access)

Staff will present a summary of the financial impact of changes in each of the above categories and some combined scenarios based on a combination of potential outcomes.



**PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence**

DATE: September 16, 2019

BOARD MEETING DATE: September 28, 2019

SPECIAL NOTICE/HEARING: None

VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors

FROM: Karen Janowski, Director of Marketing and Community Affairs,
Peninsula Clean Energy Authority

SUBJECT: PCE Marketing Strategy Update

BACKGROUND:

New Director of Marketing and Community Affairs started on August 26, 2019.

DISCUSSION:

This agenda item will consist of a presentation of the framework for establishing marketing objectives, strategies, a staffing/resource plan, and approach to market research.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: September 17, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Jan Pepper, Chief Executive Officer
SUBJECT: PCE Organization Update

BACKGROUND:

The PCE staff has grown over the last year as we have taken on a number of new initiatives.

DISCUSSION:

As PCE enters this new phase of growth with a number of recent staff additions, and more planned, a brief presentation will be made to update the board on the current and proposed future organizational composition.



**REGULAR MEETING of the Board of Directors of the
Peninsula Clean Energy Authority (PCEA)
Thursday, August 22, 2019
MINUTES**

Peninsula Clean Energy
2075 Woodside Road, Redwood City, CA 94061
6:30 p.m.

CALL TO ORDER

Meeting was called to order at 6:35 p.m.

ROLL CALL

Present: Dave Pine, County of San Mateo
Jim Eggemeyer County of San Mateo
Jeff Aalfs, Town of Portola Valley, *Chair*
Rick DeGolia, Town of Atherton, *Vice Chair*
Julia Mates, City of Belmont
Donna Colson, City of Burlingame
Roderick Daus-Magbual, City of Daly City
Carlos Romero, City of East Palo Alto
Catherine Mahanpour, City of Foster City
Harvey Rarback, City of Half Moon Bay
Laurence May, Town of Hillsborough
Catherine Carlton, City of Menlo Park
Wayne Lee, City of Millbrae
Deirdre Martin, City of Pacifica
Ian Bain, City of Redwood City
Marty Medina, City of San Bruno
Sara McDowell, City of San Carlos
Rick Bonilla, City of San Mateo
Flor Nicolas, City of South San Francisco
Daniel Yost, Town of Woodside
John Keener, Director Emeritus
Pradeep Gupta, Director Emeritus

Absent: City of Brisbane
Town of Colma

Staff: Jan Pepper, Chief Executive Officer
Andy Stern, Chief Financial Officer
Leslie Brown, Director of Customer Care
Rafael Reyes, Director of Energy Programs
Siobhan Doherty, Director of Power Resources
Matt Sanders, Deputy County Counsel
Tj Carter, Marketing Associate
Anne Bartoletti, Board Clerk/Executive Assistant to the CEO

A quorum was established.

PUBLIC COMMENT:

Diane Bailey, MenloSpark
Mark Roest, SeaWave Battery
Georgi LaBerge, Sustainable San Mateo County
Doug Silverstein, Burlingame

ACTION TO SET THE AGENDA AND APPROVE CONSENT AGENDA ITEMS

Motion Made / Seconded: Lee / Carlton

Motion passed unanimously 18-0 (Absent: County of San Mateo, Brisbane, Burlingame, Colma)

REGULAR AGENDA

1. CHAIR REPORT

Jeff Aalfs—Chair—reported that the Board Retreat will be on Saturday, September 28, 2019.

2. CEO REPORT

Jan Pepper—Chief Executive Officer—provided an update on new hires and staffing changes. She reported that the City of San Mateo adopted new Reach Codes, and she provided a status update on other cities reviewing new Reach Codes. Jan reviewed the objectives and timeline for PCE’s development of a five-year Strategic Plan, and reviewed the status of the development of a three-year Marketing Plan.

Jan reported that the September Executive Committee meeting was moved to Tuesday, September 10 at 8:00 a.m., the September Audit and Finance Committee meeting had been cancelled, and the annual Board Retreat will take place on Saturday, September 28 from 8:00 a.m. to 1:00 p.m.

3. CITIZENS ADVISORY COMMITTEE REPORT

Desiree Thayer—Chair—reported that the Citizens Advisory Committee (CAC) elected her as chair, elected Gladwyn D’Souza as Vice Chair, and swore in a new member. She reported that the Committee received an overview of Distributed Energy Resources (DER), and discussed developing a Zero Carbon Toolkit of electrification resources for municipalities.

4. AUTHORIZE THE CEO TO EXECUTE AMENDMENT(S) TO THE AGREEMENT(S) WITH WOODSIDE ROAD HOLDINGS, LLC, IN A FORM APPROVED BY COUNSEL, TO ADD OFFICE SPACE IN THE 2055 WOODSIDE ROAD BUILDING TO PCE’S LEASE, EXTEND THE CURRENT LEASE AT THE 2075 WOODSIDE ROAD LOCATION BY TWO YEARS THROUGH SEPTEMBER 30,2026, ADD EV CHARGING STATIONS, AND PURCHASE FURNITURE AND OFFICE SUPPLIES IN AN AMOUNT NOT TO EXCEED \$1,800,000

Andy Stern—Chief Financial Officer—reported that PCE’s existing office space is quickly running out of room for new staff and planned hires. He reported that additional space is opening up in the building next door that would support eight additional staff, supporting a total of 35 staff members between the two spaces. Andy reported that the proposed agreement extends the lease for the existing space for two additional years, adds a lease for the new space, and includes the installation of four additional EV (electric vehicle) charging stations dedicated to PCE. Andy reported that total expenses, including furniture and office equipment for the new space, are estimated not to exceed \$1,800,000 over seven years.

PUBLIC COMMENT:

Michael Closson, Citizens Advisory Committee

Motion Made / Seconded: Carlton / May

Motion passed unanimously 20-0 (Absent: Brisbane, Colma)

5. AUTHORIZE THE CHIEF EXECUTIVE OFFICER TO EXECUTE AGREEMENT(S) WITH CONSULTANTS FOR THE EV CHARGING TECHNICAL ASSISTANCE PROGRAM

Rafael Reyes—Director of Energy Programs—announced that the California Energy Commission (CEC) will allocate \$12 Million to San Mateo County, and \$21 Million for Santa Clara County, via the California Electric Vehicle Incentive Program (CALeVIP). Rafael reviewed the Electric Vehicle Infrastructure Program that was approved by the Board in December 2018, and requested the Board delegate authority to CEO Jan Pepper to execute an agreement with CLEAResult, the selected Technical Assistance Consultant, for up to \$2 Million.

PUBLIC COMMENT:

Ted Howard, Independent Consultant to PG&E

Motion Made / Seconded: Lee / Bonilla

Motion passed unanimously 19-0 (Absent: Brisbane, Colma, Menlo Park)

6. AUTHORIZE THE CHIEF EXECUTIVE OFFICER TO EXECUTE AGREEMENT(S) FOR IRP (INTEGRATED RESOURCE PLAN) JOINT CONSULTING

Jan Pepper reported that the Board previously authorized the execution of cost sharing agreements between five CCAs (Community Choice Aggregator) - PCE, SVCE (Silicon Valley Clean Energy), SJCE (San Jose Clean Energy), MBCP (Monterey Bay Community Power), and EBCE (East Bay Community Energy) - but this IRP Agreement expands the field of signatories to include the Clean Power Alliance (CPA), plus additional parties that may join.

Board members discussed the resolution outlining six CCAs, and how many additional CCAs they should authorize for this joint consulting cost sharing agreement.

Motion amended to cover the six current CCAs and up four additional co-signers, for a total of 10 CCAs.

Motion Made as amended / Seconded: Lee / Martin

Motion passed unanimously 19-0 (Absent: Brisbane, Colma, Menlo Park)

7. APPROVE RESOLUTION DELEGATING AUTHORITY TO THE CHIEF EXECUTIVE OFFICER TO ATTEST TO THE ACCURACY OF THE INFORMATION PROVIDED IN PCE'S 2018 POWER CONTENT LABEL

Siobhan Doherty—Director of Power Resources—reported that the California Public Utilities Code requires all retail sellers of electric energy to disclose “accurate, reliable, and simple-to-understand information on the sources of energy” that are delivered to their respective customers. She reported that PCE staff performed a detailed review of all power purchases completed for the 2018 calendar year.

Motion Made / Seconded: Yost / Lee

Motion passed unanimously 19-0 (Absent: Brisbane, Colma, Menlo Park)

8. APPROVE PARTICIPATION IN TOU (TIME OF USE) RATES TRANSITION AND USE OF BILL PROTECTION

Leslie Brown—Director of Customer Care—reported that Time of Use (TOU) rates encourage customers to shift usage to times of day that support a cleaner, more reliable grid. She reported that the CPUC (California Public Utilities Commission) set out specific guidelines, including requiring that the IOU's (Investment Owned Utility) provide bill protection to enable customers to try the new TOU rate schedule for a full year without concerns about cost. Leslie reviewed the transition timeline, outreach and education efforts, notifications, and bill protection analysis.

PUBLIC COMMENT:

Ted Howard, Independent Consultant to PG&E
Mark Roest, SeaWave Battery

Motion Made / Seconded: DeGolia / Mates

Motion passed unanimously 19-0 (Absent: Brisbane, Colma, Menlo Park)

9. APPROVE AMENDED CONTRACT OF PCE CHIEF EXECUTIVE OFFICER

Jeff Aalfs reported that the Board met in closed sessions in May and July (*he said it was June & July, but it was actually May and July*) to review Jan and come up with a final amendment to her contract. Jeff reported that Board members had a copy of the full contract and the resolution to amend it. It is a restatement of the prior contract so it will run from July 1, 2019 to July 1, 2020. The two substantive changes are an increase in severance from three to six months, and an increase in salary from \$300,000 to \$315,000. Those were the two changes agreed to in the closed sessions.

Motion Made / Seconded: Romero / May

Motion passed unanimously 19-0 (Absent: Brisbane, Colma, Menlo Park)

10. BOARD MEMBERS' REPORTS

Wayne Lee reported that Millbrae will have an auto show as part of its annual Labor Day weekend festival.

ADJOURNMENT

Meeting was adjourned at 8:30 p.m.



**PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence**

DATE: September 16, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority (PCE) Board of Directors
FROM: Kirsten Andrews-Schwind, Senior Manager, Communications and Outreach
Leslie Brown, Director of Customer Care
SUBJECT: Update on PCE's Marketing and Outreach Activities and Enrollment Statistics

BACKGROUND:

The Marketing and Communications Team manages press coverage, public relations, local programs marketing, community outreach, PCE's online and social media presence, responding to customer requests, and preparing future campaigns.

DISCUSSION

New Electric Vehicle (EV) Discount Program to Launch October 1st

Peninsula Clean Energy is again offering a popular electric vehicle (EV) discount program that saves thousands of dollars for San Mateo County residents through a partnership with seven participating local auto dealers. The program combines guaranteed savings from dealerships with Peninsula Clean Energy rebates of \$1,000 for all-electric cars or \$700 for plug-in hybrids. These combined discounts range up to \$7,000!

Buyers may stack these savings with manufacturer discounts and state and federal EV tax incentives, potentially saving an additional \$10,800 or more per purchase. The program also offers significant savings on leases.

The time-limited discounts are available from October 1 through December 31, 2019. Details will be made public on PCE's www.peninsulacleanenergy.com/ev website and in a press release on September 24.

Peninsula Clean Energy is promoting the program through an integrated media campaign including:

- Three customer postcard mailings: the first of which, the annual Power Content Label, is mailed out to customers in late September and launches the program. It is followed by two additional postcards dedicated to the EV discount program. *In 2018 direct mail was our most effective marketing channel for this program.*
- Press release to local media
- Comcast cable TV ad targeting likely new car buyers in San Mateo County who may consider an EV, but for whom affordability is a factor
- Customer email campaign
- Web ad campaign
- Social media campaign
- Outreach collaboration with local nonprofit organizations (see below)
- Placing content in local government and major employer newsletters
- Integrating message into PCE's ongoing community outreach

We look forward to working with our member cities to place information on this discount program in your city newsletters.

Outreach Grant Update

In 2018 Peninsula Clean Energy conducted a successful community outreach grant pilot program to create and enhance partnerships with trusted community organizations to expand PCE's overall outreach. This initial effort focused on education about PCE to prevent opt-outs and resulted in 100,000 PCE impressions in five languages through the grantees' events outreach, case management, radio spots, email blasts, social media, and other marketing channels.

In June 2019 PCE issued an RFP for nonprofit organizations and local government agencies to collaborate with PCE on a second round of outreach grants. This round focuses on both communicating basic information about PCE as well as targeted education about utility discount programs, EVs, and building electrification. Proposals were due July 31, 2019.

PCE received nine applications for our community outreach grants, including eight with work plans. We are pleased to announce that we are moving ahead with negotiating grant agreements with the following applicants for awards up to \$40,000.

Sound of Hope Radio

Goal: Communicate basic PCE messages, programs, and EV education to Chinese-speaking community through a variety of marketing tools including radio ads and interviews, in-person workshops, videos, and digital media.

Acterra

Goal: Communicate PCE’s key messages through two existing Acterra programs

- 1) GoEV Program - Provide local citizens with hands-on opportunities to experience electric vehicles, and raise awareness that there is an EV to suit every budget.
- 2) Community Resiliency - Provide education and outreach programming to low-income communities about PCE billing, discount programs, and used EV program.

Menlo Spark & Housing Leadership Council

Goal: Engage affordable housing developers about the benefits of all-electric, affordable housing. Explore and develop strategies to prevent cost increases from being passed down to renters. Educate other community leaders and local government staff on all-electric housing.

Sustainable San Mateo County (Application A modified)

Goal: To inform the community about PCE, SSMC proposes to host eight community gatherings throughout the County, produce paid social media campaigns, as well as other outreach actions.

El Concilio of San Mateo County

Goal: Communicate basic PCE key messages, specifically around utility discounts and eligibility for PCE’s used EV program, to mainly Spanish-speaking communities in San Mateo County. Includes tabling at community events, one-on-one case management, radio ads, and presentations.

Community Outreach

Peninsula Clean Energy will attend or conduct community outreach at the following upcoming events through October.

| | |
|-----------|---|
| 3-Oct | Fall BayREN Workshop |
| 5-Oct | City of San Mateo Health & Wellness Fair |
| 5-Oct | Housing Authority's - Annual Family Fun & Resource Expo |
| 9-10 Oct | Getting to Zero Forum |
| 10-Oct | Illumina Campus Corporate Ride & Drive |
| 10-Oct | Building Electrification Expo - Palo Alto |
| 11-Oct | Getting to Zero Forum |
| 12-Oct | Building Electrification Expo - San Jose |
| 12-Oct | San Mateo Chamber Health & Wellness Expo |
| 12-Oct | Belmont Water Dog Run |
| 17-Oct | Burlingame CEC Panel Presentation |
| 22-23-Oct | Verge Conference |
| 26-Oct | Assemblymember Berman's Health Fair in EPA |

| | |
|----------|---|
| 26-27Oct | Burlingame Fall Festival (Ride & Drive and tabling) |
| 27-Oct | Rethink Waste Event |
| 28-Oct | Belmont Fit, Family, Fun Day |
| 31-Oct | Sustainable San Mateo Indicator's Report |

Enrollment Statistics to Date

Opt-out rates slightly decreased in August compared to July, but we are enjoying a significant decrease in opt-outs as compared to 2018. In August 2018 there were 94 opt-outs and 41 opt-outs in August 2019. Our overall participation rate is 97.51% of eligible accounts.

Opt-Outs by City

| CITY | Eligible Ac | Total | TOTAL OPT OUT % |
|-----------------------|----------------|--------------|-----------------|
| PORTOLA VALLEY INC | 1,680 | 111 | 6.61% |
| SAN BRUNO INC | 16,533 | 656 | 3.97% |
| PACIFICA INC | 15,478 | 560 | 3.62% |
| SO SAN FRANCISCO INC | 25,280 | 911 | 3.60% |
| EAST PALO ALTO INC | 7,943 | 276 | 3.47% |
| DALY CITY INC | 33,997 | 1133 | 3.33% |
| MILLBRAE INC | 9,374 | 282 | 3.01% |
| HALF MOON BAY INC | 4,965 | 144 | 2.90% |
| UNINC SAN MATEO CO | 24,577 | 704 | 2.86% |
| SAN MATEO INC | 44,611 | 1149 | 2.58% |
| BELMONT INC | 12,010 | 308 | 2.56% |
| SAN CARLOS INC | 14,694 | 367 | 2.50% |
| HILLSBOROUGH INC | 4,047 | 89 | 2.20% |
| REDWOOD CITY INC | 35,257 | 763 | 2.16% |
| BURLINGAME INC | 15,442 | 330 | 2.14% |
| FOSTER CITY INC | 14,785 | 301 | 2.04% |
| BRISBANE INC | 2,544 | 50 | 1.97% |
| WOODSIDE INC | 2,296 | 41 | 1.79% |
| ATHERTON INC | 2,705 | 43 | 1.59% |
| MENLO PARK INC | 15,823 | 237 | 1.50% |
| COLMA INC | | | |
| Grand Total | 304,800 | 8,472 | 2.78% |
| Adjusted Total | 304,016 | 7,567 | 2.49% |

There are now over 5,600 accounts in ECO100. In addition to the County, there are a total of 15 ECO100 cities. The ECO100 towns and cities as of September 12, 2019 include Atherton, Belmont, Brisbane, Burlingame, Colma, Foster City, Half Moon Bay, Hillsborough, Menlo Park, Millbrae, Portola Valley, Redwood City, San Carlos, San Mateo, Woodside, and the County of San Mateo.

The opt-up rates below include municipal accounts, which may noticeably increase the rate in smaller jurisdictions.

Active Accounts by City and Opt-Up Rate

| City | ECO100 | Active Accounts | Opt-Up % |
|--------------------|---------------|------------------------|-----------------|
| Atherton | 65 | 2,928 | 2.22% |
| Belmont | 136 | 10,462 | 1.30% |
| Brisbane | 68 | 2,488 | 2.73% |
| Burlingame | 282 | 15,411 | 1.83% |
| Colma | 23 | 672 | 3.42% |
| Daly City | 103 | 33,415 | 0.31% |
| East Palo Alto | 28 | 7,673 | 0.36% |
| Foster City | 314 | 15,067 | 2.08% |
| Half Moon Bay | 81 | 4,409 | 1.84% |
| Hillsborough | 58 | 3,826 | 1.52% |
| Menlo Park | 424 | 15,885 | 2.67% |
| Millbrae | 101 | 9,159 | 1.10% |
| Pacifica | 169 | 15,454 | 1.09% |
| Portola Valley | 1,507 | 1,725 | 87.36% |
| Redwood City | 673 | 35,655 | 1.89% |
| San Bruno | 94 | 14,444 | 0.65% |
| San Carlos | 287 | 14,519 | 1.98% |
| San Mateo | 578 | 43,037 | 1.34% |
| So San Francisco | 146 | 22,213 | 0.66% |
| Uninc San Mateo Co | 490 | 24,593 | 1.99% |
| Woodside | 54 | 2,335 | 2.31% |
| Grand Total | 5,681 | 295,370 | 1.92% |



PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence

DATE: September 13, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority (PCE) Board of Directors

FROM: Joseph Wiedman, Director of Regulatory and Legislative Affairs
 Jeremy Waen, Manager of Regulatory Affairs
 Doug Karpa, Senior Regulatory Analyst

SUBJECT: Update on PCE's August-September Regulatory and Legislative Activities

SUMMARY:

The end of August and early September continued to be very busy months for the regulatory and legislative team. Resource adequacy, integrated resources planning, PG&E's general rate case, the Power Charge Indifference Adjustment (PCIA), numerous other dockets and the winddown of the legislative session continued to take up much of staff's time. As discussed in more detail below, PCE, as part of CalCCA (California Community Choice Association), a coalition of CCAs (Community Choice Aggregators), or on its own behalf, submitted nine pleadings and a set of testimony at the California Public Utilities Commission (CPUC or Commission). PCE's regulatory and legislative team attended four other stakeholder meetings. As discussed below, the regulatory and legislative team continues to work in key leadership roles to advance PCE's mission.

DEEPER DIVE:

Regulatory Advocacy and Outreach

R.17-09-020 – Resource Adequacy (RA) – This docket continues to consider the propriety of the Commission authorizing a central buyer for resource adequacy instead of the current market structure based on bilateral contracting. Mr. Waen, as the primary case manager overseeing the effort, is a key part of CalCCA's efforts in this docket. As discussed in prior Board memos, the Commission convened three workshops over the last several months to try and develop consensus among parties, but little consensus was reached. Fortunately, efforts by interested parties were not limited to participation in workshops, but also included confidential settlement discussions. On August 9, 2019 CalCCA and seven other parties (Calpine, IEP, MRP, SDG&E, SENA, Sunrun, & WPTF) issued a Notice of Settlement on Central Buyer issues to the CPUC

and other parties engaged in the RA case. The settlement seeks to establish a residual central buyer framework for resource adequacy which would allow load serving entities (LSE's) to choose whether to (a) continue to procure resource adequacy or (b) turn over all or part of their resource adequacy responsibilities to a central buyer. LSE's that allow the central buyer to buy on their behalf would be assessed the costs of procurement by the central buyer, while LSE's that show all or part of their resource adequacy needs being met would pay costs commensurate with their showing. Though it could not sign on, the CAISO is also a supportive party to this settlement. In support of the settlement, a settlement conference was held at the CAISO on August 20, 2019 to allow other parties to the proceeding to ask questions regarding the settlement. Staff held a workshop on September 5-6, 2019, which covered: local RA requirements, market power/system waivers, counting methodologies for hydro and use-limited fossil resources, ELCC methodologies, and counting methodologies for combined resources. These are also key issues for determining the putative System RA shortfall in IRP. Mr. Waen and Mr. Karpa attended the workshop.

R.16-02-007 – Integrated Resource Planning (IRP) – On July 22, 2019 and August 12, 2019, CalCCA filed comments and reply comments responding to a scoping ruling from the Assigned Commissioner and Assigned Administrative Law Judge that requested comments on potential near term reliability issues. The CalCCA comments called for more reliable analysis of a potential 2,500MW statewide shortfall and suggested approaches to procurement to address the shortfall. We had been anticipating additional workshops and analysis. However, on September 12, 2019, the ALJ issued a proposed decision to order 2,500MW procurement, but only from LSE's in Southern California Edison territory. CalCCA is developing a robust response to the several policy and legal issues raised in the decision.

R.12-11-005 – Self-Generation Incentive Program – On August 9, 2019, Commissioner Rechtschaffen issued a proposed decision in the docket proposing a new program—called the SGIP Equity Resiliency Budget—in the Commission's ongoing Self-Generation Incentive Program (SGIP). The program would provide incentive support for vulnerable customers (medical baseline) and critical facilities to install solar + storage to increase community resilience in the face of ongoing Public Safety Power Shutoffs and wildfires. The proposed decision also unlocks \$4 million to support the deployment of heat pump water heaters and to support pilots taking place in disadvantaged community pilot projects. On Thursday, August 29, 2019, PCE, MCE and SCP filed comments generally supporting the proposed decision establishing an equity budget for storage and expanding incentives to help increase resiliency in communities likely to be impacted by wildfires. The CCAs' comments focused on supporting the authorization of \$4 million to heat pump water heaters, and expansion of incentives to cover longer duration solar + storage systems for vulnerable customers, first responders and critical facilities. CCAs also asked that the areas covered by the program be more flexible and include non-fire threat areas that PGE has identified could be impacted by a shut off due to the topology of the grid. On Friday, September 6, 2019, Joe Wiedman and Jana Kopyciok-Lande (MCE) attended an ex parte with Sandy Goldberg, Advisor to Commissioner Rechtschaffen, to discuss the joint CCAs comments on the proposed decision.

R.19-07-017 – AB 1054 Implementation – On July 26, 2019, the Commission published an Order Instituting Rulemaking in response to AB 1054. The rulemaking will consider whether the Commission should exercise the authority granted to it in the legislation to require certain electrical corporations to collect a non-bypassable charge from ratepayers to support the California Wildfire Fund. On August 8, 2019, Joe Wiedman attended the prehearing conference scheduled in this docket and entered PCE as a party to the docket. On Thursday, August 29, 2019, a group of CCAs, including PCE, filed comments in the docket regarding implementation

of AB 1054. The Joint CCAs supported exempting medical baseline and CARE customers from the charge, and expanding the charge to include all direct access customers and all net generation that a NEM customer utilizes from the grid. On Friday, September 6, 2019, a group of CCAs, including PCE, filed reply comments in the docket. The reply comments continued to argue that any non-bypassable charge implemented pursuant to AB 1054 should include all direct access customers, as they use the grid the same as all other customers. In this regard, the reply comments pushed back on comments by the Energy Producers and Users Coalition that direct access should continue to be excluded. The reply comments also supported a phased approach in the docket to address exactly how the charge would be structured and what energy consumption would be covered by the charge.

R.18-07-006 - Affordability OIR – On August 20, 2019, the Assigned Administrative Law Judge issued a ruling requesting comments on a staff report concerning how to define essential electric service, how to define affordable electric service, proposed metrics regarding affordability, and proposed geographic and data sources to create metrics. The Staff proposal adopted several of the recommendations advanced by CCAs. A workshop was held on August 26, 2019 to discuss the proposal. Mr. Karpa attended the workshop. On September 10, 2019, CalCCA filed comments on the Staff proposal. The comments made numerous technical recommendations concerning definitions, such as how to define “substantial hardship”. The comments also focused on providing recommendations for how the Commission could use affordability metrics to shape actual decision-making. For example, CCAs supported assessing the affordability impacts of Commission decisions based on cumulative impacts of the costs they approve, rather than only looking at the discrete cost impact of the decision being made.

A.19-06-001 – PG&E 2020 ERRA Forecast – On June 3, 2019 PG&E submitted its application and testimony to kick off the next ERRA forecast proceeding cycle. This forecast intends to pick up where the last one left off in terms of implementing the changes coming out of the PCIA OIR. As reported previously, on July 5, 2019, PCE, alongside seven other CCAs, submitted a Joint CCA protest to PG&E’s initial filings. The Protest highlighted both specific detailed matters and procedural matters that must be addressed within the course of this proceeding. The Commission held a Pre-Hearing Conference (PHC) in this case on August 15, 2019 to establish the scope and schedule for the docket. Mr. Waen attended the prehearing conference. On September 9, 2019, the Joint CCAs submitted testimony in the docket. The testimony found six errors or omissions made by PG&E in its forecasted revenue requirement, which ultimately determines the PCIA rates paid by PCE’s customers. These errors and omissions would amount to a \$820 million reduction in the forecasted indifference amount. If items are remedied they would swing PG&E’s forecasted total year-end balance from a \$447 million under-collection (meaning departing load would not be paying enough in the PCIA) to a net over-collection of \$51 million (meaning departing load would be paying too much in the PCIA). This forecast case remains a complex proceeding, much like the prior PG&E 2019 ERRA forecast case, because it involves the further implementation of methodology and policy changes being made by the PCIA rulemaking case. Even after those methodologies and policies are set in that case, there remains a great deal of room for interpreting how they must be implemented.

R.19-01-011 – Building Decarbonization – The staff proposal for the structure of the BUILD and TECH programs was introduced. These programs are designed to fund electrification of new low-income housing and to promote electric appliance options among suppliers, distributors and developers to help California decarbonize its housing stock. PCE joined SCP and MCE in submitting comments to improve the programs through increased homeowner involvement, and for the eligible technologies to be able to communicate with aggregators to enable load shifting and other advanced energy approaches.

(no docket) – Resolution E-5028 – On August 20, 2019, the CPUC’s Energy Division released Draft Resolution E-5028. The resolution addresses advice letters filed by all three IOUs, each of which requested numerous changes to IOUs’ Green Tariff Shared Renewables (GTSR) programs. The IOUs’ GTSR programs allow the IOUs’ bundled customers to purchase 100% solar energy to offset their energy usage, even though the customers do not have solar panels on their roof. In PG&E’s advice letter, PG&E requested that it be allowed to include information on GHG emissions resolutions stemming from their program, streamlining and simplifying the enhanced community renewables portion of the program and other general streamlining proposals. At a high level, the resolution makes various changes to the IOUs’ programs, extends the programs for PG&E and SDG&E, and declines SCE’s request to terminate their program. Numerous parties protested the IOUs’ advice letters on myriad issues. PCE, along with a coalition of CCAs, protested PG&E’s advice letter. The CCAs primarily argued that there was no commission-approved methodology for determining GHG emissions reductions from the program and that various efforts were underway at the Commission and the CEC to arrive at uniform standards for all LSE’s. The CCAs also raised concerns with PG&E’s proposals to reduce the cost of the program due to grid benefits stemming from the systems they were deploying, in the absence of a commission-approved methodology for doing so coming out of the DRP/IDER process. The draft resolution rejected these concerns. On September 10, 2019, PCE, as part of a coalition of CCAs, filed comments on the resolution reiterating our concerns. The CCAs also requested that future implementation of these two matters should occur via a Tier 3 advice letter so all stakeholders have an opportunity to weigh in on the accuracy of any IOU proposals.

(no docket) – SB 100 Report – On September 5, 2019, Mr. Wiedman attended a workshop held by the California Energy Commission, the California Air Resources Board, and the California Public Utilities Commission to kick off development of a joint-agency report required by SB 100 that will address potential benefits, barriers and system impacts of achieving SB 100’s requirement that renewable energy and zero-carbon energy resources serve 100% of retail load by December 31, 2045. Discussion at the workshop focused on how SB 100 aligns with each agency’s efforts, including overall decarbonization across the California economy, integrated resource planning, and ensuring safe, reliable and equitable access to energy resources. The mechanics of developing the report and interagency coordination were also discussed.

Legislative Advocacy and Outreach

On September 13, 2019, the legislative session came to a close. While PCE staff had concerns with many bills at the start of the session, through the collective efforts of CCAs and our allies, many of the bills were amended to address our concerns or died in the Legislature. Below is a snapshot of the status of bills discussed over the course of the session.

Status of Legislation

| Bill Number (Author) | Description | Position | Status |
|-----------------------------|---|------------------------------------|---------------------|
| SB 520 (Hertzberg) | Establishes standards for provider of last resort | Oppose (PCE) | Before the Governor |
| AB 56 (Garcia, E) | Central buyer for all energy resources | Oppose (PCE) | DEAD |
| SB 350 (Hertzberg) | Spot bill for RA “fix” | Watch (CalCCA) | HELD (2 year bill) |
| AB 1362 (O’Donnell) | Could have undermined code of conduct | Neutral due to amendments (CalCCA) | Before the Governor |

| | | | |
|-------------------|--|------------------------------------|---------------------|
| SB 155 (Bradford) | PUC auditing and enforcement of IRP and RPS | Neutral due to amendments (CalCCA) | Before the Governor |
| SB 676 (Bradford) | PUC program and rate design for EV integration | Neutral due to amendments (CalCCA) | Before the Governor |
| SB 772 (Bradford) | Long-duration bulk storage mandate | Oppose (CalCCA) | DEAD |
| SB 255 (Bradford) | Mandated supplier diversity reporting | Support (PCE) | Before the Governor |
| SB 49 (Skinner) | Standards for building load management | Support (PCE) | Before the Governor |
| AB 1424 (Berman) | Expanding payment options for EV charging | Support (PCE) | DEAD |
| SB 774 (Stern) | Deployment of wholesale energy facilities to increase resiliency | Watch (CalCCA) | DEAD |

On Friday, September 6, 2019, Assemblymember Mayes amended AB 235. The amended bill would authorize the California Infrastructure and Development Bank to issue tax exempt bonds of up to \$20 billion dollars to pay for wildfire victim recovery costs, as defined in the bill. The bonds would be paid for by a reduction in a utility's authorized rate of return (shareholder profits). The bill was supported by PG&E as a mechanism to allow the utility to quickly exit bankruptcy so it could participate in the California Wildfire Fund pursuant to AB 1054. Assemblymember Mayes tabled the bill for the remainder of session on the same day the bill was released for print.

FISCAL IMPACT:

Not applicable.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: Sept. 16, 2019
BOARD MEETING DATE: Sept. 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors

FROM: Jan Pepper, Chief Executive Officer, Peninsula Clean Energy
Rafael Reyes, Director of Energy Programs

SUBJECT: Community Programs Report

SUMMARY

The following programs are in progress, and detailed information is provided below:

1. Building and EV Reach Codes
2. EV Charging Infrastructure Incentive Program
3. EV Ride and Drives
4. New EV Dealer Incentive Program
5. Low-Income EV Incentive Program (DriveForward Electric)
6. PCE/EBCE Resilient Solar for Critical Facilities
7. MUD Low-Power EV Charging Pilot
8. Transit and School Buses
9. Community Pilots

DETAIL

1. Building and EV Reach Codes

In a joint project with Silicon Valley Clean Energy (SVCE), PCE is working with local governments to support the adoption of low-carbon and EV ready building reach codes to correlate with the adoption of the 2019 triannual California building code standards. The final measures and the draft code language has been released and is available on the project website (www.PeninsulaReachCodes.org).

The City of San Mateo was the first agency to adopt a reach code in the County. PCE consultants provided support with technical analysis and feedback on the San Mateo code. Menlo Park has approved its very strong all-electric building code in its first reading and is moving to a final vote soon.

To date, ten (10) agencies have submitted a Letter of Intent (LOI) to receive the \$10,000 grant: the cities of Brisbane, Burlingame, East Palo Alto, Menlo Park, Millbrae, Pacifica, Portola Valley, Redwood City and San Mateo as well as the County. Other agencies are actively participating. SVCE has eleven (11) LOIs in place (out of 13 jurisdictions). Engagement with agency staff and Council presentations are ongoing.

To address concerns over impacts to affordable housing PCE and SVCE are developing funding support programs for EV infrastructure in affordable housing (to cover costs above state code). Development projects that are 100% affordable in cities with reach codes would be eligible.

2. EV Charging Infrastructure Incentive Program

The EV Charging Infrastructure Incentive Program was approved at the December 2018 Board meeting and is under development. This program was funded at \$16 million over four years to provide incentives and technical assistance for the deployment of 3,500 EV charging ports.

PCE, in a joint application with Santa Clara County agencies, was successful in attracting an additional \$12 million to San Mateo County from the California Energy Commission through the CALeVIP program – increasing the available incentive pool for EV charging hardware to \$24 million over 4-years. This has resulted in a delay in the launch of the PCE program to mid-2020 to align with CALeVIP timelines and requirements. In addition, the PG&E EV Charge Network program has closed this year. The PG&E program was envisioned to be a major source of matching funds to meet the PCE port deployment goal. As a consequence, the total port target for the PCE program yet remains the same. PCE is exploring other matched funding to supplement the expected program funding to meet its aggressive target.

In conjunction with the CALeVIP announcement, PCE selected CLEAResult and bid partner, Arup, as the winner of the technical assistance component of the EV Charging Infrastructure Incentive Program. PCE is working with CLEAResult to finalize contract terms, to develop a strategy to maximize port deployment under the CALeVIP incentive structure, and to identify initial PCE customers to approach for program participation.

Work under development includes finalizing CALeVIP program requirements, establishing the associated workforce programs, hiring support staff, and implementing a software system for program tracking.

3. EV Ride & Drives

This program is one of PCE's two core elements for new EV marketing (the other is the New EV Dealer Incentive Program) and it provides for community and corporate events in which community members can test drive a range of EVs. Five events were held in 2018. In February 2019, the Board approved ramping up the program with a 3-year program intended to yield 10 to 25 events per year and significantly increase social media visibility. PCE has completed nine events and has two more scheduled thus far for 2019. The following tables summarize all events to date, number of EV experiences, and scheduled events.

2019 completed events:

| Event | Type | Date | EV experiences* |
|--|---------------------|--------------------|------------------------|
| STEAM Fest | Community | April 27, 2019 | 125 |
| Genentech | Workplace | April 29, 2019 | 255 |
| Visa | Workplace | May 8, 2019 | 261 |
| Colma Community Fair | Community | July 13, 2019 | 67 |
| Facebook Community Festival | Community | August 17, 2019 | 287 |
| Burlingame on the Avenue | Community | August 18, 2019 | 107 |
| Oracle | Workplace | August 21, 2019 | 172 |
| Foster City Summer Days | Community | August 24, 2019 | 152 |
| San Mateo County Center /Downtown Redwood City | Workplace/Community | September 10, 2019 | 83 |
| TOTAL | | | 1509 |

*EV experiences refer to the total number of test drives and passenger rides.

Scheduled events:

| Event | Type | Date |
|----------------------|-------------|------------------|
| Illumina Campus | Workplace | October 10, 2019 |
| Burlingame Fall Fest | Community | October 26, 2019 |

Events include pre-test drive, post-test drive, and six-month trailing surveys to document changes in customer perception towards EVs and actions taken after the EV experience. Key findings from those surveys, from 2018 and 2019 events, are summarized below:

Day-of Survey Results:

Sample pool: 597 respondents

| Metric | Result |
|---|---------------|
| Identified as San Mateo County residents | 46% |
| Had their first EV experience at event | 65% |
| Rated their EV experience as excellent or good | 96% |
| Stated their overall opinion of EVs is better or somewhat better after test drive | 86% |

Six-month trailing survey:

Sample pool: 132 respondents (32% response rate)

| Metric | Result |
|---|--|
| Acquired an EV after the event | 23% (30 total: 23 purchases, 7 leases) |
| Of those who didn't acquire an EV, those who said they would "definitely" or "likely" acquire an EV as their next vehicle | 81% |

4. New EV Dealer Incentive Program

This program is one of PCE's two core elements for new EV marketing (the other is the Ride & Drive Program) and is intended to provide time-limited discounts and incentives on EVs to address the up-front cost of which is one of the key barriers to EV adoption.

In April 2019, the Board approved the continuation of the New EV Dealer Incentive Program over the next three years (2019-2021) following a 2018 pilot which resulted in 120 vehicles sold. Each year, PCE staff will select partner dealerships through a competitive process in which dealerships submit proposal offering discounts to San Mateo County residents during the promotion period (Oct – Dec of each year). In July 2019, the Board approved delegating authority to the Chief Executive Officer to execute agreements with the select dealerships.

As with the 2018 program, the 2019 program includes invitations to all dealerships in the County to participate on a competitive basis. PCE released the dealer Request for Proposals (RFP) on June 11 and accepted applications until August 1. PCE received a total of eleven dealership proposals, representing seven different vehicle makes. One dealership per make was selected to participate in the program. For those makes that only received one dealership proposal, that dealership was automatically selected to participate so long as dealer discounts are being provided. For those makes that PCE received multiple dealership's proposals for, PCE selected the winning dealership based on the best discounts offered below the MSRP.

Participating dealerships & details:

| Dealer | City | Vehicle | Discounts* |
|------------------------------------|--------------|---|---------------|
| Nissan of Burlingame | Burlingame | Nissan Leaf | Up to \$2,500 |
| Putnam Chevrolet | Burlingame | Chevrolet Bolt | \$6,000 |
| Stewart Chrysler Jeep Dodge Ram | Colma | Chrysler Pacific Hybrid | Up to \$1,900 |
| Toyota 101 | Redwood City | Toyota Prius Prime | Up to \$1,000 |
| Peter Pan BMW | San Mateo | BMW i3 | Up to \$3,000 |
| Honda of Serramonte | Colma | Honda Clarity Electric, and Honda Clarity Plug- in Hybrid | Up to \$1,000 |
| Serramonte Ford | Colma | Ford Fusion Energi | \$2,500 |

*Note: some discounts vary according to vehicle year and trim.

The program will begin October 1, 2019 and run through December 31, 2019. Though total vehicle uptake over the promotion period is difficult to project, PCE anticipates higher participation this year and in future years due to a larger number of participating dealers (giving customers more vehicle choices) and higher awareness of the program. Staff's target is to reach a minimum of 250 vehicles this year.

5. Low-Income EV Incentive Program (DriveForward Electric)

Launched in March 2019, the program provides a \$4,000 incentive for the purchase of used plug-in hybrid electric vehicles (PHEVs) and full battery electric vehicles (BEVs) to low- and moderate-income San Mateo County residents with access to a standard outlet at home or work. PCE offers this incentive through Peninsula Family Service's (PFS) DriveForward program, which is a robust program that provides financial coaching and access to financing to help participants purchase reliable used vehicles. PCE has a program web page available at peninsulacleanenergy.com/driveforwardelectric/.

Fourteen people have participated in the program and received the incentive to date. Five other participants have been approved and are currently looking for a PHEV. More 1-on-1 client meetings are in progress with PFS.

There are other state and regional low-income incentives programs that currently operate and/or will operate in San Mateo County: the BAAQMD's Clean Cars for All Program (cash for clunkers program), the Community Housing Development Corporation (CHCD) Driving Clean Assistance Program, and the State's Clean Vehicle Assistance Program (not active but expected to come back Q4 2019). These programs provide incentives from \$5,000 up to \$9,500 on the purchase of used and new EVs to households with income that is 400% or less of the federal poverty level, the same income eligibility used by PCE. Though none of these programs can stack with one

another, they have the ability to stack with other non-state-funded programs, such as PCE's DriveForward Electric Program.

To make PCE's incentive funds go further, staff has decided to make PCE's incentive \$2,000, instead of \$4,000, when customer is stacking with another low-income incentive program. By stacking, customers would receive between \$7,500 and \$11,500 in incentives. If a customer chooses not to go through any other program, PCE's incentive would remain \$4,000. PCE has included information about these other low-income incentive programs and clarified incentive levels on the program website. PCE staff is also actively communicating these other programs and encouraging interested individuals to apply for them so that they can maximize their savings. Lastly, PCE is investigating with the other program administrators how to best streamline the process for a participant to apply for both incentives and receive the funds.

6. Resilient Solar for Critical Facilities

In Q3 2018, East Bay Community Energy (EBCE), in partnership with Peninsula Clean Energy (PCE), was awarded a Bay Area Air Quality Management District grant for a scoping study to identify community shelter critical facilities in Alameda and San Mateo, counties that provide emergency services during natural disasters and do preliminary assessments for solar+storage resilience projects. Solar+storage at critical facilities have the potential to provide a cleaner and more reliable power source than diesel generators and reduce operating costs for the facilities.

This a \$300k 12-month scoping project that will: 1) identify a subset of critical facilities in San Mateo and Alameda counties that serve as community shelters and/or emergency response hubs during disasters (e.g. police and fire depts, recreation centers, libraries, etc.); 2) narrow down that list to select priority sites based on some criteria and conduct some assessments at a subset of those sites that are representative of the entire list; 3) develop a financial model (e.g. rate design or financial incentive) that results in affordable and widespread deployment of resilient solar systems; and 4) design and assist in the collective procurement for solar+storage installations at priority critical facilities to reduce costs for interested agencies.

This project has initiated and PCE has collected sites from twelve municipalities to serve as a preliminary list of prospective facilities. The scoping analysis has been initiated and a subset of representative sites will be selected for more detailed assessment. The overall project potential will serve as a basis for assessing the full scope of a prospective procurement.

This project has been shifted to the Power Resources team as part of the developing Distributed Energy Resources program.

7. MUD Low-Power EV Charging Pilot

This pilot program will foster new low-power charging technology solutions, pilot them in multi-unit dwellings (MUDs), and assess the technologies and document the results. Energy Solutions was selected as the consultant partner as part of a competitive bid process. The Board approved the contract terms in the March 2019 board meeting. The contract was executed in July and the project was kicked off in August. Energy Solutions and PCE are now drafting an outreach plan to engage stakeholders, including various MUD operators, and assess the current market of known technologies.

8. Transit and School Buses

PCE has engaged with SamTrans and school districts on electric buses. With SamTrans, PCE has been participating on SamTrans’ bus electrification taskforce and PCE CEO Jan Pepper and Program Director Rafael Reyes met work with SamTrans CEO Jim Hartnett in June to brief Mr. Hartnett on opportunities for PCE to support SamTrans’ goal of electrifying its fleet by 2030. PCE is conducting an analysis on potential cost savings through managed charging.

On school bus electrification, last year PCE facilitated the submission of applications for Ravenswood School District and Redwood City School District for funding for electric buses and associated infrastructure from the California Energy Commission (CEC). In July, the CEC awarded three buses each for both school districts. PCE will engage with the school districts to determine how best to further support the districts on deployment and implementation.

9. Community Pilots

PCE awarded grants of up to \$75,000 each for six innovative local pilot projects to reduce greenhouse gas emissions, support low-income customers, and advance electric transportation. Below is the status of each pilot project:

| Pilot | Status |
|---|---|
| <p>Refrigerator Recycling – ARCA</p> <p>Old refrigerator recycling program to capture high impact GHG sources.</p> | <p>Program live since mid-April. 80 requests have been made as of end of August (61 units collected, 19 pending collection). Program will run until 350 units are recycled. Website: www.peninsulacleanenergy.com/fridge</p> |
| <p>Peninsula Climate Comfort – Ardenna</p> <p>Pilot for electrification retrofits for 5 homes for in-depth technical and</p> | <p>Application closed April 7. 62 complete applications received. Ardenna has selected 5 case study participants. Homes are located in San Mateo, Brisbane, East Palo Alto, Redwood City, and Burlingame and have diverse attributes (age, size, etc.). Feasibility</p> |

| | |
|---|--|
| <p>financial assessment as development of financing strategy.</p> | <p>assessments have been received by each home and homeowners have received contractor quotes and are deciding on what upgrades to move forward with. Website: www.climate-comfort.com</p> |
| <p>Healthy Home Connect – Build It Green</p> <p>Upgrade 10-16 low-income homes that would otherwise be disqualified from existing energy saving assistance programs using PCE gap funding.</p> | <p>Outreach and Hayward Score assessments on 35 homes has been completed. Program will provide healthy home upgrades & remediations to 10-16 homes. Build it Green has narrowed down list and starting work on 7 homes. They will look for additional 3-9 homes to receive additional funding.</p> |
| <p>Community Resiliency at Faith Institutions – Interfaith Power & Light</p> <p>Recruit and develop plans to equip select number of faith institutions to be community hubs with clean energy back up power.</p> | <p>4-5 sites executed MOU to participate in program 2 sites in bid process for solar plus storage with expectation to select bid by end of October</p> |
| <p>Low to Moderate Income Community Car Sharing</p> <p>Deploy a select number of battery electric vehicles (EVs) to be used for car sharing within a low to moderate income community apartment complex.</p> | <p>Contracting between PCE and Envoy is still underway. Envoy identified promising candidate site in East Palo Alto. Potential to incorporate CEC funded vehicles via grant received by Envoy.</p> |
| <p>A Roadmap for Municipal Green Fleets – County Office of Sustainability</p> <p>Develop a clean fuel fleet toolkit for local governments, acquire pilot vehicles and scooters, and provide technical assistance to jurisdictions interested in electrifying their fleets.</p> | <p>Identified a hybrid vehicle (25 e-mi range) for San Mateo County Sheriff use and 8 e-bikes to be sourced for Parks department to replace current diesel vehicles. Feasibility assessments to be provided to local cities to assist in identifying appropriate vehicles to be replaced with EVs.</p> |



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: September 13, 2019
BOARD MEETING DATE: September 28, 2019
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Jan Pepper, Chief Executive Officer
SUBJECT: Energy Supply Procurement Report – September 2019

BACKGROUND:

This memo summarizes energy procurement agreements entered into by the Chief Executive Officer since the last regular Board meeting in August. This summary is provided to the Board for information purposes only.

DISCUSSION:

The table below summarizes the contracts that have been entered into by the CEO in accordance with the following policy since the last board meeting.

| Execution Month | Purpose | Counterparty | Term |
|------------------------|-------------------------------|------------------------------------|-------------|
| August | Sale of Resource Adequacy | Exelon Generation Company, LLC | 1 month |
| September | Purchase of Resource Adequacy | Southern California Edison Company | 8 months |
| September | Purchase of Resource Adequacy | Southern California Edison Company | 2 months |
| September | Purchase of Resource Adequacy | Southern California Edison Company | 1 month |
| September | Sale of Resource Adequacy | Southern California Edison Company | 1 month |
| September | Purchase of Resource Adequacy | Pacific Gas & Electric Co. | 36 months |
| September | Purchase GHG-Free Energy | Bonneville Power Administration | 3.5 months |

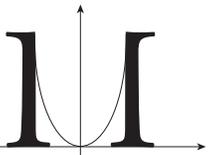
In December 2017, the Board approved the following Policy Number 15 – Energy Supply Procurement Authority.

Policy: “Energy Procurement” shall mean all contracting for energy and energy-related products for PCE, including but not limited to products related to electricity, capacity, energy efficiency, distributed energy resources, demand response, and storage. In Energy Procurement, Peninsula Clean Energy Authority will procure according to the following guidelines:

1) **Short-Term Agreements:** Chief Executive Officer has authority to approve energy procurement contracts with terms of twelve (12) months or less. The CEO shall report all such agreements to the PCE board monthly.

2) **Medium-Term Agreements:** Chief Executive Officer, in consultation with the General Counsel, has the authority to approve energy procurement contracts with terms greater than twelve (12) months but not more than five (5) years. The CEO shall report all such agreements to the PCE board monthly.

3) **Intermediate and Long-Term Agreements:** Approval by the PCE Board is required before the CEO enters into energy procurement contracts with terms greater than five (5) years.



ACCOUNTANTS' COMPILATION REPORT

Board of Directors
Peninsula Clean Energy Authority

Management is responsible for the accompanying financial statements of Peninsula Clean Energy Authority (PCE), a California Joint Powers Authority, which comprise the statement of net position as of June 30, 2019, and the statement of revenues, expenses, and changes in net position, and the statement of cash flows for the period then ended, in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the accompanying statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, conclusion, nor provide any assurance on these financial statements.

Management has elected to omit substantially all of the note disclosures required by accounting principles generally accepted in the United States of America in these interim financial statements. PCE's annual audited financial statements include the note disclosures omitted from these interim statements. If the omitted disclosures were included in these financial statements, they might influence the user's conclusions about the Authority's financial position, results of operations, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to PCE because we performed certain accounting services that impaired our independence.

Maher Accountancy

San Rafael, CA
August 23, 2019



PENINSULA CLEAN ENERGY AUTHORITY

STATEMENT OF NET POSITION

As of June 30, 2019

ASSETS

Current assets

| | |
|---------------------------------------|--------------------|
| Cash and cash equivalents | \$ 48,874,014 |
| Accounts receivable, net of allowance | 24,061,873 |
| Investments | 65,195,764 |
| Other receivables | 230,096 |
| Accrued revenue | 16,161,421 |
| Prepaid expenses | 4,309,618 |
| Deposits | 275,570 |
| Restricted cash | 13,165,799 |
| Total current assets | <u>172,274,155</u> |

Noncurrent assets

| | |
|---|--------------------|
| Capital assets, net of accumulated depreciation | 335,445 |
| Deposits | 135,355 |
| Total noncurrent assets | <u>470,800</u> |
| Total assets | <u>172,744,955</u> |

LIABILITIES

Current liabilities

| | |
|--|-------------------|
| Accounts payable | 1,048,779 |
| Accrued cost of electricity | 21,623,858 |
| Accrued payroll and related liabilities | 218,425 |
| Other accrued liabilities | 170,338 |
| Supplier security deposits | 4,320,987 |
| User taxes and surcharges due to other governments | 861,873 |
| Total current liabilities | <u>28,244,260</u> |

Noncurrent liabilities

| | |
|----------------------------|-------------------|
| Supplier security deposits | 1,556,468 |
| Total liabilities | <u>29,800,728</u> |

NET POSITION

| | |
|------------------------------------|-----------------------|
| Investment in capital assets | 335,445 |
| Restricted for security collateral | 13,165,799 |
| Unrestricted | 129,442,983 |
| Total net position | <u>\$ 142,944,227</u> |

PENINSULA CLEAN ENERGY AUTHORITY

**STATEMENT OF REVENUES, EXPENSES
AND CHANGES IN NET POSITION**

July 1, 2018 through June 30, 2019

OPERATING REVENUES

| | | |
|---------------------------|----|--------------------|
| Electricity sales, net | \$ | 257,336,294 |
| Green electricity premium | | 2,445,532 |
| Total operating revenues | | <u>259,781,826</u> |

OPERATING EXPENSES

| | |
|---|--------------------|
| Cost of electricity | 191,229,849 |
| Staff compensation and benefits | 3,075,990 |
| Data manager | 3,771,174 |
| Service fees - PG&E | 1,239,762 |
| Consultants and other professional fees | 1,245,282 |
| Legal & legislative services | 1,345,338 |
| Communications and noticing | 849,108 |
| General and administration | 1,019,949 |
| Program incentives | 256,200 |
| Depreciation | 74,362 |
| Total operating expenses | <u>204,107,014</u> |
| Operating income (loss) | <u>55,674,812</u> |

NONOPERATING REVENUES (EXPENSES)

| | |
|--|------------------|
| Miscellaneous income | 35,679 |
| Interest and investment income | 2,038,579 |
| Interest and related expense | (170,333) |
| Total nonoperating revenues (expenses) | <u>1,903,925</u> |

CHANGE IN NET POSITION

| | |
|-------------------------------------|-----------------------|
| Net position at beginning of period | <u>85,365,490</u> |
| Net position at end of period | <u>\$ 142,944,227</u> |

PENINSULA CLEAN ENERGY AUTHORITY

STATEMENT OF CASH FLOWS

July 1, 2018 through June 30, 2019

CASH FLOWS FROM OPERATING ACTIVITIES

| | |
|--|-------------------|
| Receipts from electricity sales | \$ 257,382,575 |
| Receipts from miscellaneous income | 35,753 |
| Receipts from supplier security deposits | 4,179,168 |
| Tax and surcharge receipts from customers | 4,270,993 |
| Payments to purchase electricity | (194,402,605) |
| Payments for staff compensation and benefits | (3,009,867) |
| Payments for data manager | (3,799,354) |
| Payments for service fees - PG&E | (1,238,716) |
| Payments for consultants and other professional fees | (859,964) |
| Payments for legal services | (1,383,665) |
| Payments for communications and noticing | (827,944) |
| Payments for general and administration | (1,229,357) |
| Payments for program incentives | (255,068) |
| Tax and surcharge payments to other governments | (4,263,796) |
| Net cash provided (used) by operating activities | <u>54,598,153</u> |

CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES

| | |
|--|------------------|
| Deposits and collateral received | 10,553,402 |
| Deposits and collateral paid | (6,300,364) |
| Interest and related expense payments | (170,333) |
| Net cash provided (used) by non-capital financing activities | <u>4,082,705</u> |

CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES

| | |
|-------------------------------|-----------------|
| Acquisition of capital assets | <u>(66,449)</u> |
|-------------------------------|-----------------|

CASH FLOWS FROM INVESTING ACTIVITIES

| | |
|--|---------------------|
| Investment income received | 1,709,030 |
| Sale of investments | 34,154,969 |
| Purchase of investments | (99,128,007) |
| Net cash provided (used) by investing activities | <u>(63,264,008)</u> |

| | |
|--|----------------------|
| Net change in cash and cash equivalents | (4,649,599) |
| Cash and cash equivalents at beginning of period | 66,689,412 |
| Cash and cash equivalents at end of period | <u>\$ 62,039,813</u> |

Reconciliation to the Statement of Net Position

| | |
|--|----------------------|
| Cash and cash equivalents (unrestricted) | \$ 48,874,014 |
| Restricted cash | 13,165,799 |
| Cash and cash equivalents | <u>\$ 62,039,813</u> |

PENINSULA CLEAN ENERGY AUTHORITY

STATEMENT OF CASH FLOWS (continued)

July 1, 2018 through June 30, 2019

**RECONCILIATION OF OPERATING INCOME (LOSS) TO NET
CASH PROVIDED (USED) BY OPERATING ACTIVITIES**

| | | |
|--|----|-------------------|
| Operating income (loss) | \$ | 55,674,812 |
| Adjustments to reconcile operating income to net cash provided (used) by operating activities | | |
| Depreciation expense | | 74,362 |
| Revenue adjusted for uncollectible accounts | | (398,278) |
| Nonoperating miscellaneous income | | 35,679 |
| (Increase) decrease in accounts receivable | | (572,477) |
| (Increase) decrease in other receivables | | 5,533 |
| (Increase) decrease in accrued revenue | | (1,448,595) |
| (Increase) decrease in prepaid expenses | | (2,111,594) |
| Increase (decrease) in accounts payable | | 196,633 |
| Increase (decrease) in accrued payroll and related | | 61,209 |
| Increase (decrease) in accrued cost of electricity | | (1,290,933) |
| Increase (decrease) in accrued liabilities | | 165,338 |
| Increase (decrease) in user taxes and energy surcharges due to other governments | | 27,296 |
| Increase (decrease) in supplier security deposits | | 4,179,168 |
| Net cash provided (used) by operating activities | \$ | <u>54,598,153</u> |