



**REGULAR MEETING of the Board of Directors of the
Peninsula Clean Energy Authority (PCEA)
Saturday, September 26, 2020
8:30 a.m. to 12:00 p.m.**

PLEASE NOTE: for Video conference: <https://meetings.ringcentral.com/j/1494475965>

for Audio conference: dial 1-623-404-9000, or 1-773-231-9226,

then enter the Meeting ID: 149 447 5965 followed by #

You will be instructed to enter your participant ID followed by #.

NOTE: Please see attached document for additional detailed teleconference instructions.

PCEA shall make every effort to ensure that its video conferenced meetings are accessible to people with disabilities as required by Governor Newsom's March 17, 2020 Executive Order N-29-20. 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 abartoletti@peninsulacleanenergy.com. Notification in advance of the meeting will enable PCEA to make best efforts to reasonably accommodate accessibility to this meeting and the materials related to it.

If you wish to speak to the Board, please use the "Raise Your Hand" function on the Ring Central platform. If you have anything that you wish to be distributed to the Board and included in the official record, please send to abartoletti@peninsulacleanenergy.com.

CALL TO ORDER / ROLL CALL

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 shall be given an opportunity to do so by the Board Chair during the videoconference meeting. Speakers are customarily limited to two minutes, but an extension can be provided to you at the discretion of the Board Chair.

ACTION TO SET AGENDA and TO APPROVE CONSENT AGENDA ITEMS

This item is to set the final consent and regular agenda, and for the approval of the items listed on the consent agenda. All items on the consent agenda are approved by one action.

REGULAR AGENDA

8:30 – 8:45	Call to Order / Roll Call Public Comment Action to Set Agenda and Approve Consent Agenda Items
8:45 – 8:50	Citizens Advisory Committee Report
8:50 – 9:30	Strategic Plan Update - Review and Discussion of Strategic Plan Dashboard
9:30 – 10:10	High Level Review and Discussion of Market Research Results
10:10 – 10:20	Break
10:20 – 11:00	Financial Update
11:00 – 11:45	Review of Approved Community Energy Programs and Budgets/Allocation
11:45 – 12:00	Conclusions and Wrap-Up

CONSENT AGENDA

1. Recommend Approval of the Revised Spending Budget for Prior Fiscal Year 2019-2020 (Action)
2. Approve Resolution Authorizing General Counsel to Execute with the Law Firm of Winston & Strawn Amendment(s) to the Existing Retention Agreement or alternatively, Additional Retention Agreements in Substantially Same Form Already Approved by the Board, allowing for a Term Extension through 2022 and Increasing the Amount by \$1,950,000 for a Total Not To Exceed Amount of \$4,200,000 (Action)
3. Approval of the Minutes for the August 27, 2020 Meeting (Action)

INFORMATION ONLY REPORTS

4. Marketing and Outreach Report
5. Regulatory and Legislative Report
6. Community Energy Programs Report
7. Procurement Report
8. Resiliency Strategy Report

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

Instructions for Joining a RingCentral Meeting via Computer or Phone

Best Practices:

- Please mute your microphone when you are not speaking to minimize audio feedback
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- If participating via videoconference, audio quality is often better if you use the dial-in option (Option 1 below) rather than your computer audio

Options for Joining

- A. Videoconference with Phone Call Audio (*Recommended*) – see Option 1 below
- B. Videoconference with Computer Audio – see Option 2 below
- C. Calling in from iPhone using one-tap – see Option 3 below
- D. Calling in via Telephone/Landline – see Option 4 below

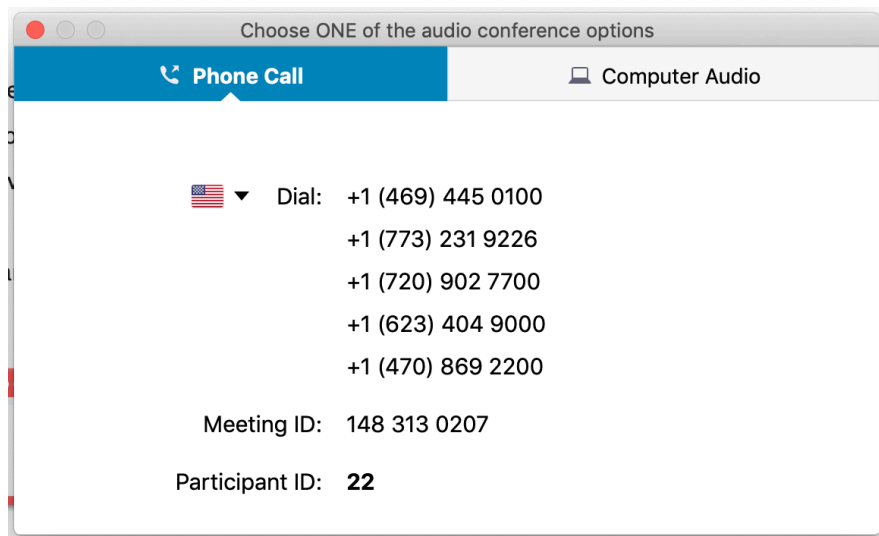
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If you want full capabilities for videoconferencing (audio, video, screensharing) you must download the RingCentral application.

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1. From your computer, click on the following link:
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2. The RingCentral Application will open on its own or you will be instructed to Open RingCentral Meetings.
3. After the application opens, the pop-up screen below will appear asking you to choose ONE of the audio conference options. Click on the Phone Call option at the top of the pop-up screen.

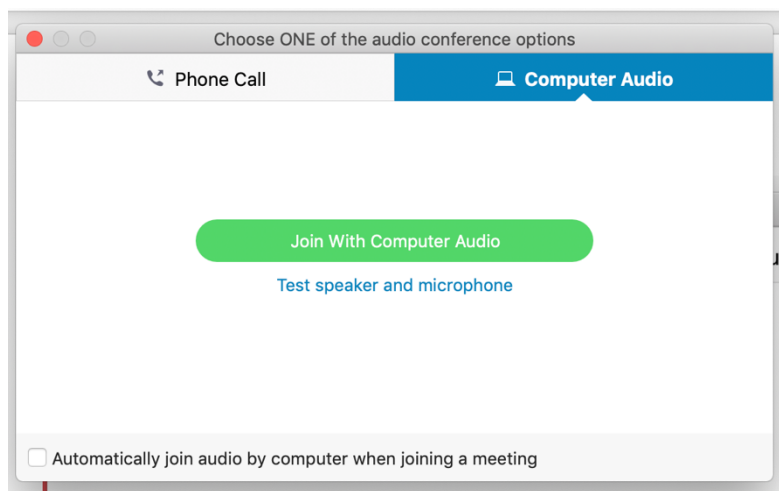


IMPORTANT: Please do not use the Participant ID that is in the picture to the left. Enter the Participant ID that appears on your own personal pop-up.

4. Please dial one of the phone numbers for the meeting (it does not matter which one):
 - +1 (623) 404 9000
 - +1 (469) 445 0100
 - +1 (773) 231 9226
 - +1 (720) 902 7700
 - +1 (470) 869 2200
5. You will be instructed to enter the meeting ID: **149 447 5965 followed by #**
6. You will be instructed to enter in your **Participant ID followed by #**. Your Participant ID is unique to you and is what connects your phone number to your RingCentral account.
7. After a few seconds, your phone audio should be connected to the RingCentral application on your computer.
8. In order to enable video, click on “Start Video” in the bottom left hand corner of the screen. This menu bar is also where you can mute/unmute your audio.

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2. <https://meetings.ringcentral.com/j/1494475965>
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4. After the application opens, the pop-up screen below will appear asking you to choose ONE of the audio conference options. Click on the Computer Audio option at the top of the pop-up screen.



5. Click the green **Join With Computer Audio** button
6. In order to enable video, click on “Start Video” in the bottom left hand corner of the screen. This menu bar is also where you can mute/unmute your audio.

Audio Only Options:

Please note that if you call in/use the audio only option, you will not be able to see the speakers or any presentation materials in real time.

Option 3: Calling in from iPhone using one-tap

Click on one of the following “one-tap” numbers from your iPhone. Any number will work, but dial by your location for better audio quality:

+1(623)4049000,,1494475965# (US West)

+1(720)9027700,,1494475965# (US Central)

+1(773)2319226,,1494475965# (US North)

+1(469)4450100,,1494475965# (US South)

+1(470)8692200,,1494475965# (US East)

This is the call-in number followed by the meeting ID. Your iPhone will dial both numbers for you.

You will be instructed to **enter your participant ID followed by #**

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Option 4: Calling in via Telephone/Landline:

Dial a following number based off of your location:

+1(623)4049000 (US West)

+1(720)9027700 (US Central)

+1(773)2319226 (US North)

+1(469)4450100 (US South)

+1(470)8692200 (US East)

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You will be instructed to enter your **participant ID followed by #**.

If you do not have a participant ID or do not know it, you can stay on the line and you will automatically join the meeting.



**PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence**

DATE: September 11, 2020
BOARD MEETING DATE: September 26, 2020
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

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

SUMMARY:

The Peninsula Clean Energy 2025 Strategic Plan was adopted by the board in April 2020. Some revisions to the strategic goals, objectives, and key tactics have been made by staff as we have started implementing the Strategic Plan throughout the organization. This report shows those revisions. Staff have developed a Strategic Plan Dashboard with specific metrics to provide a report on annual progress on the strategic plan to the board. The focus of the discussion at this retreat will be on the metrics that will be used for future annual reporting.

BACKGROUND:

At the April 23, 2020 Board meeting, the Board adopted the Peninsula Clean Energy 2020-2025 Strategic Plan. The strategic plan was the result of a process that included a Board retreat in January 2020 whereby the board adopted the mission, vision, and organizational priorities. This was followed by a senior staff retreat in February 2020 to review the results of the board retreat and develop strategic goals, objectives, and key tactics for each departmental area that support the mission, vision, and overall priorities.

Since the adoption of the strategic plan, PCE staff have been actively working on implementation steps. Each department within PCE has developed specific tasks to effectuate the key tactics within each departmental area. As part of that process, we found that some of the strategic goals required modification to reflect the full range of activities in which the organization is involved.

The section below provides a review of the mission, vision, and organizational priorities. The strategic goals, and objectives and key tactics to support those goals follow, with edits shown in ~~strikeout~~ and **redline**. These edits were reviewed and agreed to with the Board Strategic

Planning Subcommittee. This information is being provided to the Board in this packet for your information and review before the retreat.

The main discussion at the retreat will focus on the Strategic Plan Dashboard and the metrics which senior staff have developed to report annually on strategic plan progress to the Board. The dashboard is a one-page overview which includes the overall organizational priorities and key metrics by department. Some metrics are reported by fiscal year and some by calendar year.

(Continue to next page)

PENINSULA CLEAN ENERGY 2020-2025 STRATEGIC PLAN

Our Mission

To reduce greenhouse gas emissions by expanding access to sustainable and affordable energy solutions

Our Vision

A sustainable world with clean energy for everyone

Organizational Priorities

Priority One:

Design a power portfolio that is sourced by 100% carbon-free energy by 2025 that aligns supply and consumer demand on a 24 x 7 basis*

(Carbon-Free = California RPS-Eligible Renewable Energy, excluding biomass, that can be scheduled by PCE on an hourly basis)*

Priority Two:

Contribute to San Mateo County reaching the state's goal to be 100% greenhouse gas-free by 2045

Strategic Goals 2020 - 2025

Power Resources:

Goal 1 - Secure sufficient, low-cost, clean sources of electricity that achieve Peninsula Clean Energy's priorities while ensuring reliability and meeting regulatory mandates

Public Policy:

Goal 2 - Strongly advocate for public policies that support Peninsula Clean Energy's Organizational Priorities

Community Energy Programs:

Goal 3 - Implement robust energy programs that reduce greenhouse gas emissions, align energy supply and demand, and provide benefits to community stakeholder groups

Marketing, Community Outreach, and Customer Care:

Goal 4 - Develop a strong brand reputation that drives participation in Peninsula Clean Energy's programs while ~~and ensuring~~ ensures customer satisfaction and retention

Financial Stewardship:

Goal 5 - Employ sound fiscal strategies to promote long-term organizational sustainability

Organizational Excellence:

Goal 6 - Ensure organizational excellence by adhering to sustainable business practices and fostering a workplace culture of innovation, diversity, transparency, and integrity

Objectives and Key Tactics

Power Resources

Goal 1 - Secure sufficient, low-cost, clean sources of electricity that achieve Peninsula Clean Energy's priorities while ensuring reliability and meeting regulatory mandates

Objective A: Low-Cost and Stable Power

Develop and implement power supply strategies to procure low-cost, reliable power

Key Tactics:

- Continuously refine Peninsula Clean Energy's risk management strategy to manage power supply resources and minimize risk to financial and rate objectives
- Improve load forecasting accuracy by leveraging historical data and sophisticated analytical tools
- Secure better risk management analytical tools and staff training to meet risk management strategy objectives
- **Manage portfolio to meet risk, cost, and reliability objectives**

Objective B: Clean Power

Design a diverse power portfolio that is 100% carbon-free by 2021; and is 100% carbon-free by 2025 ~~that aligns supply and consumer demand~~ **on** a 24 x 7 basis

Key Tactics:

- Develop robust Integrated Resource Plan (IRP) identifying expected resources and costs to meet Peninsula Clean Energy's goals and secure CPUC certification
- Secure additional contracts for renewable energy procurement in alignment with strategies and portfolio identified through IRP process **and in compliance with risk management strategy**
- Target 50% of portfolio from newly constructed resources by 2025

Objective C: Lower Power Sources

Create a minimum of 20 MW of new power sources in San Mateo County by 2025

Key Tactics:

- Analyze total available opportunity for implementing new clean energy projects in San Mateo County
- Implement Board-approved strategy to increase community resiliency
- Work with local government partners to identify and catalog opportunities for distributed energy resources across San Mateo County

Objective D: New Power Sources

Continually explore and support innovative sources and solutions for clean energy

Key Tactics:

- Develop and support pilot programs for new technologies or business models
- Partner with third parties developing innovative solutions through external grants or PCE-initiated funding programs
- Stimulate development of new renewable generation and storage products
- Coordinate and collaborate with other CCAs on initiatives to commercialize new clean energy sources and solutions

Public Policy

Goal 2 - Strongly advocate for public policies that advance Peninsula Clean Energy's Organizational Priorities

Objective A: Regulatory

Educate and engage policymakers to develop policies that support Peninsula Clean Energy's organizational priorities

Key Tactics:

- Identify and participate in key dockets before state regulatory bodies to establish policies that support regulatory objectives directly and through collaboration with CalCCA and other CCAs
- Develop coalitions with a wide variety of stakeholders to increase successful outcomes
- **Conduct outreach and engagement of key regulators and staff**

Objective B: Legislative

Engage state legislators to pass legislation that advances Peninsula Clean Energy's organizational priorities

Key Tactics:

- Deploy an annual legislative plan that identifies legislative opportunities to advance organizational objectives and mitigate threats to community energy
- Cultivate and maintain relationships with key legislative committees and staff and allies to amplify opportunities for success
- Implement a grassroots outreach plan that increases in-person engagement of state lawmakers with Peninsula Clean Energy Board members, staff, supporters and allies.

Objective C: Growth of Community Energy and CCAs

Take a leadership position in supporting the growth of community energy and CCAs (Community Choice Aggregators)

Key Tactics:

- Assist in setting up CCAs in other areas of the state, including where Peninsula Clean Energy has utility scale generation
- Provide knowledge and policy development expertise to help shape the state's future energy framework through development of position papers, speaking engagements and webinars
- Be an active participant in the State's review of the grid system

Community Energy Programs

Goal 3 - Implement robust energy programs that reduce greenhouse gas emissions, align energy supply and demand, and provide benefits to community stakeholder groups

Objective A: Signature Programs

Develop market momentum for electric transportation and initiate the transition to clean energy buildings

Key Tactics:

- Drive personal electrified transportation towards majority adoption
- Bolster electrification of fleets and shared transportation
- Ensure nearly all new construction is all-electric and EV ready
- Establish preference for all-electric building design and appliance replacement among consumers and building stakeholders
- **Support local government initiatives to advance decarbonization**

Objective B: Community Benefits

Deliver tangible benefits throughout our diverse communities

Key Tactics:

- Invest in programs that benefit underserved communities
- Develop programs that support the satisfaction and retention of residential and key accounts
- Support workforce development programs in the County
- Ensure programs are broadly deployed across the County

Objective C: Pilot Programs **Innovation and Scale**

~~Foster innovation through pilot programs~~ **Leverage leadership, innovation, and regulatory action for scaled impact**

Key Tactics:

- ~~Identify, pilot, and scale strategies for load shaping and other programs~~ **develop innovative solutions for decarbonization**
- ~~Provide grants for community and technology pilots~~ **Identify policy priorities and funding channels to accelerate programs and support regulatory team to secure them**
- ~~Partner with other CCAs to collaboratively test new strategies and technologies and~~ **cultivate a leadership profile to share lessons learned and to foster partnerships**

Marketing, Community Outreach, and Customer Care

Goal 4 - Develop a strong brand reputation that drives participation in Peninsula Clean Energy's programs while ~~and ensuring~~ **ensures** customer satisfaction ~~and retention~~

Objective A: Brand Reputation

Elevate Peninsula Clean Energy's brand reputation as a trusted leader in the community and the industry

Key Tactics:

- Position leadership as experts on CCAs and the industry
- Cultivate relationships with industry media and influencers
- Tell the story of Peninsula Clean Energy through diverse channels
- Engage community through participation in local events
- Identify and address gaps between perception and desired brand identity
- Translate policy issues into consumer-friendly communication

Objective B: Engagement

Educate and engage stakeholders in order to gather input, inspire action, and drive program participation

Key Tactics:

- Foster relationships with community-based, faith-based, and non-profit organizations
- Continue to support schools-based literacy programs focused on energy
- Enhance relationships with municipal and county staff and elected officials
- Support the Citizen Advisory Committee (CAC)
- Provide **inspirational and informative** ~~educational~~ content that ~~inspires~~ **spurs** action to reduce emissions
- Promote programs and services, ~~including increasing opt-ups to 100% renewable energy option~~ **community energy programs and premium energy services**
- Develop an end-of-life transition plan for ECO100

Objective C: Customer Care

Ensure high customer retention and satisfaction

Key Tactics:

- Assess needs and attitudes of all customer segments to support the development of and communication about programs and services
- Continually strive to offer competitive and affordable rates
- Monitor customer satisfaction through periodic surveys
- **Educate and engage Key Account customers in order to develop relationships, assess needs, and drive program participation**
- **Institute a re-enrollment "Come back" program**
- **Ensure customer satisfaction through multiple key relationships (call center, @info, Calpine reporting and interaction, PG&E operational relationship)**

Financial Stewardship

Goal 5 - Employ sound fiscal strategies to promote long-term organizational sustainability

Objective A: Fiscal Health

Strengthen and maintain Peninsula Clean Energy's fiscal health

Key Tactics:

- Maintain and improve current investment grade ratings; ~~explore and engage with other credit rating agencies~~
- ~~Employ a balanced approach to increasing efficiencies and savings throughout the organization~~
- Implement robust financial management of invested cash to achieve a reasonable return while ensuring safety as the first priority

Objective B: Financial Controls and Management

Implement financial controls and policies that meet or exceed best practices for leading not-for-profit organizations

Key Tactics:

- Engage external experts to review internal financial controls and conduct annual audit
- Enhance and document policies and procedures to ensure accurate, transparent financial reporting
- Improve internal budgeting process and enhance reporting for departmental expense monitoring and control

Objective C: Financial Stability

Practice strategies to ensure long-term financial sustainability

Key Tactics:

- Develop a robust financial forecasting model that continually monitors and analyzes pricing and other key indicators
- Maintain unrestricted financial reserves of at least 180 days cash to mitigate unexpected power cost fluctuations and economic downturns

Organizational Excellence

Goal 6 - Ensure organizational excellence by adhering to sustainable business practices and fostering a workplace culture of innovation, diversity, transparency, and integrity

Objective A: Culture and People

Foster a workplace culture that attracts and develops exceptional talent and values all people

Key Tactics:

- Develop an annual staffing plan that addresses resource needs and fills resource gaps
- Provide training and professional development opportunities that build new skills and abilities
- ~~Utilize innovative~~ **Ensure our** recruitment processes **are designed** to attract high caliber ~~talent and diverse applicants~~
- Maintain and assess employee benefits and incentives to ensure that the organization is competitive and attractive in the marketplace
- Foster regular team building and social opportunities
- **Ensure that all policies, procedures, and practices reflect a high level of integrity**
- **Promote a reasonable level of transparency**

Objective B: Innovation

Foster a culture of innovation to yield solutions that accelerate our mission

Key Tactics:

- Hire a dedicated person to lead innovation efforts
- Explore new financial & program models
- Assess opportunities to reinvest in innovative technologies that advance the mission
- Collaborate with other CCAs to find solutions and methods to evolve and drive innovation
- Share best practices and discoveries *via* tool kits, webinars, whitepapers, and case studies
- Network with regional leaders to leverage the innovation culture in Silicon Valley
- Explore innovative rate designs to advance goals

Objective C: Data and Technology

Increase capabilities and efficient use of data and technology to support organizational decision making and program execution

Key Tactics:

- Increase data analytics capability to enable energy-related analyses, program impact measures, & consumer insights for continuous improvement
- Implement scalable systems that maximize advances in IT
- Implement systems and procedures to ensure data accuracy, privacy and security
- Create an executive dashboard with key organizational metrics to guide strategic and operational decision-making
- Provide ongoing technology training for staff and equip them with appropriate tools

Objective D: External Vendor Partners

Implement vendor policies that embrace diversity and inclusion and that optimize engagement results

Key Tactics:

- Develop methods to ensure adherence to the organization's *Inclusive and Sustainable Workforce Policy*
- **Develop methods to ensure adherence to the organization's *Ethical Vendor Standards***
- Cultivate and strengthen productive relationships with external partners to increase organizational efficiencies

Objective E: Governance

Follow best practices for governance and succession to engage and develop qualified, diverse Board members

Key Tactics:

- Develop a succession process for key staff executives and the Board of Directors that addresses planned and emergency transitions and optimizes the role of Board Alternates
- Create and implement a robust orientation program for new Board members **and Citizens Advisory Committee (CAC) members**
- Provide relevant information and analysis to allow the Board to execute data-driven decision making
- Leverage Board **and CAC** members to support awareness of the organization
- Periodically review Board structure

STRATEGIC PLAN DASHBOARD and DESCRIPTIONS OF DEPARTMENT METRICS

The Strategic Plan Dashboard is a one-page overview which includes the overall organizational priorities and key metrics by department. Some metrics are reported by fiscal year and some by calendar year. There are seven key sections on the dashboard:

- Organizational Priorities
- Power Resources
- Public Policy
- Community Energy Programs
- Marketing, Community Outreach, and Customer Care
- Financial Stewardship
- Organizational Excellence

Each part of the dashboard is presented here along with the description of the metrics for measuring that section.

PCE staff reviewed the dashboard and proposed metrics with the Board Strategic Planning Subcommittee on September 3 and have incorporated their feedback into the dashboard presented here. Key input from the subcommittee included showing the metrics for each year as we progress over the five-year period including 1) interim steps on power procurement goals, 2) annual emission reductions and roll-forward cumulative reductions for transportation and buildings programs, 3) a more comprehensive definition of “low-income”, and 4) ESG from the investment portfolio performance.

In order to measure progress, each metric has a baseline from which we are starting. Each metric also has a 2025 target. Then each year, we will report on progress for that metric. If the metric is being measured on a calendar year basis, the report out at the board retreat in September 2021 will be the measure of that metric as of the end of calendar year 2020 (December 31, 2020). If the metric is being measured on a fiscal year basis, the report out at the board retreat in September 2021 will be the measure of that metric as of the end of fiscal year 2021 (June 30, 2021).

The tables below show each component of the dashboard, including the 2019 baseline (for calendar year) or 2020 baseline (for fiscal year). Some metrics are quantitative and others are qualitative. The descriptions of each of the metrics follow, which will be further discussed at the board retreat.

Organizational Priorities

Measurement Period: Calendar Year			
	2019 Baseline	2020	2025 Target
2025 100% RE 24/7	47%		100%
Overall County GHGs (MT CO2e)	TBD		TBD

- **2025 100% RE 24/7 (%):** Average hourly renewable penetration – average % of load served by renewables in each hour of the year.
- **Overall County GHGs (MT CO2e):** County-wide total GHG emissions for the calendar year comprising.
 - Building energy use (natural gas and electricity)
 - Vehicle use (estimate of how many vehicles and total VMT)
 - Point source data (e.g. cement factory, etc.)

Power Resources

Measurement Period: Calendar Year			
	2019 Baseline	2020	2025 Target
Renewable Content (%)	52%		100%
Emissions Factor (lbs / MWh)	94		0
New Capacity Statewide (%)	0		50%
Local Resources (MW)	0		20

- **Renewable Content (%):** ECOplus renewable energy content as reported through CEC Power Source Disclosure reporting.
 - **Interim targets** - increase by 10% each year to reach 100% by 2025
 - **2020:** 50%
 - **2021:** 60%
 - **2022:** 70%
 - **2023:** 80%
 - **2024:** 90%
 - **2025:** 100%
- **Emissions Factor (lbs / MWh):** Greenhouse gas emissions per MWh of load (Starting in 2020, as reported through CEC Power Source Disclosure reporting).
- **New Capacity Statewide (%):** Percent of load served by newly constructed resources (i.e. Wright).
 - **Interim targets** - increase by 10% each year to reach 50% by 2025
 - **2020:** 10%
 - **2021:** 20%
 - **2022:** 30%
 - **2023:** 40%
 - **2024:** 45%
 - **2025:** 50%
- **Local Resources (MW):** Megawatts of new resources built in San Mateo County.
 - **Interim targets** - increase by ~4 MW each year to reach 20 MW by 2025
 - **2020:** 0 MW
 - **2021:** 4 MW
 - **2022:** 8 MW
 - **2023:** 12 MW
 - **2024:** 16 MW
 - **2025:** 20 MW

Public Policy

Measurement Period: Fiscal Year			
	2020 Baseline	2021	2025 Target
PCIA Containment	Low		High
Legislative Impact	Medium		High
Regulatory Impact	High		High
Coalition Building	Low		High
Fostering CCA Growth	Medium		High

- **PCIA Containment:** Qualitative assessment based on participation of regulatory team in PCIA related CPUC dockets.
- **Legislative Impact:** Qualitative assessment based on participation of legislative team in legislative hearings, coalitions and other activities.
- **Regulatory Impact:** Qualitative assessment based on participation of regulatory team in advancing PCE's regulatory objectives and priorities within CalCCA and at relevant regulatory agencies.
- **Coalition Building:** Qualitative assessment based on regulatory and legislative teams' engagement with and formation of coalitions as a means to achieve success in all areas of our work.
- **Fostering CCA Growth:** Qualitative assessment based on participation of regulatory team in supporting expansion CCAs and assessment of regulatory team in thought leadership.

Community Energy

Measurement Period: Calendar Year			
	2019 Baseline	2020	2025 Target
Transportation: GHG Reductions (MT)	7,700 (11,500)		TBD
Buildings: GHG Reductions (MT)	TBD		TBD
EV Charging Ports Installed	0		3,500
Electric Appliances Installed	0		2,000
Funds for Low Income (FY)	11%		20%

- **Transportation: GHG Reductions (MT)**
 - Total EVs added due to PCE incentives (estimated VMT and avoided gasoline emissions).
 - Utilization of EV chargers due to PCE incentives (estimated VMT and avoided gasoline emissions).
 - Utilization of EV chargers installed due to reach codes
 - Annual amount and cumulative amount for all years of PCE incentives.
 - Modeled 10-year emissions reduction benefit in year measure deployed. In metric tons.
 - Assumes 0 GHG for electricity based on annualized 100% greenhouse gas free electricity to start in 2021.
- **Buildings: GHG Reductions (MT)**
 - Projected reach code impact: emissions benefit of new buildings constructed under reach codes (difference in emissions compared to buildings with natural gas)
 - Expected use of appliances in existing buildings receiving incentives (compared to average gas appliance).
 - Annual amount and cumulative directly attributable deployments, incl. prior years.
 - Modeled 10-year emissions reduction benefit in year measure deployed. In metric tons.
 - Assumes 0 GHG for electricity based on annualized 100% greenhouse gas free electricity to start in 2021.
- **EV Charging ports installed:** Annual and cumulative total EV charging stations deployed in current and prior years.
- **Electric appliances installed:** Annual and cumulative total electric appliances deployed in current and prior years.
- **Funds for Low Income:** Percentage of budget in the fiscal year targeting workforce, low-income, and underserved communities. Since Disadvantaged Communities (DACs) on the

CalEnviroScreen definition make up a relatively small portion of Peninsula Clean Energy's customer base, we expand the definition of "low-income" for the purposes of our programs to include eligibility based on income, customers on specific rates, and by using the San Mateo County Community Vulnerability Index.

Marketing and Customer Care

	Measurement Period: Fiscal Year		
	2020 Baseline	2021	2025 Target
Participation Rate (as of FY end)	97%		97%
PCE Aided Awareness	34%		60%
PCE Favorability	63%		80%
Key Account Engagement	Low		High
Residential & SMB Engagement	Med/Low		High

- **Participation Rate (as of FY end):** Percentage of eligible electricity accounts in our service territory that receive electricity generation from Peninsula Clean Energy.
- **Peninsula Clean Energy Aided Awareness:** Measured by annual survey, in the second half of the FY, of representative sample of residents in our service territory (including customers and non-customers). Aided awareness of Peninsula Clean Energy (respondents recognize from a list) as an electricity provider for the service territory.
- **Peninsula Clean Energy Favorability:** Of those respondents to the annual survey (see above) who are aware (aided) of Peninsula Clean Energy, the percentage who have a “favorable” or “somewhat favorable” opinion of Peninsula Clean Energy.
- **Key Account Engagement:** Based on scoring rubric of strategic accounts who participate in high-, medium- and low-engagement Peninsula Clean Energy activities/programs.
- **Residential and Small & Medium Business (SMB) Engagement:** Based on scoring rubric of residential and small business customers who participate in high-, medium- and low-engagement Peninsula Clean Energy activities/programs.

Financial Stewardship

	Measurement Period: Fiscal Year		
	2020 Baseline	2021	2025 Target
Days Cash on Hand (Unrestricted)	238		231
Credit Rating (Fitch/Moody's)	BBB+/Baa2		"A" level
Change in Net Position (\$000s)	\$48,900		Positive
Investment Performance	TBD		TBD
Average Cost of Energy	\$61.92		\$62.73

- **Days Cash on Hand (Unrestricted):** Cash balance that is unencumbered by bank or loan covenants and reduced by Board-approved future fiscal year community program commitments. As measured by the number of days of cash on hand at any given point. Board policy is a minimum of 180 days.
- **Credit Rating:** Public assessment by independent rating agencies measured by maintenance of investment grade ratings.
- **Change in Net Position:** Annual measurement of Total Revenues minus Total expenses plus/minus the change in Non-Operating Income/Expenses.
- **Investment Portfolio Performance:** Metric and performance criteria not yet defined.
- **Average Cost of Energy:** Quantitative assessment measured by Total Cost of Energy divided by Base Load (as publicly reported).

Organizational Excellence

	Measurement Period: Calendar Year		
	2020 Baseline	2021	Yearly Target
Governance	High		High
Staff Satisfaction	High		High
Innovation Impact	High		High
Organizational Policies	High		High
Technology and Systems	Medium		High

- **Governance:** Assessment of succession process for Board members and alternates, quality of orientation for new board members, and degree of Board member support of the organization.
- **Staff Satisfaction:** Based on yearly surveys, assessment of employee satisfaction; evaluation of professional development and training efforts; evaluation of competitive benefits.
- **Innovation Impact:** Assessment of the quality of technology, program design, and policy innovation developed by the organization and its impact towards the organization's goals and the clean energy industry.
- **Organizational Policies:** Assessment of progress toward implementation of key policies such as the Sustainable Workforce and Ethical Vendor Standards policies.
- **Technology & Systems:** Assessment of quality and completeness of systems to support the organization's work including for business processes, energy-related analysis, program impact evaluation and customer insights; evaluation of systems and practices that ensure data accuracy/privacy and security.



**PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence**

DATE: September 14, 2020
BOARD MEETING DATE: September 26, 2020
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: KJ Janowski, Director of Marketing and Community Affairs
SUBJECT: Market Research Results

BACKGROUND:

Peninsula Clean Energy fielded a research study in April 2020 and final results were received in June 2020. The impetus for the research was to gain insights that will improve both the development of community programs and the messaging that calls residents to action.

The specific objectives of the research were to assess awareness and perception of San Mateo County residents regarding:

- Peninsula Clean Energy brand
- Benefits, obstacles to adoption, and purchase interest in electric vehicles (EVs) and all-electric homes and appliances

This memo provides a summary of key findings and implications.

DISCUSSION:

Approach

The research study was designed and conducted by Hiner & Partners, Inc. A letter invitation from the San Mateo County Office of Sustainability (OOS) was mailed to a random sample of 35,000 San Mateo County residents (including customers and non-customers of Peninsula Clean Energy). The letter invited recipients to respond to a self-administered online survey offered in multiple languages (English, Spanish, Mandarin, and Tagalog) and offered an incentive for two winners of \$500 and 10 prizes of \$100 each. The response rate to the invitation was unusually high at 8.3%, perhaps in part due to the shelter-in-place health directives that had

recently been instituted. Participants were offered the opportunity to complete the survey over the phone and 25 of them chose to do so. The online survey took an average of 19 minutes to complete. Surveys were completed between **April 7 and April 29, 2020**. Note that the affiliation of this survey with OOS provided the opportunity to assess “unaided awareness” of Peninsula Clean Energy but likely introduced some degree of “pro-environmental” bias into the sample.

The final sample was normalized to better reflect the population characteristics of San Mateo County. Non-customers were sampled down to reflect their proportion in the general population. Weights were applied to reflect census demographics for the county’s ethnicity proportions and the sample was randomly reduced to achieve the known proportion of EVs in the county (7.5%) based on California Department of Motor Vehicles registration data. This resulted in a final, normalized sample size of **2,261** residents. The **margin of error for a total sample of this size at the 95% confidence level is +/- 2.0%** and is slightly higher for subgroups. (Throughout this report, the sample size for each chart is indicated by “N=.” For example, N=1700 would indicate that 1700 respondents answered a particular question.)

The resulting participant profile aligns with Census data for the county.

Self Identified Race	Survey Sample*	Census**
White	37%	39%
Asian / Pacific Islander	30%	30%
Hispanic	24%	24%
Other	9%	7%

* Survey did not allow multiple responses.

** Allows multiple responses.

Age	Survey Sample	Census
18 – 34	19%	80%
35 – 44	19%	
45 – 54	21%	
55 – 64	21%	
65+	19%	20%

Home Ownership	Survey Sample	Census
Owner	53%	60%

Renter	45%	40%
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Income	Survey Sample	Income	Census
Less than \$50K	13%	Below \$113,776	50%
\$50K to less than \$100K	20%		
\$100K to less than \$150K	17%		
\$150K to less than \$250K	20%	Above \$113,776	50%
\$250K+	18%		

The approach successfully attracted a substantial number of apartment/condo dwellers.

Dwelling Type	Survey Sample
Detached Single Family Home	54%
Unit in a Larger Building (Duplex, Apt, Condo)	41%
Accessory Dwelling (Granny flat, in-law unit)	1%
Other	2%

Nearly all respondents preferred to respond in English. However, this may be a reflection of the fact that the letter invitation was sent in English. In future years, the invitation should be sent in multiple languages.

Communications Language Preference	Survey Sample
English	90%
Spanish	6%
Chinese	2%

Brand Awareness and Perception

34% of respondents were aware that Peninsula Clean Energy is an energy provider from whom they can purchase electricity for their home. Unaided awareness (Peninsula Clean Energy listed by respondent, without prompting, as an energy provider) was 11%. The total awareness of 34%

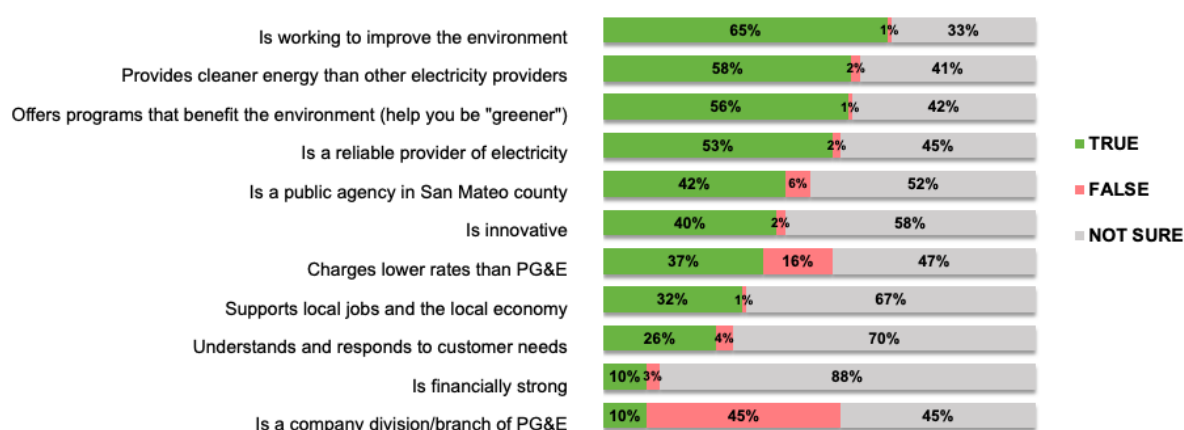
is similar to the awareness of 32% captured in a January 2019 survey. However, the sample methodology was different, and for that reason, these figures are not strictly comparable.

Of those respondents who are aware of Peninsula Clean Energy, 63% had a favorable perception. This compares to 55% favorability rating for PG&E among those who are aware of PG&E. Older (55+), White adults were more likely than other groups to be aware of Peninsula Clean Energy and to have a more favorable view. Homeowners were more likely to be aware of Peninsula Clean Energy and to have a more favorable view than were renters.

The messages Peninsula Clean Energy intends to convey to residents are registering among those who are aware of the agency. However, 33-45% of respondents say they are not sure about these statements. Very few believe that Peninsula Clean Energy is a division of PG&E. Of significant note in the chart below is that 47% of respondents are not sure whether Peninsula Clean Energy charges lower rates than PG&E and 16% are not sure whether our rates are lower.

Question: For each statement, please indicate if you think it is true or false about Peninsula Clean Energy.

N=770

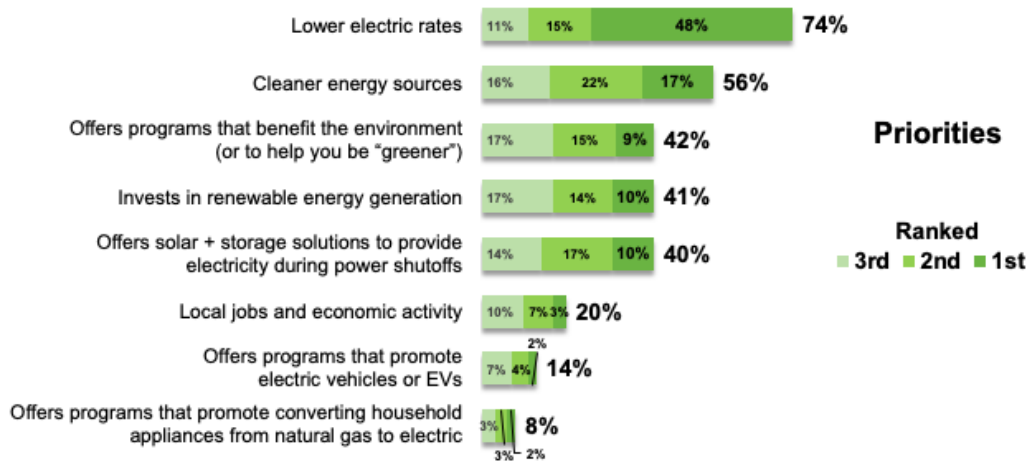


When asked about the top three advantages of importance for an electricity provider, nearly half of respondents rate "lower electric rates" as the top priority. Just 17% rank cleaner source #1, followed by renewable energy investments (10%), storage (10%) and environmental benefits (9%). Respondents were asked to rank the top three most important attributes of their electricity provider. In the bars below, percentages shown in the darkest green represent the portion of respondents that rated that attribute as the most important. The lighter green depicts the portion of respondents that rated that attribute as second most important and the lightest green depicts the portion that rated that attribute the third most important among.

[memo continues on next page]

Question: If a provider of electricity to your home could offer all the advantages listed below, which three would be most important to you?

N=2,261



Implications of Brand Awareness/Perception Findings

There is plenty of room for improvement in our overall brand awareness. Increasing awareness of and encouragement in community programs and incentives (such as EV or the forthcoming Heat Pump Water Heater incentives) is a good way to increase overall brand awareness. Among those residents who know of Peninsula Clean Energy, the perceptions are favorable and aligned with key elements of our brand identity around clean energy and community investments to benefit the environment. However, perceptions about Peninsula Clean Energy rates as compared to PG&E **are not in line with one of the key linchpins of our brand identity (lower cost) nor are they in line with the #1 priority of residents with regard to their electricity provider**. Emphasis should be placed on continuing to convey this messaging through our own direct communications as well as via our outreach partners.

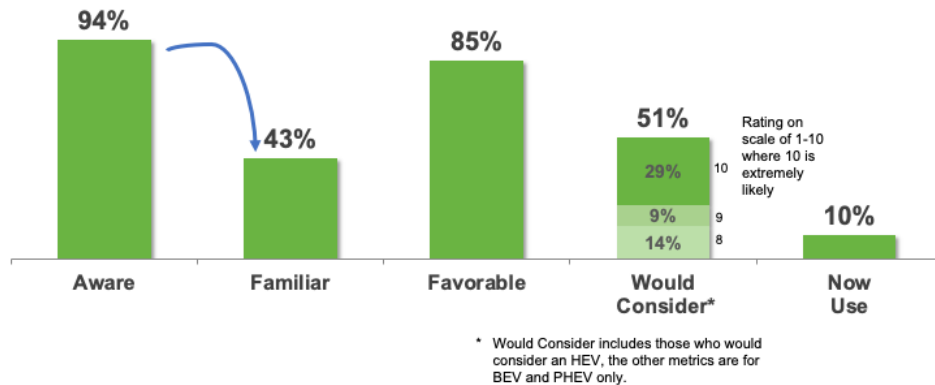
Electric Vehicle Awareness and Perceptions

Hiner & Partners, Inc. has developed a methodology referred to as the "Persuasion Monitor™". Hiner uses this methodology and question structure to identify and address significant challenges in moving consumers from awareness along the path to adoption of a product. In this survey, the EV questions were presented only to those respondents who were licensed drivers and who were the primary decision maker for vehicle purchases.

Almost all respondents (94%) are aware of EVs. 85% of all respondents have a favorable view of them. However, there is a large gap between awareness and familiarity with only 43% of respondents indicating that they are familiar with EVs. More than half would consider an EV the next time they make a vehicle purchase. Purchase interest is particularly strong in households with over \$100K in income and among homeowners.

Questions: Before seeing this list, which of the electric vehicle types listed below had you heard of, as being available today in San Mateo county? and How familiar would you say you are with the various types of electric vehicles that are available now? and What is your opinion of electric vehicles? and Which of the following types of vehicles are currently owned/leased by members of your household, including yourself? Please check all that apply.

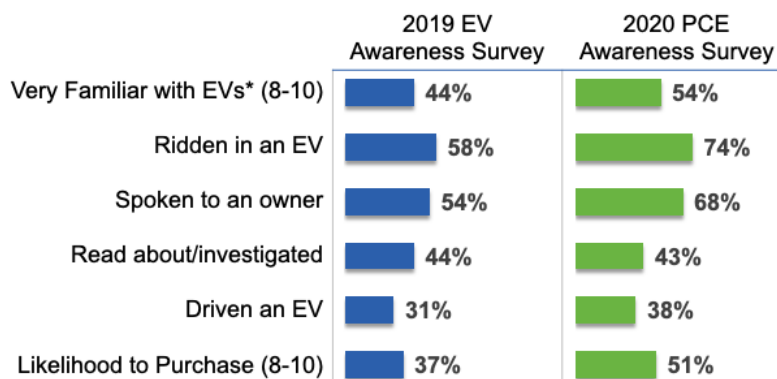
N=1,777



Awareness of and experience with EVs may have improved from the previous research conducted in January 2019. However, it should be noted that caution should be used in interpreting these trends since the sampling methodology was quite different between these two surveys. The 2019 EV Awareness Survey included only non-owners of EVs, which would tend to depress the responses in the table below. Still, the experience metrics (ridden in an EV, driven an EV) are quite strong in the 2020 findings. See below.

Questions in 2020 Survey: Which of the following describes your experience with electric vehicles (of any type)? and The next time you are in the market for a NEW how likely is it that you would choose an electric vehicle of any type? and When shopping for your next USED vehicle, how likely is it that you would consider an electric vehicle of any type?

N=1,777



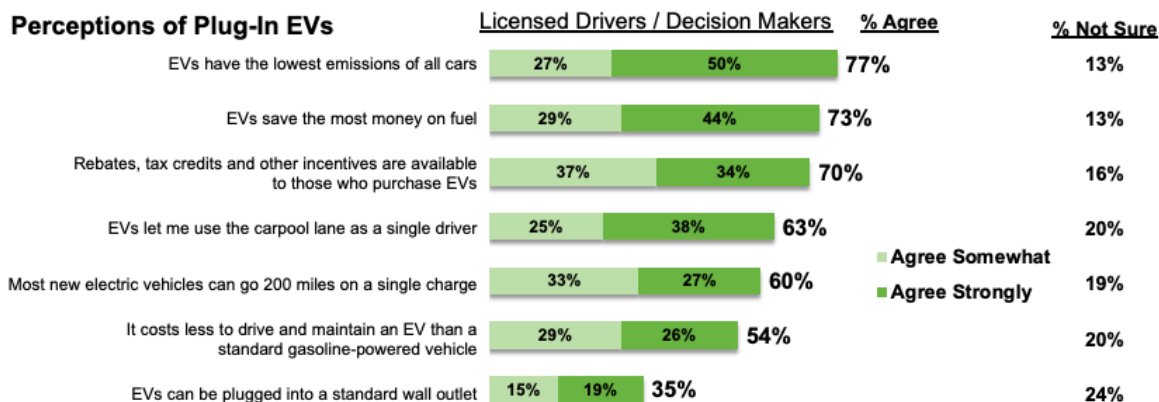
* Any type, including BEV, PHEV and HEV. The 2019 survey was filtered to include only "non" owners. The 2020 survey included owners but was filtered to include only licensed drivers who are vehicle decision-makers.

High percentages of respondents agree with most factual statements about plug-in EVs but are less certain about total cost of ownership and the ability to charge using a standard wall outlet.

Informing and educating our residents on these topics is a clear opportunity for Peninsula Clean Energy.

Question: Please indicate your agreement with the following statements about plug-in electric vehicles.

N=1,777



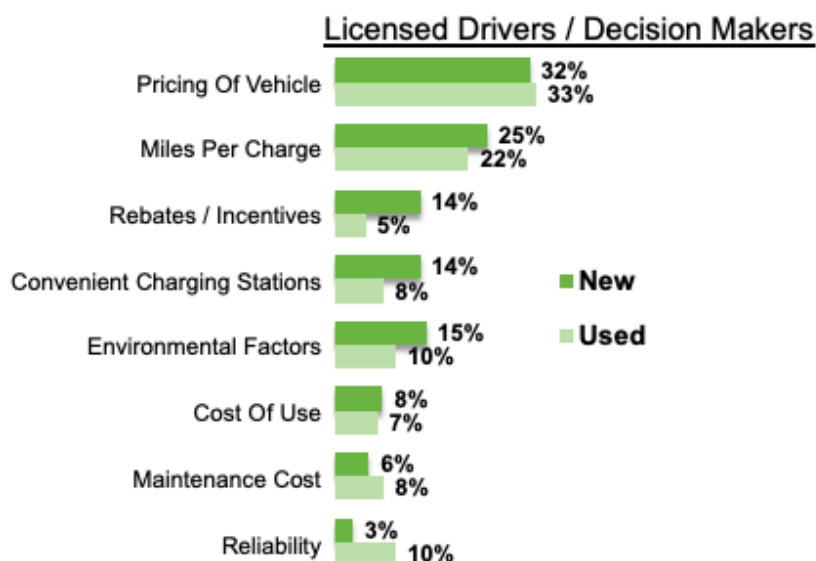
Motivations for Purchasing an EV

In response to the question of which two or three things would motivate them to consider getting an EV, respondents indicated price and miles per charge as top motivators. This is true for both new and used vehicles.

Question: If you were in the market for a vehicle, what are two or three things that might motivate you to consider getting an electric vehicle?

N=1,111 (new)

N= 404 (used)

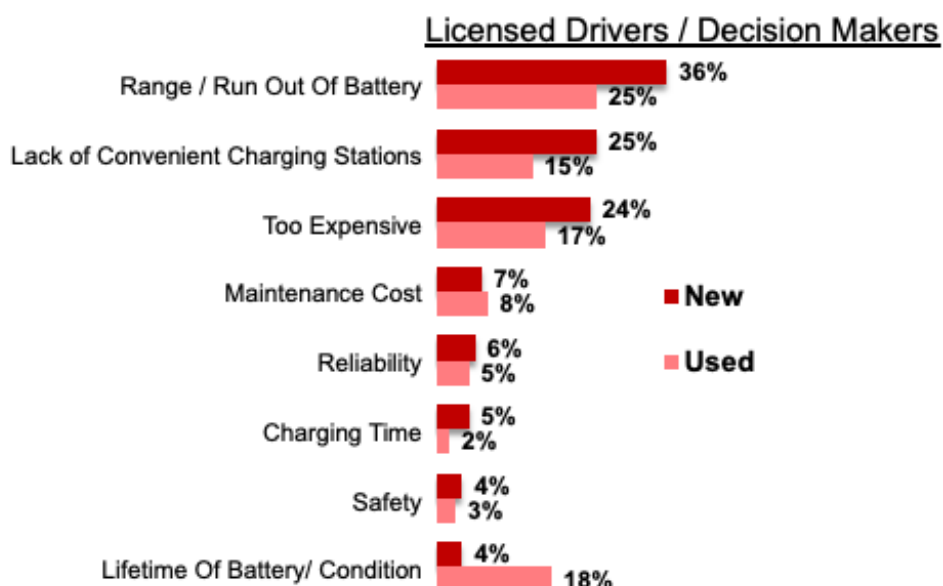


Barriers to Purchasing an EV

Range anxiety and lack of convenient charging location are the biggest barriers to adoption, followed by the purchase price. For used EVs, concern about the condition and remaining life of the battery is a barrier.

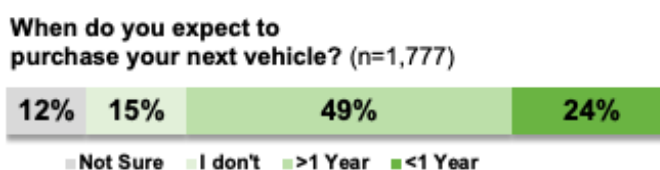
Question: If you were in the market for a vehicle, what are two or three things that might be a concern to you when considering an electric vehicle?

N=1,111 (new)
N= 404 (used)



Vehicle Purchase Plans

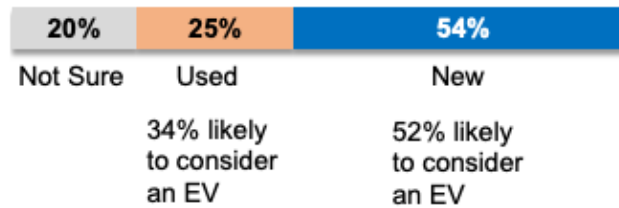
One in four respondents expect to buy or lease a vehicle in the next year.



More than half of those intending to purchase a vehicle expect the vehicle to be new and a quarter will seek a used vehicle. Of those looking for a used vehicle, 1 in 4 are likely to consider an EV. More than half those who intend to purchase a new vehicle are likely to consider an EV.

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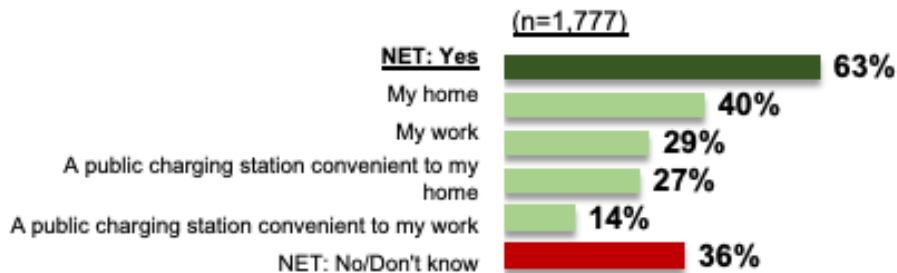
Do you expect it to be New or Used? (n=1,515)



Place to Charge an EV

When asked to identify all the places where they could charge an EV, 36% of respondents did not know where they might charge.

Question: Whether or not you currently have an electric vehicle of any type, do you have a place where you could plug it in? If so, where? Please check all that apply.



Implications of EV Awareness/Perception Findings

Residents are strongly aware of EVs and view them favorably. Educating residents about operating costs and charging options could reduce barriers to purchasing EVs. In April of 2020, 1 in 4 residents were considering buying a vehicle in the next year. This represents a strong opportunity to influence the direction of that purchase. Given that the inventory of used EVs may be the largest it has ever been, there is a significant opportunity to influence used vehicle buyers toward the purchase of EVs. Providing information to help them evaluate the remaining life of the battery would be valuable.

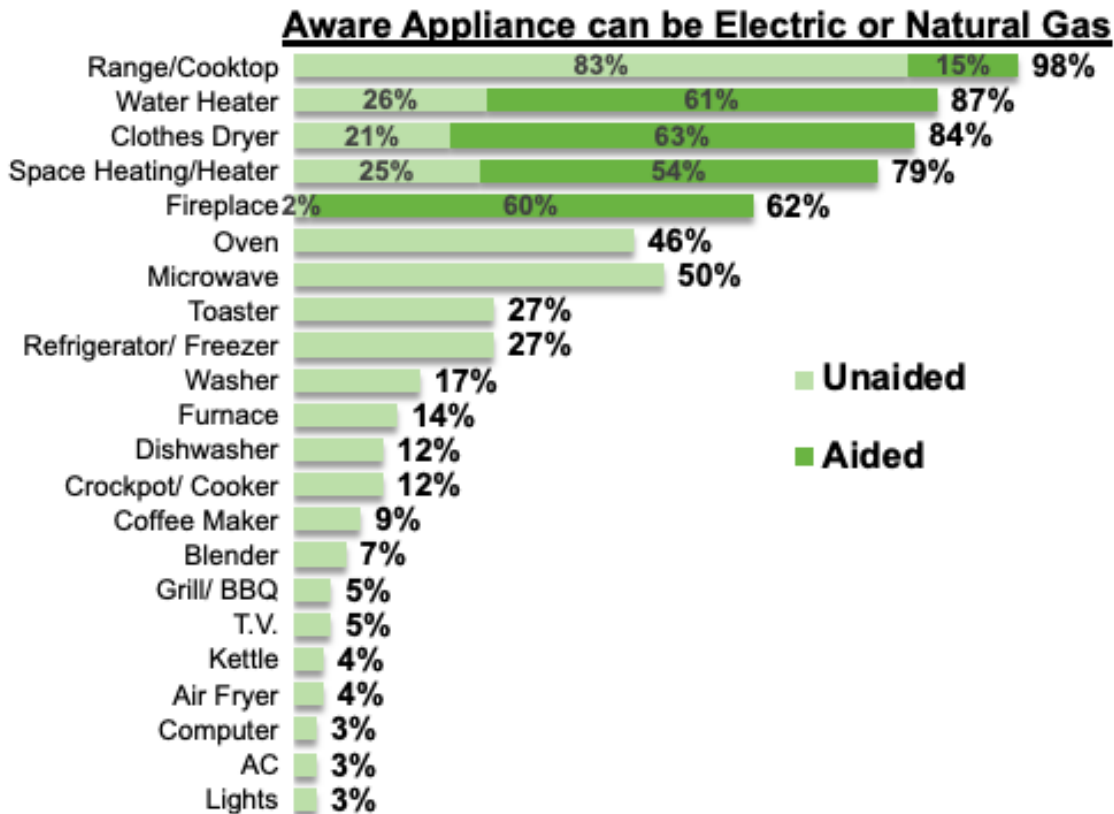
Building Electrification Awareness and Perceptions

When respondents were asked to list which home appliances could use either natural gas or electricity, the vast majority (83%) identified cooktops but other appliances were noted far less frequently. When given a list of appliances to check (aided), the vast majority included water heaters, clothes dryers and space heating as appliances that could be powered by either natural gas or electricity.

[memo continues on next page]

Questions: Think about appliances in your home that you use to heat or cook. Please list all appliances you can think of that can use either natural gas or electricity. and Before taking this survey, which of the following did you already know is a home appliance that can be powered either by natural gas or electricity? Please check all that apply.

N=2,261



Willingness to Consider Electric Alternatives

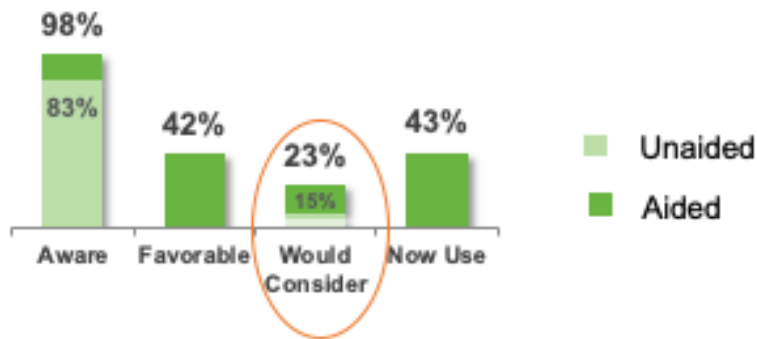
For the four major appliance areas, there is high awareness of the fact that electric alternatives exist. However, the low willingness to consider indicates that there is either a poor perception of the electric alternatives or that the consumer needs are not being met by the electric appliances. See graphs below. It is also notable that younger, lower-income renters are more receptive to electric cooktops than are other demographic groups.

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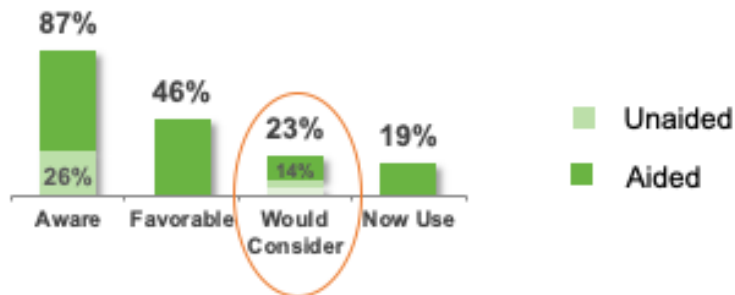
Questions: Think about the appliances in your home that you use to heat or cook. Please list all appliances that you can think of that can use either natural gas or electricity. and Before taking this survey, which of the following did you already know is a home appliance that can be powered by either natural gas or electricity? Please check all that apply. and How likely are you to consider purchasing and electricity-powered version of the following appliances for your home? and Which type of each appliance do you currently have in your home?

N=2,261

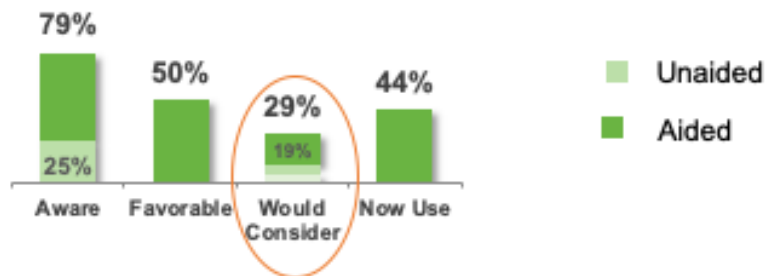
Range/Cooktop



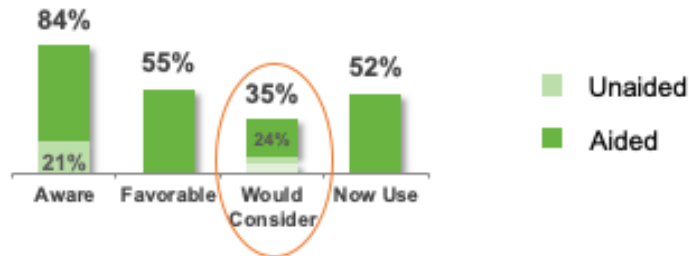
Water Heater



Space Heating/ Heater



Clothes Dryer

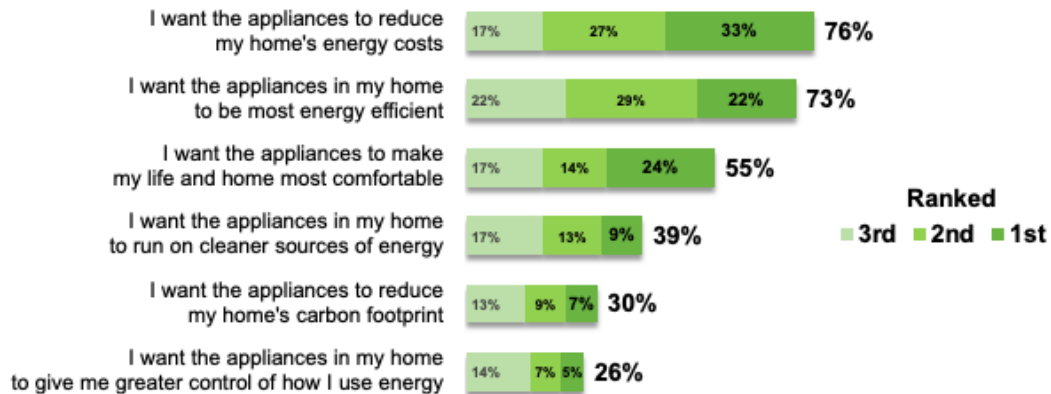


Appliance Feature Priorities

When asked to rate the importance of appliance features, respondents cited energy efficiency (read: lower cost of operation), reduced energy costs, and comfort above considerations such as environmental impact, clean energy or “smart” solutions that afford more control.

Question: When thinking about all the appliances in your home, how important are the following factors to you? Please drag and drop the items to rank the first, second, and third most important factors to you.

N=2,261

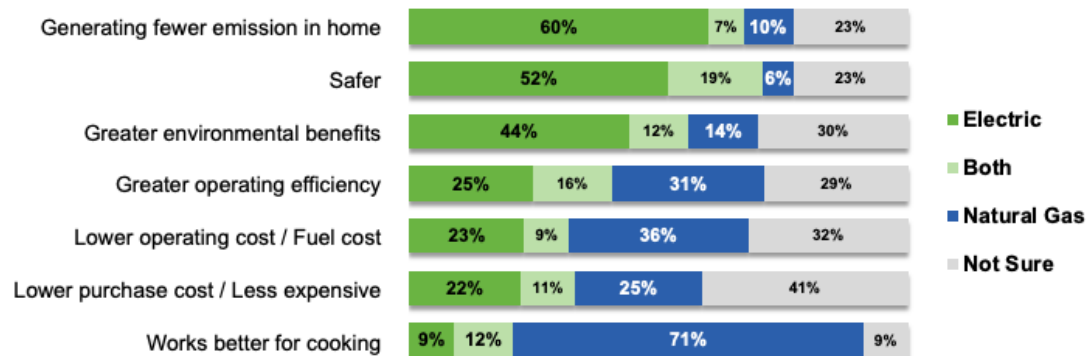


Perceptions of Natural Gas vs. Electric Appliances

Natural gas appliances are largely perceived as being more efficient and having lower fuel costs than electric. These perceptions are not necessarily based upon facts. Electric appliances are seen as safer and lower emissions than natural gas appliances. There is a very widely held belief that natural gas works better for cooking.

Question: For each of the phrases below, please check whether the phrase better applies, generally to a natural gas or electric powered appliance.

N=2,261



Implications of All-Electric Home Awareness and Perceptions

In general, residents do not clearly perceive advantages to electric appliances that meet their priorities of energy efficiency, operating cost and comfort. There is a perception that electric appliances are safer and better for the environment than natural gas and this could present an opportunity to raise the awareness of and highlight the importance of these benefits. The widely held belief that natural gas is better for cooking presents a significant communications and education challenge, especially among upper income households.



**PENINSULA CLEAN ENERGY
JPA Board Correspondence**

DATE: September 14, 2020
BOARD MEETING DATE: September 26, 2020
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: None

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Andy Stern, Chief Financial Officer
SUBJECT: Financial Review (Discussion)

Summary:

A presentation covering a review and update of the FY2020-2021 budget including updated forecast and potential scenarios affecting the current fiscal year and the next 5+ years.

Planned agenda is as follows:

- Review of Budget
 - Conservative assumptions
 - Electricity Load
 - Prices old
 - PG&E
 - PCIA
- ABB Energy Price Forecast Summary
- Electricity Load Results YTD
- MRW forecasts
 - PCIA
 - PG&E Generation rates
- Combined Summary Projection
- Program Expenses and Financial Overview



**PENINSULA CLEAN ENERGY
JPA Board Correspondence**

DATE: Sept. 16, 2020

BOARD MEETING DATE: Sept. 26, 2020

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: Review of Approved Community Energy Programs and Budgets/Allocation

BACKGROUND

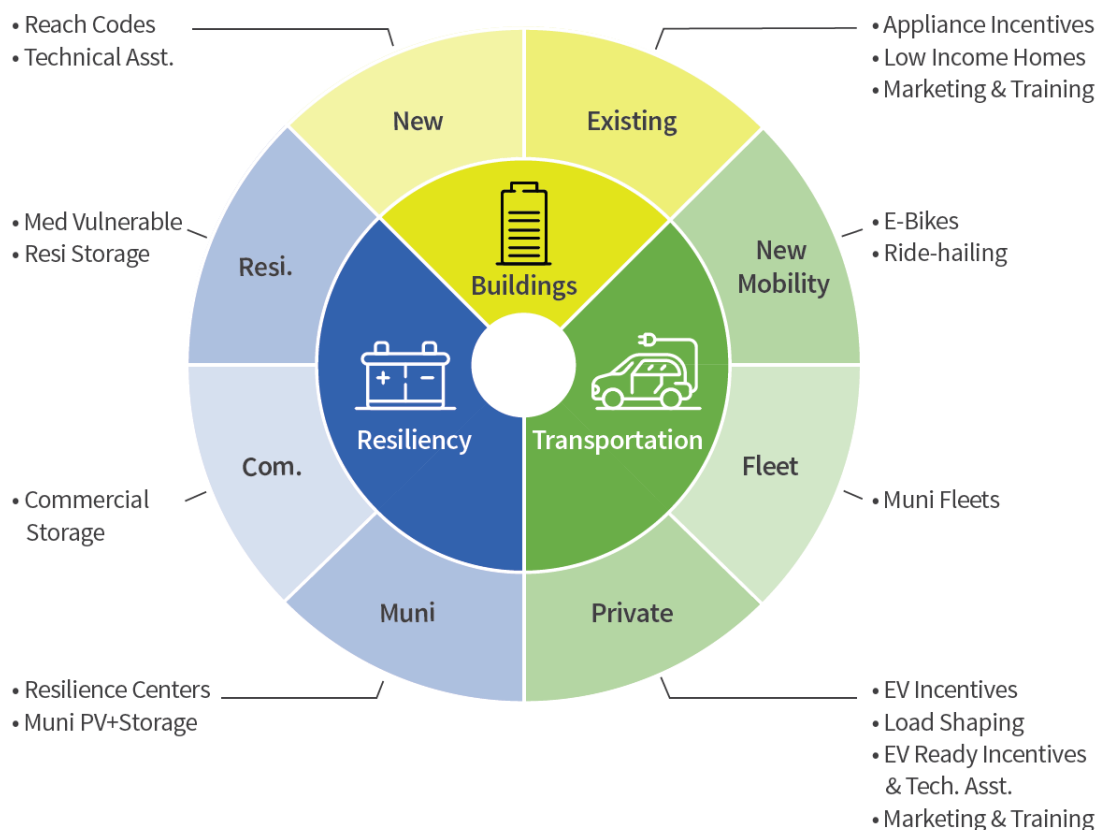
Program Priorities and Roadmap

Peninsula Clean Energy initiated its Community Energy Programs in April 2018, with two full years now in operation. The programs are intended to advance Peninsula Clean Energy's organizational priorities, especially to contribute to San Mateo County reaching the state's goal to be 100% greenhouse gas-free by 2045. The programs also support PCE's first organizational priority: design a power portfolio that is sourced by 100% carbon-free* energy by 2025 that aligns supply and consumer demand on a 24 x 7 basis. They also promote economic development in the county.

Initial programs were selected based on what could be launched quickly, with an emphasis on transportation. In September 2018, the Board adopted an initial Roadmap to provide guidance over a 3- to 4-year timeframe. While proposed timing has not been met in every case, by the end of 2020, nearly every major element in the initial Roadmap is expected to be in-progress.

The programs are divided into Sectors: Transportation, Buildings, and Resilience. Within each Sector are distinct tracks associated with particular market segments such as Private Vehicles and Fleets.

This portfolio of programs is represented in the diagram below (excludes pilots).



Buildings

- **Reach Codes:** Technical assistance for local governments on all-electric and EV-ready buildings for new construction. (see www.PeninsulaReachCodes.org)
- **Developer Technical Assistance and Contractor Training:** In-depth assistance and training on all-electric building techniques. (see www.AllElectricDesign.org)
- **Appliance Incentives:** Incentives for upgrades to electric heat pump water heaters for existing buildings. (Under development)
- **Low-Income Homes:** Turnkey program for low-income homes including basic repairs for health and safety plus electrification measures. (Under development)

Transportation

- **Vehicle Incentives:** New and low-income used EVs (see www.peninsulacleanenergy.com/driveforwardelectric/).
- **New Mobility:** Ride-hailing electrification (100 EVs with Lyft) and electric bicycles.
- **EV Ready Incentives & Tech Assistance:** Incentives for EV charging infrastructure in multi-family, workplace and public sites. Includes in-depth technical assistance and workforce development. (see www.peninsulacleanenergy.com/ev-ready/)
- **Fleets:** Technical assistance and select incentives for municipal fleets (pending Board consideration)
- **Pilots (not shown):** Managed EV Charging, Low-Power and Curbside Charging.

Resilience

- Resilience Centers: Solar + battery storage projects at community resilience centers
- Residential Storage: Incentives for solar + battery systems. (see www.peninsulacleanenergy.com/pop-homeowner/)
- Medically Vulnerable: Free or low-cost backup battery for residents with medical devices. (see www.peninsulacleanenergy.com/pop-medical/)
- Commercial Storage: Battery storage program for businesses (under development).

Other (not shown)

- Climate Action Plans: Support for local government climate action planning.

Capacity Building

In addition to advancing specific programs to execute on the Roadmap, Peninsula Clean Energy has been engaged in significant capacity building to meet the needs not only of immediate programs but also ensure the ability to scale programs effectively and efficiently. Over the two years the following capacity building steps have been taken:

- Hired 6 staff under respective directors across Programs and Power Resources to support Transportation, Buildings and Resilience.
- Implemented program management systems for business automation and data management.
- Developed initial methodologies for metrics.
- Attracted additional resources (ex: \$12M from California Energy Commission for EV charging).
- Engaged with the Regulatory team to pursue additional resources through the California Public Utilities Commission.
- Established active collaboration with other CCAs to leverage peer efforts and lessons learned.

Budget

Total authorized funds for active programs are just over \$37 million across Programs, Power Resources and Marketing. This does not include certain other discretionary investments, such as smaller marketing initiatives like the school curriculum and outreach grants and customer volume discount programs.

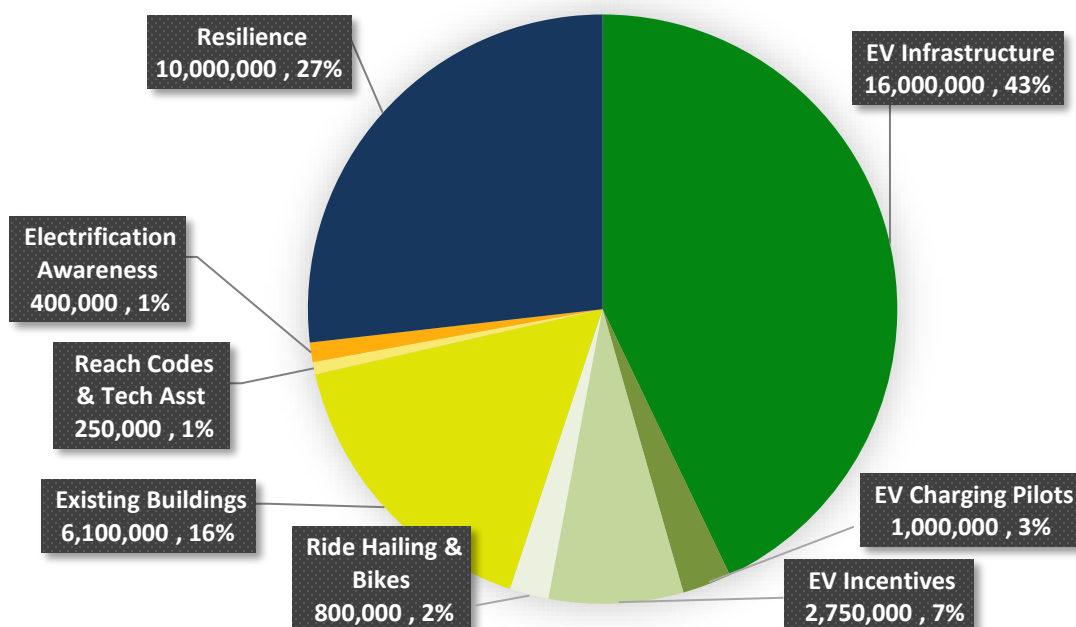
The program development process includes assessing alignment with the Roadmap in areas perceived to have high impact and designing for multi-year execution, typically 2 to 4 years. This runway allows sufficient time for planning, execution ramp-up and delivery of strategic objectives. The process for approvals at the Board level include:

1. Overall budget with a budget line supporting the portfolio of programs for the immediate forthcoming fiscal year and forecast of subsequent years,
2. Approvals for a program track within the Roadmap, typically a multi-year program which may encompass several contracts and/or incentive pools, and
3. Approvals for any individual contracts over \$100,000.

In some cases, smaller initiatives, such as Ride-Hailing Electrification (Lyft), have been brought to the Board directly at the contract level for contracts over \$100,000.

All budget requests align to the approved overall organizational budget. The total approved budgets are identified as restricted reserves such that the organization's unrestricted reserves remain above the minimum reserve policy for the organization.

Current distribution of program approval funds is shown below.



A detailed breakdown of approved budgets and contracts is shown in the table below. The program tracks are organized by department and color-coded by sector. Within each track, individual approved contracts and funds are shown.

Additional detail is provided in each column:

- Program Amount Approved by Board
- Program Approval Dates
- Contract Amounts Approved by Board for individual contracts
- Other Expected Contracts or Spending for forthcoming contracts or incentive funding pools
- Term of the program
- Already Spent as of July 1, 2020 - funds from prior fiscal years
- Estimated Spending in Current FY
- Future Fiscal Year Spending – for these approved programs

As of June 30, 2020								
Programs Approved by Board	Program Amount Approved by Board	Board Approval Date	Contract Amount Approved by Board	Other Expected Contract or Spending	Term	Already Spent as of July 1, 2020	Estimated Spending in Current FY (prior to June 30, 2021)	Future Fiscal Year Spending for Already Approved Programs (FY22-24)
Community Energy Programs								
EV Infrastructure	16,000,000	12/20/18		-	4 years	146,000	5,100,000	10,754,000
Contract - ClearResult		08/22/19	2,000,000			146,000	500,000	
Contract - Center for Sustainable Energy		10/24/19	850,000					
Customer Incentives provided through Center for Sustainable Energy				7,150,000			4,000,000	
Customer Incentives (other)				4,000,000				
Workforce Development				1,000,000			100,000	
Other Spending*				1,000,000			500,000	
New EV Incentives	1,500,000	04/27/19			3 years	220,000	800,000	480,000
Low Income Used EV - Contract with Peninsula Family Services	500,000	01/24/19			2 years	220,000	60,000	220,000
Ride & Drive EV Marketing - Contract with Reach Strategies	750,000	02/28/19			3 years	215,000	50,000	485,000
Ride Hailing Electrification - Contract with FlexDrive	500,000	03/26/20			2 years		100,000	400,000
E-Bikes	300,000	07/23/20			3 years		60,000	240,000
Curbside & Low Power Pilot	1,000,000	06/29/18		-	3 years	100,000	350,000	550,000
Low Power Pilot		03/28/19	400,000			100,000	250,000	
Curbside Pilot		03/29/19		600,000			100,000	
Existing Buildings	6,100,000	05/28/20		-	4 years	-	750,000	5,350,000
Contract - ClearResult		06/25/20	250,000				50,000	
Customer-direct incentives (originally part of ClearResult contract)		06/25/20	2,750,000				200,000	
Other Spending*				3,100,000			500,000	
Reach Codes & Technical Assistance	250,000	01/23/20		-	2 years	60,000	-	190,000
Contract - TRC		01/23/20	450,000			60,000		
Cost Sharing Contract -SVCE		01/23/20	(200,000)					
Climate Action Plans Support - Contract with SMCOOS	95,000	06/25/20	95,000		1 year		90,000	5,000
Community Energy Programs Authorized Subtotal	26,995,000					961,000	7,360,000	18,674,000
Other Programs (Power Resources and Marketing)								
Resilience	10,000,000	01/23/20		-	3 years	20,000	1,281,987	8,698,013
Power On Peninsula - Medical								
Portable Battery Authorization (Hassett) - 2 BOD authorizations		07/23/20	750,000			-	683,237	-
Power On Peninsula - Residential/Commercial								
Program Admin Contract - TerraVerde		06/25/20	220,000			20,000	140,000	
Contract - Sunrun (10 year Agreement) - Residential		06/25/20	474,000					
Load Modification Agreement - Contractor TBD - Commercial		TBD		460,800				
Other Spending*				8,095,200			458,750	
Building Electrification Awareness	400,000	01/23/20		-	3 years	-	150,000	250,000
Contract - Gelfand		07/23/20	300,000				100,000	
Other Spending*				100,000			50,000	
Power Resources & Marketing Authorized Subtotal	10,400,000					20,000	1,431,987	8,948,013
Total Authorized Programs Budget	37,395,000					981,000	8,791,987	27,622,013
* Other Spending includes spending for program areas for which (a) Board approval is not required (e.g. incentives, contracts under \$100,000) or (b) have not yet been identified								



**PENINSULA CLEAN ENERGY
JPA Board Correspondence**

DATE: September 16, 2020
COMMITTEE MEETING DATE: September 26, 2020
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: Majority Vote

TO: Honorable Peninsula Clean Energy Authority Board of Directors
FROM: Andy Stern, Chief Financial Officer
SUBJECT: Revised Spending Budget for FY2019-2020

RECOMMENDATION:

Recommend Approval of the Revised Spending Budget for Prior Fiscal Year 2019-2020.

BACKGROUND:

As of the end of June 2020, PCE's financial statements show spending relative to the budget that was approved by the Board in June 2019. While the audit will not be complete until at least October, Staff presented a preliminary ending financial review to the Audit and Finance Committee at its meeting on August 10, 2020 showing spending versus budget by expense category.

The preliminary year-end financial review indicated that total operating expenses of \$231.3 million was well below the approved budget level of \$236.8 million. However, the Board approved the budget based on spending for multiple spending categories. While the total spending was well below budget, one category, General and Administrative, ended the year at \$1,317,745 which was \$40,558 above the budgeted level. The primary contributor to the overage was extra expense for PCE's office expansion that was unplanned when the budget was approved.

DISCUSSION:

Per standard government budget management practice as it relates to Budget administration, Board approval represents an authorization to spend. Staff has high confidence that the ending financials will end at the same level as the preliminary level once the audit is complete. Due to the overage in the General and Administrative category, Staff is seeking Board approval to increase spending in that category.

	Full Year FY2019-2020			
	Actual	Budget	Var Fav/(Unf)	Revised Budget
OPERATING EXPENSES				
Cost of energy	216,065,642	216,549,065	483,423	216,549,065
Staff compensation	4,522,467	4,589,149	66,682	4,589,149
Data Manager	3,580,229	3,822,123	241,895	3,822,123
Service Fees - PG&E	1,255,183	1,256,056	873	1,256,056
Consultants & Professional Services	725,349	896,333	170,984	896,333
Legal	1,309,477	1,471,500	162,023	1,471,500
Communications and Noticing	1,116,387	1,754,800	638,413	1,754,800
General and Administrative	1,317,745	1,277,187	(40,558)	1,317,745
Community Energy Programs	1,351,626	5,094,473	3,742,847	5,094,473
Depreciation	93,124	98,400	5,276	98,400
Total Operating Expenses	231,337,227	236,809,086	5,471,859	236,849,644

For the Board approval of the FY2020-2021 budget, Staff changed the process and the Board approved the Total Operating Expenses allowing for overages in individual categories provided that total expenses do not exceed the approved level of Total Operating Expenses. In the event that spending exceeds the total authorized level in future years, Staff will present that information to the Board and seek approval for an increased level of spending.

FISCAL IMPACT:

No fiscal impact as the requested approval is to increase authorized spending for a period in the past only, but the actual spending for the year already ended will not change.

RESOLUTION NO. _____

**PENINSULA CLEAN ENERGY AUTHORITY, COUNTY OF SAN MATEO, STATE OF
CALIFORNIA**

* * * * *

**RESOLUTION THAT THE BOARD OF DIRECTORS APPROVE THE REVISED
SPENDING BUDGET FOR FY2019-2020 TO AUTHORIZE TOTAL SPENDING ON
OPERATING EXPENSES IN AN AMOUNT NOT TO EXCEED \$236,849,644, AN
AMOUNT THAT IS \$40,558 ABOVE THE ORIGINALLY APPROVED FY2019-2020
BUDGET.**

RESOLVED, by the Board of Directors of Peninsula Clean Energy Authority (PCE) of the County of San Mateo, State of California, that **WHEREAS**, PCE was formed on February 29, 2016; and

WHEREAS, the Board of PCE approved the full year FY2019-2020 budget at its meeting on June 27, 2019; and

WHEREAS, the Audit and Finance Committee of PCE reviewed preliminary financial results for the FY2019-2020 year at its meeting on August 10, 2020 showing detailed variances by major category detailed financial statements through the end of the year ending June 30, 2020 with variances compared to budget; and

WHEREAS, it is expected that the final, audited level of Operating Expenses is expected to be \$231,337,227, approximately \$5.5 million below the overall original, approved budgeted level of \$236,809,086; and

WHEREAS, the budget was approved with expenses on an individual category basis; and

WHEREAS, it is expected that one category of expenses, General and Administrative, is expected to exceed budget by \$40,558 as a result of unplanned additional expenses related to PCE's office expansion in early 2020; and

WHEREAS, approving an increase in the approved spending for the fiscal year already ended will have no impact on the financial position of PCE.

NOW, THEREFORE, IT IS HEREBY RESOLVED that the Board of Directors approves the revised spending budget for FY2019-2020 to authorize total spending on Operating Expenses in an amount not to exceed \$236,849,644, an amount that is \$40,558 above the originally approved FY2019-2020 budget.

* * * * *



PENINSULA CLEAN ENERGY
JPA Board Correspondence
General Counsel

DATE: September 16, 2020
BOARD MEETING DATE: September 26, 2020
SPECIAL NOTICE/HEARING: None
VOTE REQUIRED: Majority Present

TO: Honorable PCE Joint Powers Board

FROM: David A. Silberman, General Counsel
Jennifer Stalzer Kraske, Associate General Counsel

SUBJECT: Authorize the General Counsel to execute with the law firm of Winston & Strawn Amendment(s) to the Existing Retention Agreement or alternatively, Additional Retention Agreements in substantially the same form already approved by the Board, allowing for a Term Extension through 2022 and increasing the amount by \$1,950,000 for a total not to exceed amount of \$4,200,000.

RECOMMENDATION:

Adopt a Resolution authorizing the General Counsel to execute with the law firm of Winston & Strawn amendment(s) to the existing retention agreement or alternatively, additional retention agreements in substantially the same form already approved by the Board, allowing for a term extension through 2022 and increasing the amount by \$1,950,000 for a total not to exceed amount \$4,200,000.

BACKGROUND:

The County Counsel's Office provides legal services to the Peninsula Clean Energy (PCE) Authority pursuant to a contract approved by the Board March 24, 2016 and subsequently amended to extend the term and increase the amount.

Pursuant to that agreement, the County Counsel serves as General Counsel to the Board and has authority to retain services of outside counsel in an amount not to exceed \$25,000.

Certain projects important to PCE can benefit from time-to-time by the assistance of lawyers who focus primarily on those areas of law, including the litigation of complicated regulatory proceedings before the California Public Utilities Commission ("CPUC") and negotiation of complex power purchase agreements.

The PCE Board in January 2019 approved the increase in retention to Winston & Strawn to \$2,225,000 to provide assistance in negotiating PCE's power purchase and other energy-related agreements.

DISCUSSION:

Winston & Strawn has been providing PCE with significant assistance in negotiating almost all of its Power Purchase Agreements since approval by the Board to retain its services on October 27, 2016. We have been very satisfied with that assistance to date.

The cost of that service to date is approximately \$2.3 million has now exceeded the existing authorized amounts. At this point, PCE has budgeted to spend \$720,000 per year (\$60,000 per month) on legal fees related to the negotiation of Power Purchase Agreements and expects to continue doing so for the foreseeable future. While, in the abstract, that may appear to be a significant amount to expend on legal fees and, in comparison, far exceeds the annual cost of County Counsel to provide day-to-day advice and counsel, the transactions being negotiated are collectively worth many hundreds of millions of dollars and require a very high level of assistance from specialized lawyers.

Accordingly, we are asking the Board to authorize the General Counsel to execute amendment(s) to the existing agreement previously approved by the Board or alternatively, additional agreements in substantially the same form already approved by the Board as long as the total amount of all amendments or agreements provide for a total expenditure not to exceed \$4,200,000 which includes all amounts expended to date since 2016. We believe that this increased amount will provide sufficient authorization to last until the end of 2022.

**PENINSULA CLEAN ENERGY AUTHORITY, COUNTY OF SAN MATEO, STATE OF
CALIFORNIA**

*** * * * ***

**RESOLUTION AUTHORIZING GENERAL COUNSEL TO EXECUTE WITH THE LAW
FIRM OF WINSTON & STRAWN AMENDMENT(S) TO THE EXISTING RETENTION
AGREEMENT OR ALTERNATIVELY, ADDITIONAL RETENTION AGREEMENTS IN
SUBSTANTIALLY SAME FORM ALREADY APPROVED BY THE BOARD,
ALLOWING FOR A TERM EXTENSION THROUGH 2022 AND INCREASING THE
AMOUNT BY \$1,950,000 FOR A TOTAL NOT TO EXCEED AMOUNT OF \$4,200,000**

RESOLVED, by the Peninsula Clean Energy Authority of the County of San
Mateo, State of California, that

WHEREAS, the Peninsula Clean Energy Authority ("Peninsula Clean Energy")
was formed on February 29, 2016; and

WHEREAS, the JPA Agreement forming Peninsula Clean Energy delegates to
the Board the power to hire a General Counsel pursuant to Paragraph 3.3.2; and

WHEREAS, the San Mateo County Counsel's Office has been appointed
General Counsel and has been delegated authority to retain outside legal services in
amounts not to exceed \$25,000; and

WHEREAS, the General Counsel has determined it was necessary to seek
outside legal services related to negotiation of Power Purchase Agreements, and on

October 27, 2016 this Board authorized the General Counsel to retain Winston & Strawn on behalf of Peninsula Clean Energy for that purpose and to execute the retention agreement then presented to the Board; and

WHEREAS, the Board approved an extension of the existing retention agreement with Winston & Strawn to \$2,225,000 at its meeting on January 24, 2019 and the cost of its legal services has now exceeded the amount authorized by the Board.

NOW, THEREFORE, IT IS HEREBY DETERMINED AND ORDERED that the General Counsel is authorized to execute with the law firm of Winston & Strawn amendment(s) to the existing retention agreements or alternatively, additional retention agreements in substantially the same form already approved by the Board as long as the total amount of all amendments or agreements provide for a total expenditure not to exceed \$4,200,000.

* * * * *

[CCO-113499]



**REGULAR MEETING of the Board of Directors of the
Peninsula Clean Energy Authority (PCEA)
Thursday, August 27, 2020
MINUTES**

Peninsula Clean Energy
Video conference and teleconference
6:30 p.m.

CALL TO ORDER

Meeting was called to order at 6:32 p.m.

ROLL CALL

Present: Dave Pine, County of San Mateo
Carole Groom, County of San Mateo
Jeff Aalfs, Town of Portola Valley, *Chair*
Rick DeGolia, Town of Atherton, *Vice Chair*
Julia Mates, City of Belmont
Madison Davis, City of Brisbane
Donna Colson, City of Burlingame
John Goodwin, Town of Colma
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
Laura Parmer-Lohan, City of San Carlos
Rick Bonilla, City of San Mateo
Flor Nicolas, City of South San Francisco
Daniel Yost, Town of Woodside
Pradeep Gupta, Director Emeritus
John Keener, Director Emeritus

Staff: Jan Pepper, Chief Executive Officer
Andy Stern, Chief Financial Officer
Leslie Brown, Director of Customer Care
Joseph Wiedman, Director of Legislative and Regulatory Affairs
KJ Janowski, Director of Marketing and Community Affairs
Kirsten Andrews-Schwind, Senior Manager of Community Relations
Siobhan Doherty, Director of Power Resources
Peter Levitt, Associate Manager of Distributed Energy Resources (DER)
Sara Maatta, Renewable Energy and Compliance Analyst
Phillip Kobernick, Programs Manager
David Silberman, General Counsel
Shayna Barnes, Administrative Assistant
Anne Bartoletti, Board Clerk/Office Manager/Executive Assistant to the CEO

A quorum was established.

PUBLIC COMMENT:

None

ACTION TO SET THE AGENDA AND APPROVE CONSENT AGENDA ITEMS

Motion Made / Seconded: Lee / Bonilla

Motion passed 21-0 (Absent: San Carlos)

REGULAR AGENDA

1. CHAIR REPORT

No report.

2. CEO REPORT

Jan Pepper—Chief Executive Officer—provided an update on staffing, the impact of COVID-19 on Peninsula Clean Energy’s (PCE) load, and the impact of the recent heatwave and rolling blackouts. Jan provided updates on the Power On Peninsula program, Reach Codes, the Joint Rate Mailer which is in the process of being distributed, and the IRP (Integrated Resource Plan) which will be submitted to the CPUC (California Public Utilities Commission) on September 1, 2020.

3. CITIZENS ADVISORY COMMITTEE REPORT

Desiree Thayer—Chair—reported that the Citizens Advisory Committee (CAC) received a legislative and regulatory update from Joe Wiedman—Director of Legislative and Regulatory Affairs—and an update on educational programs from Tj Carter—Marketing Specialist. Desiree announced that Ray Larios was elected Vice Chair, and she, Desiree, was re-elected as Chair.

4. AUDIT AND FINANCE COMMITTEE REPORT

Donna Colson—Chair—reported that the Committee reviewed financial reports and the investment summary, and that financial reports are being shared quarterly.

5. APPROVE SMALL BUSINESS COVID-19 BILL CREDIT AND SAN MATEO COMMUNITY FUND DONATION

Leslie Brown—Director of Customer Care—reported on the economic impacts of COVID-19 on small businesses. Leslie presented a proposal for a \$250 bill credit for up to 6,000 qualifying small businesses for a total of \$1.5 million, and a \$50,000 grant to the San Mateo Credit Union (SMCU) Community Fund earmarked for small business support via the Renaissance Entrepreneurship Center (REC).

Board members discussed how small businesses are defined, the rate classes assigned to small businesses, and the services and programs provided by REC.

Motion Made / Seconded: Lee / Bonilla

Motion passed unanimously 22-0

6. CONSIDERATION OF NEW MEMBER OPPORTUNITY AND PROPOSED JPA AMENDMENTS

Jan Pepper reviewed activities to date involving the City of Los Banos' interest in forming or joining a CCA (Community Choice Aggregator), dating back to the Wright Solar groundbreaking in October 2018. Jan reported that in June 2020 the Los Banos City Council voted to conduct a CCA technical study, and that the City Council appears inclined to join Peninsula Clean Energy as a full member. She reported that the recommended Board Actions are:

- 1) Consider New Member Inclusion Subcommittee recommendation to offer fully integrated membership as the preferred governance/management option for new member agencies.
- 2) Contingent on findings of the PCE/Los Banos technical study that forecast financial benefit to PCE and Los Banos, direct staff - with the consent of the New Member Inclusion Subcommittee - to offer PCE membership to the City of Los Banos for a targeted 2022 enrollment.
- 3) Consider proposed amendments to PCE's JPA Agreement and direct staff to send proposed amendments to member agencies for the 30-day notice period required by Section 7.4 of the JPA Agreement.

Shawn Marshall—Executive Director, Lean Energy US—reviewed three governance/management options and reported that the benefits and challenges are outlined in the Management Options Key Issues and Considerations Matrix in the Agenda Packet. She reported that Option A, fully integrated membership, is recommended by the Subcommittee. Subcommittee members reported they had in depth discussions of the options, challenges, risks, and benefits.

Board members discussed the options presented, PCE's load versus Los Banos' load, the benefits of bringing Central Valley communities into the CCA environment, and the differences in PCIA vintage that could impact rates.

Shawn Marshall reviewed proposed amendments to the JPA (Joint Powers Authority) agreement, and the timeline of next steps including a January 1, 2021, deadline for submitting implementation plans in order to begin serving a customer in 2022. David Silberman—General Counsel—reported that references limiting the JPA to San Mateo County needed to be replaced to allow the addition of new parties.

Board members discussed expenses including mailings, RA (Resource Adequacy), a staff person in Los Banos, and Central Valley community interests versus PCE community programs. Alex Terrazas—Los Banos City Manager—reported that the Los Banos City Council is interested in exploring participation.

PUBLIC COMMENT:

Ann Schneider, California Statewide Commission on Recycling Markets and Curbside Recycling

Motion Made to approve all three recommendations / Seconded: Lee / DeGolia

Motion passed unanimously 22-0

Jeff Aalfs—Chair—announced that agenda items 7, 8, 9, and 10, will be continued to a future meeting.

7. APPROVE UPDATED EV (ELECTRIC VEHICLE) INCENTIVES BUDGET

Continued.

8. APPROVE LOCAL GOVERNMENT FLEETS PROGRAM

Continued.

9. REVIEW MARKET RESEARCH RESULTS

Continued.

10. APPROVE APPOINTMENT OF CITIZEN ADVISORY COMMITTEE (CAC) LIAISON AND ALTERNATE

Continued.

11. BOARD MEMBERS' REPORTS

Daniel Yost announced that he is not running for re-election to the Woodside Town Council.

Jeff Aalfs announced that the Board will take a short break, and then move to Closed Session.

CLOSED SESSION

1. PUBLIC EMPLOYEE PERFORMANCE EVALUATION

Title: Chief Executive Officer

2. CONFERENCE WITH LABOR NEGOTIATORS

Agency Designated Representatives: Jeff Aalfs and David Silberman

Unrepresented Employee: Chief Executive Officer

3. RECONVENE OPEN SESSION AND REPORT ANY ACTION(S) TAKEN DURING CLOSED SESSION

No reportable action taken.

ADJOURNMENT

Meeting was adjourned at 10:31 p.m.



**PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence**

DATE: September 11, 2020

BOARD MEETING DATE: September 26, 2020

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 &
Leslie Brown, Director of Customer Care

SUBJECT: Update on Marketing, Outreach Activities, and Customer Care

BACKGROUND:

The Marketing, Community Affairs, and Customer Care Teams are responsible for enhancing Peninsula Clean Energy's brand reputation, educating and engaging customers, driving participation in programs, and ensuring customer satisfaction and retention. Tactics include community outreach, content creation and storytelling through owned (e.g. online, social media), earned (e.g. public relations), and paid media (advertising), schools engagement programs, and customer care.

DISCUSSION:

Launching EV Ready - \$28 Million EV Infrastructure Program

Peninsula Clean Energy announced the launch of our EV Ready Program via press announcement on September 16, 2020:

<https://www.peninsulacleanenergy.com/peninsula-clean-energy-launches-28m-electric-vehicle-charging-infrastructure-program/>

EV Ready intends to install 3,500 charging ports in San Mateo County over the next four years and is the largest EV charging infrastructure program tied to a single CCA.

Applications for the technical assistance and initial phase of installation incentives are now open and, along with additional information on preferential pricing, are available through our website: <https://www.peninsulacleanenergy.com/EV-Ready/>

Small Businesses COVID-19 Bill Credit

The \$250 bill credit for small business commercial customers, approved by the Peninsula Clean Energy Board of Directors in August, will launch at the end of September. A tri-lingual letter, in English, Spanish, Chinese will be mailed to all eligible commercial customers (~12,000), as well as publicized through a press announcement, social media, website, chambers of commerce, and outreach partners. The credit will be available to the first 6,000 customers who complete the application ahead of the November 30, 2020 deadline.

Building Electrification Customer Awareness Program

Work is underway on the Building Electrification Customer Awareness Program including development of the call for entries form that will populate the electric buildings online database, serve as a source for virtual and in-person tours, and capture submissions for achievement awards to be presented in the first half of 2020. A content curation process is underway and first virtual tour is in storyboard development.

Switch is On Campaign – Building Decarbonization Coalition

The building electrification awareness campaign, organized by the Building Decarbonization Coalition to demonstrate the features and benefits of all-electric homes, will be launching in San Mateo County in November 2020. Peninsula Clean Energy has been active in the development of the campaign planning and has contributed funding to creative development and media placement in our territory during the campaign.

Power On Peninsula Resilience Program Progress Update

Power On Peninsula is the innovative Peninsula Clean Energy program that is helping residents maintain power during grid outages. It also provides grid storage that helps reduce greenhouse gas emissions and move Peninsula Clean Energy toward its goal of 100% renewable energy.

Power On Peninsula - Medically Vulnerable

Letters were mailed to Medical Baseline customers, who experienced 2+ Public Safety Power Shut-off (PSPS) events or are in High Fire Threat Districts in our service territory, informing them they may be eligible for a free portable backup battery. Eligible residents may apply to receive a donation of a backup battery from Peninsula Clean Energy, and may apply for assistance from other programs, including disability disaster preparedness services, medical baseline program, and solar + battery rebate program. Interested residents can complete the application on our website:

<https://www.peninsulacleanenergy.com/pop-medical/>

To date, we have seen a large response to the program. Outreach partners, Senior Coastsiders and Puente de la Costa Sur, have connected with nearly 210 residents to verify eligibility. Hassett Hardware has delivered 50 donated batteries to the eligible medically vulnerable residents.

Power On Peninsula - Homeowners

There is also a separate program for San Mateo County homeowners, in partnership with Sunrun, who could qualify for up to \$1,250 rebate on a solar + battery back-up system.

In August, staff worked with Citizens Advisory Committee members to help test the customer sign-up process with Sunrun and identify potential issues. Social media (Twitter, Facebook and Nextdoor) promotion is underway and a direct mailer promoting both the POP Homeowner and POP Medically Vulnerable programs has been sent to a selection of customers likely to be eligible for SGIP Equity Resilience rebates.

Residents can sign-up for the program on our website:

<https://www.peninsulacleanenergy.com/pop-homeowner/>

New Approach to Power Content Label Mailing

This year, Peninsula Clean Energy has been given approval by the California Energy Commission (CEC) to deliver the 2019 Power Content Label electronically to the ~130,000 customers who have signed up for electronic billing through PG&E. The Power Content Label is the annual power mix disclosure requirement by the CEC that is sent to all customers who received our electricity service during the year. Emails will be sent using our new email delivery service, GovDelivery. Customers not on electronic billing will still receive a printed copy of the Power Content Label through the US Postal Service.

The 2019 Power Content Label submission deadline has been delayed by the CEC until December 31, 2020.

Flex Alerts

With the recent increase in heat waves, CCAs have taken an active role in working with Governor Newsom's office and the California Independent System Operator to communicate Flex Alerts during periods of anticipated high electricity usage.

News & Media

Peninsula Clean Energy issued a news release detailing our \$28 million electric vehicle infrastructure program, the largest electric vehicle infrastructure, to date, by any CCA:

<https://www.peninsulacleanenergy.com/peninsula-clean-energy-launches-28m-electric-vehicle-charging-infrastructure-program/>

Other notable news coverage this month includes a joint Op-Ed by San Jose Mayor Sam Liccardo and Los Angeles County Supervisor Sheila Kuehl addressing the California Public Utilities Commission on [the challenges posed by exit fees utilities charge to CCA customers](#), and a joint Op-Ed by San Mateo County Supervisor Dave Pine, Santa Clara County Supervisor Susan Ellenberg, and San Jose Vice Mayor Chappie Jones on [the need for emission-free electricity](#). Full coverage of Peninsula Clean Energy in the news can be found on our [News & Media](#) webpage.

ECO100 Statistics

Total ECO100 accounts at end of August:	5969
ECO100 accounts added in the month:	40
ECO 100 accounts dropped in the month:	50
Total ECO100 accounts at the end of July:	5979

Enrollment Statistics

Opt-outs slightly decreased from July 2020 (27) to August 2020 (39). As of the end of August, the opt-out rate adjusted for move-in/move-outs is 2.66% and our overall participation rate is 96.90% of eligible accounts.

Opt-Outs by City

CITY	Eligible Ac	TOTAL OPT OUT
ATHERTON INC	2,717	1.69%
BELMONT INC	11,934	2.68%
BRISBANE INC	2,529	2.10%
BURLINGAME INC	15,410	2.25%
COLMA INC	763	1.44%
DALY CITY INC	34,120	3.58%
EAST PALO ALTO INC	7,909	4.01%
FOSTER CITY INC	14,848	2.07%
HALF MOON BAY INC	4,976	3.07%
HILLSBOROUGH INC	4,042	2.33%
MENLO PARK INC	15,764	1.60%
MILLBRAE INC	9,334	3.19%
PACIFICA INC	15,474	3.86%
PORTOLA VALLEY INC	1,679	6.67%
REDWOOD CITY INC	35,198	2.35%
SAN BRUNO INC	16,476	4.21%
SAN CARLOS INC	14,659	2.62%
SAN MATEO INC	44,487	2.74%
SO SAN FRANCISCO INC	25,247	3.86%
UNINC SAN MATEO CO	24,613	3.01%
WOODSIDE INC	2,289	1.97%
Grand Total	304,468	2.96%
Adjusted Total	304,016	2.67%

Table reflects data as of 9/11/2020

In addition to the County of San Mateo, there are a total of 15 ECO100 cities. The ECO100 towns and cities as of September 11, 2020, include: Atherton, Belmont, Brisbane, Burlingame, Colma, Foster City, Half Moon Bay, Hillsborough, Menlo Park, Millbrae, Portola Valley, Redwood City, San Carlos, San Mateo, and Woodside.

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

Active Accounts by City and ECO100 Opt-Up Rate

City	Active Accounts	ECO100 Opt-Up %
Atherton	2,661	2.10%
Belmont	11,605	1.53%
Brisbane	2,470	3.44%
Burlingame	15,033	2.24%
Colma	753	3.98%
Daly City	32,956	0.27%
East Palo Alto	7,566	0.29%
Foster City	14,488	2.21%
Half Moon Bay	4,797	2.25%
Hillsborough	3,944	1.67%
Menlo Park	15,455	3.21%
Millbrae	9,053	1.17%
Pacifica	14,877	1.08%
Portola Valley	1,584	90.78%
Redwood City	34,259	2.07%
San Bruno	15,790	0.56%
San Carlos	14,258	2.20%
San Mateo	43,227	1.55%
So. San Francisco	24,264	0.46%
Uninc. San Mateo Co	23,687	2.37%
Woodside	2,238	2.55%
Grand Total	294,965	2.04%

Table reflects data as of 9/11/2020



**PENINSULA CLEAN ENERGY AUTHORITY
Board Correspondence**

DATE: September 14, 2020
BOARD MEETING DATE: September 26, 2020
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
Matthew Rutherford, Regulatory Analyst

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

SUMMARY:

Late August and early September were busy months for the regulatory and legislative teams. On the regulatory front, attention in the state has turned to resource adequacy front and center as rolling blackouts impacted the state in mid-August. The regulatory team is working with CalCCA to respond to the topic with data on what PCE and other CCAs are doing to build new resources. PCE filed its IRP with the Commission on September 1, 2020 which put forward a portfolio of new renewable resources and storage designed to continue our progress towards meeting energy needs on a time-coincident basis. On the legislative front, the 2020 session ended with more of a whimper than the usual as responding to the COVID epidemic dominated the legislative discussion while also disrupting legislative activity. In the end, only a few bills PCE's team was active on made it through the legislative process. As discussed in more detail below, PCE, as part of California Community Choice Association (CalCCA), a coalition of Community Choice Aggregators (CCA) or on its own behalf, submitted sixteen pleadings at the California Public Utilities Commission (CPUC or Commission) and two pleadings at the California Energy Commission. PCE's regulatory and legislative team attended eight stakeholder workshops or meetings over the last month.

DEEPER DIVE:

Regulatory Advocacy and Outreach

I.15-08-019 – PGE Safety Culture Investigation – On July 15, 2020, the assigned administrative law judge issued a ruling in the docket (and PG&E's Bankruptcy docket) asking

parties to comment on the future of both dockets. The ALJ asked a number of questions regarding possible topics to be continued including the status of PG&E's holding company, PG&E's continuation of retail service, discussion of the distribution system operator concept, and other topics. The ruling asks parties to discuss what issues should be in scope in either docket, if the dockets should continue, and, if so, under what schedule. On August 4, 2020, PCE, along with numerous other CCAs, filed comments recommending that the docket remain open to address remaining issues in the docket including whether PG&E should transition to a wires-only company to increase its focus on safe and reliable delivery of electricity. The comments noted that the CCAs have established that removing PG&E from the sale of electricity would save energy consumers over \$100 million per year. On August 13, 2020, the Joint CCAs filed reply comments pushing back on PG&E and its allies' claims that the work in the docket was done and the docket should be closed. On September 4, 2020, the assigned administrative law judge (ALJ) issued a ruling declining to close the docket as PG&E requested. However, the ALJ declined to allow continued discussion of PG&E becoming a wires-only company. Instead, the ALJ kept the docket open to monitor progress on PG&E's efforts to increase safety in other ways.

R.18-07-003 – Renewable Portfolio Standard Rulemaking: On March 10, 2020, the assigned administrative law judge issued a ruling requesting comments on an updated staff proposal concerning the Commission's development of the BioMAT program. The BioMAT program is a statutorily required procurement program which seeks to support the development of small bioenergy projects with capacity below 5 megawatts. CCAs have watched development of the program because prior program proposals sought to impose nonbypassable charges on CCA customers despite a lack of legislative authorization to do so. The updated staff proposal listed recommended changes to the BioMAT program rules, contract terms, process, as well as recommended clarifications to the BioMAT program. Notably, the updated proposal would allow CCAs to request cost recovery for procurement from facilities that qualify for the program rather than limiting the program only the IOUs. This was seen as fair by staff because they continued to recommend that the costs of the program be recovered from all distribution customers of the IOUs. On April 1, 2020, numerous parties filed comments in response to staff's proposal. The three IOUs generally opposed allowing CCAs to recover costs of their procurement under the program via a non-bypassable charge. On April 15, 2020, the Joint CCAs, including PCE, filed reply comments responding to the IOUs concerns and supporting the ability of CCAs to seek cost recovery of procurement that falls under the program. On July 24, 2020 the assigned administrative law judge released a proposed decision declining to adopt the staff proposal that CCAs be allowed to seek cost recovery for BioMAT compliant contracts arguing that the Commission's limited oversight of CCAs would make program administration problematic. On August 13, 2020, a group of CCAs, including PCE, filed opening comments on the proposed decision arguing that the Commission has ample authority to oversee contracts voluntarily submitted to the Commission by CCAs and pointed to numerous examples of where the Commission has done so in the past. The CCAs also noted that expanding the list of entities eligible to participate in the program would ensure the benefits of the program are spread across the state as CCAs are geographically and socioeconomically diverse. On August 17, 18, and 19, 2020, Joe Wiedman held a series of ex parte meetings with Commissioner advisors to highlight for the advisors the Joint CCAs' interest in accessing bioenergy resources through the tariffed program in support of state policies. Unfortunately, on August 27, 2020, the Commission voted out the decision without the changes recommended by the Joint CCAs.

R.18-12-006 – Transportation Electrification Framework (TEF) Rulemaking – On August 21, 2020, PCE, along with five other CCAs, filed comments regarding Vehicle to Grid Integration (VGI), Equity & Measurement, Evaluation and Outreach. The joint comments emphasized that

CCAs must be allowed to serve in an active transportation electrification (TE) program administration role under the final TEF in order to adequately address equity issues as we have a demonstrated capacity to quickly design effective programs that serve environmental and social justice (ESJ) communities in TE space. The comments also pointed to a need for localized program design as a necessary element of any successful effort to adequately address equity in TE programs which is an area that CCAs are naturally attuned to. PCE's comments also pushed the CPUC to revise the final TEF to reflect that CCAs are equal partners with IOUs in advancing VGI in order to effectively coordinate their respective VGI efforts. On September 11, 2020, PCE filed comments concerning rates, cost recovery, alternative financing, partnerships and emerging trends. This was the most paramount round of comments for PCE and the other CCAs involved in the rulemaking as it specifically called on stakeholders to address whether CCAs should have the authority to develop and administer their own TE programs under the TEF and, if so, whether those CCA program budgets should be allowed to be recovered through distribution revenues collected from all ratepayers. PCE's comments argued that allowing CCAs to serve as administrators of their own programs would leverage our local knowledge, community, relationships, demonstrated cost-effectiveness, ability to innovate quickly, and expertise in the TE space. Further, all of these CCA strengths would assist California to achieve its TE goals more quickly and more cost-effectively than if left entirely up to the IOUs and their TE programs. And, with access to distribution revenue to fund these programs, CCAs would be able to expand their existing suite of TE programs. It would also lead to increased coordination between CCAs and IOUs as part of the CPUC approval processes to ensure that their respective programs are complementary, non-duplicative, and ensure there are no gaps in access to TE efforts among all customer segments.

R.19-09-009 – Microgrids Rulemaking – On July 23, 2020, the assigned administrative law judge issued a ruling requesting comments on two documents: (1) Staff Proposals for Facilitating the Deployment of Microgrids (Track 2 Proposal) and (2) a microgrids and resiliency concept paper. The Track 2 Proposal put forward 5 proposals to continue to remove barriers to microgrids deployment including proposed revisions to Rule 2 for each IOU to allow microgrid components to be considered special facilities that can be installed on the distribution system, revisions to IOU rules to allow microgrids to serve critical facilities on parcels adjacent to the microgrid, requiring the utilities to develop tariffs for customer-sited microgrids that comply with current interconnection standards, development of further pilot programs, and development of a pilot program to develop low cost electrical isolation technologies. Joseph Wiedman attended a staff facilitated workshop on August 5, 2020 to discuss each proposal. On August 14, 2020, a group of CCAs, led by PCE, filed opening comments on the staff proposals. In general, the Joint CCAs did not oppose staff's proposals but noted that the main barriers to microgrids were lack of tariffs that would support deployment of microgrids of all types – both customer-focused and community-focused – and the lack of clear standards on roles and responsibilities. Thus, while staff proposals were steps in the right direction, they did not go far enough in removing deeper barriers to microgrid deployments. On August 25, 2020, Joe Wiedman attended a workshop concerning alternatives to diesel generators that could be used during transmission level outages to keep certain circuits safely energized during a PSPS event. On August 28, 2020, the Joint CCAs filed reply comments responding to opening comments on the staff proposal by various parties in the docket. The Joint CCA comments supported many parties' request that the Commission focus the docket on development of a microgrids tariff to support commercialization of microgrids, the need to address restrictions in Public Utilities Code Sec. 218 and other matters. On September 9, 2020, Joe Wiedman attended an ex parte meeting hosted by the Microgrids Resources coalition with over 20 other parties in the docket to highlight for Commissioner Batjer's office the broad support in the docket for a microgrids tariff.

R.19-11-009 – Resource Adequacy (RA) Rulemaking – On September 11, 2020, CalCCA filed opening comments regarding consensus and consensus items related to local capacity requirement reduction compensation mechanism and proposed treatment of existing contracts. These matters aim to help resolve how CCAs and other load-serving entities' preexisting local capacity commitments will be valued by the Commission-appointed central buyers of Local RA starting for the 2021 compliance year. CalCCA's efforts aim to provide its members with value while appeasing the Commission's numerous requirements that it has imposed on the valuation of these resources. In addition to implementing the central buyer construct, Track 3 of this case continues to explore how the future of the RA program should evolve to better address the changing reliability needs of California's electricity system. At PCE's encouragement, CalCCA co-sponsored a proposal from Southern California Edison to change from the current system peak approach to a full load duration curve approach, which accounts for the full energy generation of wind and solar as well as the ability of dispatchable resources to meet load not served from wind and solar. This proposal will be taken up along with 13 others in coming workshops.

R.20-05-003 – Integrated Resource Planning (IRP) Rulemaking – Outreach: On September 1, 2020, PCE filed its IRP with the Commission. PCE's IRP represented nearly a full year's work by the regulatory and procurement departments. PCE's IRP included three portfolios: a required 46 MMT conforming case, which results in emissions at the CPUC's assigned benchmark by planning fewer new renewable resources than PCE policies would imply, a 38 MMT conforming portfolio that would hit the 36 MMT benchmark precisely, and an alternative 38 MMT preferred portfolio which reflects PCE's renewable energy procurement targets in an annual basis. This preferred portfolio would result in emissions levels equivalent to slightly under 28MMT in 2030. Mr. Karpa hosted an ongoing teleconferences with environmental and environmental justice organizations to discuss ongoing issues related to resource planning and reliability on August 19, 2020 and September 2, 2020. –

CPUC Meet & Greets – On August 28, 2020 Jan Pepper, Joe Wiedman, Jeff Aalfs, Rick DeGolia, Donna Colson attended an informal meet and greet with Commissioner Shiroma and her staff. On September 3, 2020, Jan Pepper, Joe Wiedman, Jeff Aalfs, Rick DeGolia, Ian Bain and Marty Medina attended an informal meet and greet with Commissioner Guzman-Aceves and her staff. On September 4, 2020, Jan Pepper, Joe Wiedman, Rick DeGolia, Carole Groom and Ian Bain attended a meet and greet with CPUC Commissioner Rechtschaffen and his staff a meet and greet was also held with Commissioner Randolph and her staff that was attended by Jan Pepper, Joe Wiedman and Ian Bain. On September 16, 2020, Jan Pepper, Joe Wiedman, Rick DeGolia and Daniel Yost met with President Batjer and her staff. During the meetings, Jan Pepper provided an update on PCE's efforts to assist our communities with the financial impacts of COVID while also providing updates on PCE's various decarbonization programs. Attendees also discussed PCE's priorities with the Commissioners and answered questions the Commissioners had on PCE and its programs.

CEC Outreach – On September 10, 2020, Jan Pepper, Joe Wiedman, Rick DeGolia and Daniel Yost attended an informal meet and greet with Commissioner Scott and her staff. On September 16, 2020, Jan Pepper, Joe Wiedman and Daniel Yost met with Commissioner Douglas and her staff. On September 17, 2020 Jan Pepper and Joe Wiedman met with Commissioners Hochschild and McAllister and their staff. During the meetings, Jan Pepper provided details on PCE's efforts to assist our communities with the financial impacts of COVID while also providing updates on PCE's various decarbonization programs. Attendees also discussed PCE's priorities with the Commissioner and answered questions the Commissioner

had on PCE and its programs. Conversation focused on areas where PCE could work with the Commission to achieve our mutual goals.

Legislative Advocacy and Outreach

Legislative Calendar

The 2020 legislative session concluded Monday, August 31 at midnight and thus ended the two-year 2019-2020 legislative session. Governor Newsom has until October 1, 2020 to sign or veto legislation that the Legislature passed and sent to his desk.

The Legislature is scheduled to be on recess through the November 3 election and will reconvene on Monday, December 7, 2020 to swear in new members and introduce new legislation. The Legislature will likely be in session for the entire week starting December and then recess again until Thursday, January 7, 2021.

Statutes enacted in the 2020 session will take effect January 1, 2021.

Legislation

As has been the case with everyday life, the COVID-19 pandemic was the main story of the 2020 session. Most notably, COVID-19 significantly interrupted the Legislature's calendar and reduced the amount of time available to consider and vote on legislation. This factor held true through the last days of session, as Senate Republicans were not allowed into the Capitol due to potential COVID-19 exposure and instead voted and debated remotely from their Sacramento residences. Numerous bills died on the last night of session simply because there was not enough time for votes to be cast on the Floors of the Assembly and the Senate.

As it relates to energy policy, the roughly two months lost to unscheduled recesses in the Legislature translated into significantly less bills being considered. Assembly Utilities & Energy Committee heard a total of five bills in 2020, all of which passed as they were deemed non-controversial and of urgent necessity. Chair Holden held a strict position of only hearing bills that met these qualifications. Senate Energy, Utilities & Communications Committee Chair Hueso was slightly more lenient in allowing bills to be heard, but the precedent set by Mr. Holden meant that few Assembly Bills could be considered in Senate Energy. Accordingly, six of the eight Assembly Bills heard in Senate Energy during two hearings in the month of August were gut and amends. Four of those gut and amend bills were sent back to the Assembly and passed the Assembly Floor without an Assembly Utilities & Energy Committee hearing.

In addition to energy policy bills, the Legislature proposed several measures to spur economic recovery and build resilience to climate change, with a focus on wildfire resilience. The wildfires that have ravaged large portions of Northern California in August produced a last second attempt at raising funds for wildfire prevention and reduction in AB 1659 (Bloom). The source of the funding would be an extension of the DWR charge assessed on IOU bills and then borrowing against those funds, a similar approach to the IOU wildfire fund contained in AB 1054 (Holden, 2019). Ultimately, the funding mechanism proved too controversial and the bill failed.

Other notable actions over the last few weeks include:

- AB 841 (Ting). Passed the Senate Energy, Utilities, and Communications Committee.

This measure was presented as part of the economic stimulus package and proposes to accelerate the timing of PUC decisions on pending transportation electrification infrastructure applications from the IOUs as well as require the PUC to direct the IOUs to reallocate the unspent portions of their EE budgets for school retrofit projects that would include HVAC and air filtration upgrades as well as replace noncompliant plumbing fixtures. The bill is before the Governor for his signature.

- SB 350 (Hill). This measure provides a contingency plan to PG&E should PG&E enter bankruptcy again or give cause to the PUC to revoke PG&E's license. The bill would create Golden State Energy, a nonprofit public benefit corporation that would be the state's proposed successor utility. The bill has been signed by the Governor and is chaptered.
- SB 1117 (Monning). This bill will eliminate a statutory conflict between PUC 739.5, and California Business and Professions Code (BPC) Section 12024.2 and Civil Code (CC) Section 798.40, which provides protection to mobilehome residents by ensuring rates charged at master-meters are passed through to the submeters based on the electricity provider's actual residential rates. The bill is before the Governor for his signature.

Bill Positions

Measure	Author	Summary	Status	Position
AB 56	Garcia	Allows the CPUC to authorize the California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) to undertake procurement of electricity to meet the state's climate, clean energy, and reliability goals if the PUC makes specified findings. The newly formed authority would be permitted to procure electricity for customers of electrical corporations, community choice aggregators, and electric service providers to attain certain energy, environmental, economic, public health and public safety objectives.	Dead	CalCCA: Oppose
SB 45	Allen	\$5.5 billion natural resources bond proposal for the Nov 2020 Statewide Ballot. The proposal contains \$570 million in resiliency funds that could be tapped by CCAs or member agencies for resiliency projects.	Dead	CalCCA: Support
SB 350	Hill	PG&E contingency plan.	Chaptered	CalCCA: Watch
SB 774	Stern	This bill would state the intent of the Legislature to enact later legislation to require the commission to develop and implement a program to deploy local clean energy generation and storage systems throughout California.	Dead	CalCCA: Watch

SB 862	Dodd	Clarifies that the provisions of the Emergency Services Act apply to deenergization events as defined. The bill would also expand wildfire mitigation plan protocols for deenergization to address the needs of Access & Functional Needs (AFN) individuals, in addition to utility customers who receive a medical baseline allowance.	Dead	CalCCA: Support
SB 1117	Monning	Eliminates a statutory conflict that results in residents of mobile home parks being charged the electrical corporation rate rather than the CCA rate.	Passed Legislature – Awaiting Governor’s signature or veto	CalCCA: Support PCE: Support
SB 1215	Stern	Creates the Local Government Deenergization Resiliency Grant Program. Grants are for planning and deployment.	Dead	CalCCA: Support, if Amended
SB 1312	McGuire	Directs CPUC to establish protocols that must be followed for an IOU to trigger a PSPS event. Establishes a timeline for grid hardening by IOUs. Establishes fines for compliance failures.	Dead	CalCCA: Support

State Budget

Negotiations over additional state budget actions mostly stalled as Congress did not reach agreement on another round of stimulus measures to combat the economic impacts of COVID-19 while the Legislature was in session. Of benefit to other CCAs, an additional \$51 million was appropriated to the CEC’s electric vehicle infrastructure program (CALeVIP), which is co-funding a \$20 million project with PCE.

FISCAL IMPACT:

Not applicable.

[updating]

FISCAL IMPACT:

Not applicable.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: Sept. 11, 2020
BOARD MEETING DATE: Sept. 26, 2020
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. Existing Building Electrification
3. "EV Ready" Charging Incentive Program
4. New EV Program
5. Low-Income Used EV Program
6. EV Ride & Drives/Virtual Engagement
7. E-Bikes Rebate Program
8. Ride-Hail Electrification Pilot
9. MUD Low-Power EV Charging Pilot
10. EV Managed Charging Pilot
11. Curbside Charging Pilot

DETAIL

1. Building and EV Reach Codes

Background: In 2018 the Board approved a building "reach code" initiative to support local governments in adopting enhancements to the building code for low-carbon and EV ready buildings. The initiative is a joint project with Silicon Valley Clean Energy (SVCE). The program includes small grants to municipalities, technical assistance, and tools, including model codes developed with significant community input. The tools and

model code language are available on the project website (www.PeninsulaReachCodes.org).

In PCE territory, Burlingame, Brisbane, Menlo Park, Pacifica, San Mateo and San Mateo County have adopted reach codes. Across San Mateo and Santa Clara Counties, 18 agencies have adopted some kind of reach code. Below is a sampling of agencies across PCE and SVCE territories:

City	Buildings			Electric Vehicles
	Choice All-Electric or High Efficiency Mixed-Fuel	All-Electric with Limited Gas Usage	Natural Gas Ban	
County of San Mateo		ADOPTED		EV Ready code (PCE model)
Brisbane		ADOPTED		Aggressive EV Ready code
Burlingame		ADOPTED		EV Ready code (similar to PCE model)
Menlo Park		ADOPTED		Increase chargers & EV Capable (2018)
Milpitas	ADOPTED			Increase chargers & EV Capable
Morgan Hill			ADOPTED	
Mountain View		ADOPTED		Aggressive EV Ready code
Pacifica		ADOPTED		Increase chargers (2017)
Palo Alto		ADOPTED		Aggressive EV Ready code
San Mateo	ADOPTED			Increase chargers & EV Capable
San Jose		ADOPTED	ADOPTED (low rise)	Increase chargers & EV Capable

In addition, the Board approved in January 2020 an extension of the reach code technical assistance plus additional elements:

- Education and training for developers and contractors
- Consumer education program on the benefits of all-electric buildings

This technical assistance is now publicly available at www.AllElectricDesign.org.

Status: Following a hiatus during Q2 due to the shelter-in-place order, a number of cities have begun reengaging to advance reach codes. Updates are as follows:

- **Belmont:** PCE staff is working with city staff which is aiming for a Council study session in September. The letter of intent was received on August 19.
- **Daly City:** Jan Pepper and Rafael Reyes met with Director Daus-Magbual and city staff in June. City staff are working with PCE staff and consultants on next steps.
- **E. Palo Alto:** A Council study session was held on Sept. 1st with a majority of Council members speaking strongly in favor and directing staff to develop the specific proposal. The first reading is scheduled for Oct. 6th.
- **Foster City:** Jan Pepper and Rafael Reyes met with Director Mahanpour and Deputy City Manager Hall in June and PCE staff and consultants subsequently met with Foster City staff on July 2nd to address questions. City staff are aiming determining timing for initial Council discussion.
- **Hillsborough:** Jan Pepper and Rafael Reyes met with Director May and city staff in June. City staff are working with PCE staff and consultants on next steps.
- **Millbrae:** Council approved moving forward with developing reach code on June 23rd. The City is scheduling a study session for Oct. 27th.
- **Portola Valley:** The reach code is drafted and pending first hearing to be scheduled.

- **Redwood City:** The Council unanimously approved their reach codes at the first reading on September 14th.
- **San Bruno:** Jan Pepper met with Director Medina and City Manager Grogan in July. City staff are planning an initial presentation for the Council. A study session is planned for October.
- **San Mateo:** In July the San Mateo Council directed staff to develop an all-electric code aligned with the approach most adopter cities have taken.

2. Existing Building Electrification

Background: In May, the Board approved a 4-year, \$6.1 million program for electrifying existing buildings. This program includes a number of elements including incentives for appliance replacements, a low-income home upgrade program, technology pilots and research. In June, the Board approved the draft contract with CLEAResult for the appliance incentive program which is to be integrated with the existing BayREN Home+ program for a streamlined customer experience.

Status: Significant progress has been made on refining the contract with CLEAResult which is nearing final review. It is anticipated that the appliance incentive program could go live in the fourth quarter. The RFP for the administrator of the low-income home upgrade program has been drafted and is expected to be released in September. Target launch is anticipated by the first quarter of 2021. Finally, contracting is in progress for the technology pilot with Harvest Thermal, the startup with the integrated electric space and water heating system.

This program is tied to the Building Electrification Awareness Program outlined in the Marketing report.

3. “EV Ready” Charging Incentive Program

Background: In December 2018 the Board approved \$16 million over four years for EV charging infrastructure incentives (\$12 million), technical assistance (\$2 million), workforce development (\$1 million), and administrative costs (\$1 million). Subsequent to authorization of funding, PCE successfully applied to the California Energy Commission (CEC) for the CEC to invest an additional \$12 million in San Mateo County for EV charging infrastructure. That application was in conjunction with agencies in Santa Clara County.

Of PCE’s \$12 million in incentives, \$8 million will be administered under the CEC’s California Electric Vehicle Incentive Project (CALeVIP) and \$4 million under a dedicated, complementary PCE incentive fund. The dedicated PCE incentives will address critical market segments not addressed by CALeVIP including Level 1 charging, assigned parking in multi-family dwellings, affordable housing new construction, public agency new construction, and charging for resiliency purposes.

Status: PCE’s technical assistance service opened on June 23 and outreach has begun to workplace properties. In total 20 different locations are in the technical assistance

process; multiple onsite evaluations have occurred, and recommended installation scopes are in the engineering design process. There have been some delays in the incentive programs. PCE's dedicated incentives launched on September 16th. PCE led with a press release and supporting social media posts to promote the program opening. The contract for CALeVIP is nearing execution, and CALeVIP applications are expected to open on December 16th.

4. New EV Rebate Program

Background: In April 2019, the Board approved the continuation of the "New EV Dealer Incentive Program" over three years (2019-2021) following a 2018 pilot. The program provided time-limited discounts and incentives on the purchase or lease of new EVs in the 4th quarter of 2018 and 2019. The PCE incentive, \$700 for PHEVs and \$1,000 for BEVs, was available through competitively-selected participating San Mateo County dealerships which provided additional discounts. In addition to incentives, the program provided a "hook" for broad based marketing across the county intended to not only motivate immediate purchases but also increase awareness and interest in EVs to foster future purchases.

Vehicles sold/leased through the program were 120 in 2018 and 167 in 2019. Low uptake on the program primarily relates to the program approach. In 2019 only 16% of EVs were purchased at dealers within San Mateo County. These factors make the potential of the in-County dealer-based sales model highly limited. The marketing for the incentive did appear to increase awareness and interest. PCE's 2020 market survey indicates high awareness (88%) and favorability (78%) but low familiarity (39%) suggesting that market education remains very important. Also, buyers reported high significance in the PCE incentive: 46% stated the program was crucial in decision and 38% very important.

Status: The incentive program likely remains important to continue to encourage EV adoption. The State budget is severely impacted by the downturn and state incentives are expected to decline or be eliminated. Following consultation with the Executive Committee, staff is restructuring the program for the 2020 Q4 cycle to address the need to drive greater adoption while applying the incentive to purchase more likely to be "additive" (i.e., purchases that occur because of the incentive). The program will still be run as a 4th quarter promotion to provide marketing motivation and the incentive levels will remain the same: \$700 for a PHEV and \$1,000 FOR BEVs, but the following modifications will be introduced to the incentives. The revised incentives can be utilized:

- For in-county *and* out-of-county purchases (still only available to San Mateo County residents)
- Only for vehicles with a purchase price of under \$45,000
- Targeted to "first time" EV buyers; past PCE EV incentive recipients will be ineligible for another incentive
- For purchases, not leases
- All post-purchase rebates mailed directly to the customer

It is anticipated that this approach will increase uptake while still ensuring strong additionality. The program will launch October 1 and run through December 31, 2020.

5. Low-Income Used EV Rebate Program (DriveForward Electric)

Background: Launched in March 2019, the low-income used EV rebate program provides a rebate up to \$4,000 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. The incentives may be combined with other programs such as Clean Cars for All from the Bay Area Air Quality Management District or the state-wide Clean Vehicle Assistance Program. When combined with another program, PCE's rebate is \$2,000. The program operates in partnership with Peninsula Family Service's (PFS) DriveForward program, a robust program that provides financial coaching and access to financing to help participants purchase reliable used vehicles.

Status: The program is under continuous operation and as of September 9, 2020 has provided 66 rebates, which account for an estimated 2,300+ tons of CO2 emissions avoided over 10 years. The pipeline includes 5 additional clients that have been approved but have not purchased vehicles yet. Staff is looking to expand the program to offer rebates for used EVs to non-low-income San Mateo County residents in addition to the larger incentives for low-income residents. Proposed enhancements to the program will be brought to the Board for consideration at a later date.

6. EV Ride & Drives / Virtual Engagement

Background: In February 2019, the Board approved continuation of the EV Ride & Drive program over three years (2019-2021) following a 2018 pilot. It provides for community and corporate events in which community members can test drive a range of EVs. The program generated 14 events and 1,879 experiences in 2019 and a total of 19 events and 3,033 experiences since inception in 2018. Events have included 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. Event surveys indicate that the ride and drive was the first EV experience for 64% of participants and 87% report an improved opinion of EVs. Trailing surveys 6 months or more after events have yielded a 33% response rate and 17% of respondents indicate they acquired an EV after the event.

Status: Due to the COVID-19 pandemic, ride & drive events have come to a halt and it is uncertain when in-person events will become feasible again. As a result, staff has developed a suite of virtual EV engagement strategies that will replace the in-person ride & drive events but may continue on even if ride & drive events begin to take place again. The new engagement strategies aim to provide a platform for residents to learn about EVs and opportunities to experience driving an EV as a way to increase overall awareness and interest in EVs to increase adoption.

The new virtual EV engagement strategies are as follows:

- EV Hotline: a platform to enable residents to speak to an EV Specialist to get information about EVs and get questions answered.
- Virtual EV Forums: partner with San Mateo County corporate partners/large employers to offer virtual forums/webinars to their employees on EVs.
- 1-on-1 Dealer Test Drives: partner with local dealerships who offer 'at-home' test drives and serve as a liaison between the resident and the dealership scheduling the test drive.
- EV Trials: provide a rebate (up to \$200) for residents to rent an EV through rental platforms.

These programs are under development and expected to launch in Q4 to align with the New EV Rebate Program.

7. E-Bikes Rebate Program

Background: The Board approved the E-Bikes Rebate program in July 2020. This program will run three-years for a total budget of \$300,000, which will provide approximately 300 rebates of up to \$800 to residents with low to moderate incomes over the course of the program. Silicon Valley Bicycle Coalition will be under contract to PCE as an outreach and promotional partner.

Status: The program is under development.

8. Ride-Hail Electrification Pilot

Background: This pilot, approved by the Board in March 2020, is PCE's first program for the electrification of new mobility options. The project partners with Lyft and FlexDrive, its rental-car partner, to test strategies that encourage the adoption of all-electric vehicles in ride-hailing applications.

Status: PCEA staff are engaged in contract negotiations with Lyft and FlexDrive and the contract is expected to be executed soon with vehicle procurement to follow. Pending legal uncertainty with ride-hailing operations in California, vehicles are anticipated to become available in early to mid-2021.

9. MUD Low-Power EV Charging Pilot

Background: This project was initially approved by the Board in 2018. This pilot program has completed a needs assessment among various multi-unit dwelling (MUD) ownership types as well as a review of various low-power charging technology solutions and is now moving to the installation phase. Lessons learned from this pilot are already informing inclusion of low-power charging solutions in PCE's EV Ready Program and may result in featuring additional technology solutions. Energy Solutions was selected as the consultant partner as part of a competitive bid process. The project was kicked off in August 2019.

Status: Business requirements and technology scouting has been completed with a number of innovative technologies identified and assessed. The project team selected Plugzio, an internet-connected 120V outlet, as the pilot technology for the first round of testing. Three apartment properties in Foster City and Millbrae have been identified as candidates and have tentatively agreed to participation in the pilot. Installation has been delayed by the pandemic but is expected to take place in the fourth quarter.

10. EV Managed Charging Pilot

Background: PCE contracted with startup FlexCharging to test managed charging through vehicle-based telematics. The system utilizes existing Connected Car Apps and allows PCE to manage EV charging via algorithms as a non-hardware-based approach to shift more charging to occur during off-peak hours.

Status: Phase 1 of the project, which is testing basic functionality of the App and connectivity with Tesla and Nissan vehicles, ran from January - August 2020 and was a successful proof of concept, though certain technical limitations were discovered with Nissan and other vehicle OEMs, which limited the pilot to Tesla vehicles. PCE was able to analyze incoming data from this pilot and gather lessons learned from a vehicle-based approach to managed charging. Further, PCE was able to verify that these data could be utilized in the monetization of Low Carbon Fuel Standard Credits, which PCE is exploring.

Staff is now developing the approach for Phase 2. PCE is collaborating with an academic team from the University of California, Davis' Davis Energy Economics Program (DEEP) and the University of Chicago's Harris School of Public Policy to develop an incentive structure experiment that will be used to inform PCE's Managed Charging Program design.

11. Curbside Charging Pilot

Background: Curbside charging has the potential benefit of bringing new charging solutions to current or potential EV drivers that lack residential charging such as many EV residents and renters. Originally approved in 2018 but delayed for various reasons, this pilot will first assess the cost effectiveness of curbside charging in various scenarios, including streetlight-mounted stations, and potential barriers that need to be addressed prior to installation. The first phase will assess the scaling potential, costs and feasibility of curbside charging. If the assessment phase shows curbside charging to be viable, PCE will facilitate pilot installations in 1-2 cities in the second phase.

Status: PCE has contracted with Arup to provide technical assistance in the first phase of this project and is seeking 2-3 agencies that are interesting in partnering with PCE to provide the data necessary and explore policy considerations for local feasibility assessments. These assessments will take place through the first half of 2021.



PENINSULA CLEAN ENERGY
JPA Board Correspondence

DATE: September 14, 2020
BOARD MEETING DATE: September 26, 2020
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 2020

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	Purchase of Carbon-Free Energy	City and County of San Francisco (Hetch Hetchy Power)	4 months
August	Purchase of Carbon-Free Energy	Monterey Bay Community Power	4 months
August	Purchase of Carbon-Free Energy	Powerex	4 months
August	Purchase of Carbon-Free Energy	Pioneer Community Energy	4 months
August	Purchase of Carbon-Free Energy	Avangrid	4 months

September	Purchase of Carbon-Free Energy	Brookfield Renewable Trading and Marketing	4 months
September	Purchase of Carbon-Free Energy	TransAlta	4 months
August	Purchase of Local Resource Adequacy	ConocoPhillips Company	1 year
September	Purchase of Local Resource Adequacy	NextEra Energy Marketing, LLC	3 months
September	Purchase of Local Resource Adequacy	NextEra Energy Marketing, LLC	2 months
September	Purchase of Local Resource Adequacy	Pacific Gas & Electric	7 months

In January 2020, 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:

- a. Chief Executive Officer has authority to approve Energy Procurement contracts with terms of twelve (12) months or less, in addition to contracts for Resource Adequacy that meet the specifications in section (b) and in Table 1 below.
- b. Chief Executive Officer has authority to approve Energy Procurement contracts for Resource Adequacy that meet PCE’s three (3) year forward capacity obligations measured in MW, which are set annually by the California Public Utilities Commission and the California Independent System Operator for compliance requirements.

Table 1:

Product	Year-Ahead Compliance Obligation	Term Limit
Local Resource Adequacy	In years 1 & 2, must demonstrate capacity to meet 100% of monthly local obligation for years 1 and 2 and 50% of monthly local obligation for year 3 by October 31 st of the prior year	Up to 36 months
System Resource Adequacy	In year 1, must demonstrate capacity to meet 90% of system obligation for summer months (May – September) by October 31 st of the prior year	Up to 12 months

Flexible Resource Adequacy	In year 1, must demonstrate capacity to meet 90% of monthly flexible obligation by October 31 st of the prior year	Up to 12 months
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- c. Chief Financial Officer has authority to approve any contract for Resource Adequacy with a term of twelve (12) months or less if the CEO is unavailable and with prior written approval from the CEO.
 - d. 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, the Board Chair, and other members of the Board as CEO deems necessary, has the authority to approve Energy Procurement contracts with terms greater than twelve (12) months but not more than five (5) years, in addition to Resource Adequacy contracts as specified in Table 1 above. 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.
- 4) **Amendments to Agreements:** Chief Executive Officer, in consultation with the General Counsel and the Board Chair, or Board Vice Chair in the event that the Board Chair is unavailable, has authority to execute amendments to Energy Procurement contracts that were previously approved by the Board.



**PENINSULA CLEAN ENERGY
JPA Board Correspondence**

DATE:	September 10, 2020
BOARD MEETING DATE:	September 26, 2020
SPECIAL NOTICE/HEARING:	None
VOTE REQUIRED:	None

TO: Honorable Peninsula Clean Energy Authority Board of Directors

FROM: Jan Pepper, Chief Executive Officer
Siobhan Doherty, Director of Power Resources
Peter Levitt, Associate Manager, Distributed Energy Resources (DER) Strategy

SUBJECT: Update on Energy Resiliency Strategy

SUMMARY

On January 23, 2020, the Peninsula Clean Energy Board of Directors approved staff's three-year, \$10 million strategy to deploy local electricity resiliency programs in San Mateo County. Each month, staff will provide an update report to the Board on the status of the programs deployed under this strategy. Any actual budget commitments would need to be approved by Peninsula Clean Energy's Board in accordance with our policies. The full Energy Resiliency Strategy is available on Peninsula Clean Energy's website: https://www.peninsulacleanenergy.com/wp-content/uploads/2020/02/Resiliency-Strategy_January.pdf

Below is a list of goals associated with each program, and progress towards each of those goals.

Program as specified in Resiliency Strategy	Initial Goal (MW)	Initial Goal (Customers Served) ¹	Updated Goal (MW)	Updated Goal (Customers Served)	MW Installed to Date	Customers Served to Date
Medically Fragile Customers	4 MW Solar / 16 MWh Storage	675	0.2 MW solar / 0.45 MWh storage ²	150	0 MW solar / 0.15 MWh storage	50
Municipal Community Resilience Centers (CRCs)	5.8 MW Solar / 23 MWh Storage	9,000 – 18,000	5.8 MW Solar / 23 MWh Storage	9,000 – 18,000	0	0
Distributed Resource Adequacy (RA)	40 MWh Storage	900	2.3-12.8 MW Solar / 8-44 MWh Storage	400-2,200	0 MW Solar / 0 MWh storage	1

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

1. Public Facility Resilience
2. San Mateo County Facilities DER Evaluation
3. Power on Peninsula – Homeowner
4. Power on Peninsula - Medical
5. Community Resiliency at Faith Institutions – Interfaith Power & Light
6. Future Programs – EVs for Backup Power

¹ This figure refers to customers served directly and indirectly

² The wide difference in the initial goals and the updated goals for this program is due to a change in program direction, and due to the Distributed RA program serving a significant portion of medically vulnerable customers

DETAIL

1. Public Facility Resilience (under Municipal CRCs Program)

Background

In Q3 2018, East Bay Community Energy (EBCE), in partnership with Peninsula Clean Energy, was awarded a Bay Area Air Quality Management District grant for a scoping study to identify critical facilities that can provide emergency services during natural disasters, including for community shelter, in the counties of Alameda and San Mateo. These facilities have been studied to evaluate the viability of deploying solar+storage to provide back-up power. Solar+storage at critical facilities can provide a cleaner and more reliable power source than diesel generators and reduce operating costs for the facilities.

This \$300,000, 12-month scoping project has achieved the following two objectives: 1) identified a subset of critical facilities in San Mateo and Alameda counties that can serve as community shelters and/or emergency response hubs during power outages related to Public Safety Power Shutoff events or natural disasters (e.g. police and fire depts, recreation centers, libraries, etc); and 2) narrowed that list to select priority sites based on site hazards, proximity to population, and location in a disadvantaged community or low income zone. The project will deliver the following two objectives next: 1) develop a financial model (e.g. rate design or financial incentive) that results in affordable and widespread deployment of resilient solar systems; and 2) design and assist in the collective procurement for solar+storage installations at priority critical facilities to reduce costs for interested agencies.

This project was initiated in Q3 2019, and Peninsula Clean Energy conducted outreach to cities to identify sites and form a preliminary list of prospective facilities.

Eleven cities responded by the required deadline and identified 118 facilities for initial study: Belmont, Brisbane, Colma, Foster City, Half Moon Bay, Hillsborough, Millbrae, Pacifica, Redwood City, San Carlos, and San Mateo. These cities' facilities were studied for their solar potential, to understand their risk of fault as a result of natural disasters, and to evaluate the population within a 30-minute walk. This is the first phase of the project, and we intend to include additional cities and facilities in the future.

In January, February, and March, staff met with personnel from each of these 11 cities to review initial evaluations studies, discuss city priorities with respect to backup power needs, and consider potential procurement pathways. Based on the initial study and conversations with the cities, we have narrowed the list of facilities for further evaluation to 49 out of the initial 118 facilities that cities identified.

On May 4, Peninsula Clean Energy released a [Request for Information \(RFI\)](#) in partnership with EBCE, seeking guidance from the solar+storage industry on recommendations for a joint procurement. The RFI posited that CCAs have the

knowledge and capability to alleviate some of the pre-development work that goes into solar+storage projects and have a strong financial position to leverage for creative procurement practices. It asked industry how to best make use of these unique CCA attributes to drive down project cost and increase deployment scale.

Responses to the RFI were due on May 22, and we received 18 responses from solar and storage vendors. Staff at Peninsula Clean Energy, EBCE and our consultant, Arup, evaluated responses and had an initial workshop to discuss on June 11. The RFI revealed a strong preference by DER vendors to have one PPA contract with a CCA concerning multiple counterparties, rather than having to negotiate with each public agency individually. The next step in the process is for Peninsula Clean Energy and EBCE to determine in more detail how this might work.

The Power Resources Team began a detailed analysis of a sample of the sites that were evaluated by Arup and determined candidates for resiliency projects based on a scoring system that assessed sites' earthquake zone, accessibility to nearby community, existing building structural integrity, plans for near-term renovations or demolitions, load data, and other attributes. Out of approximately 150 candidate buildings, approximately 50 were run through Arup's analysis tool that generated recommended solar + storage system sizes based on the assumptions that critical loads represented 25% of the normal facility load and resiliency would be required for multiple days. Arup did not do a financial analysis of the costs/benefits of the proposed DERs, which was outside its scope.

Staff began a deeper evaluation of three representative sites analyzed by Arup to assess in detail the cost/benefit streams for DERs at those sites. The team is also exploring the value to ascribe to resiliency both generally and for these specific sites. Staff will meet with representatives from the cities participating in this analysis to understand what impacts they've experienced from previous PSPS events or other power outages and how they value the resilience benefits of a system. This question may be muddled by the COVID-19 crisis and its near-term impacts on municipal budgets. We will also let Board members from the cities know when we plan to schedule these meetings.

Current Status

The Power Resources Team presented to executive leadership preliminary findings from its DER valuation work. We are sharing these preliminary findings with other CCAs to get their feedback and will continue to vet the calculations and assumptions and refine/explore cost and value streams further.

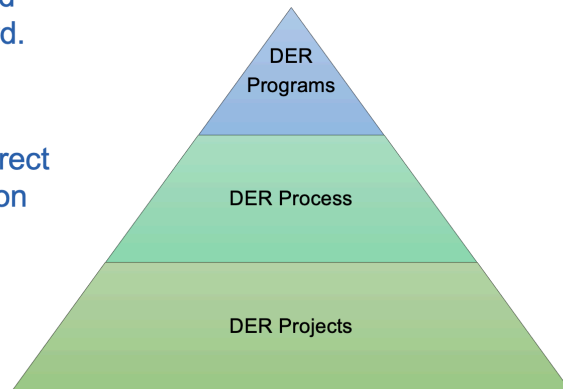
2. San Mateo County Facilities DER Evaluation: RFP for DER Site Evaluation and Engineering Services (will inform Municipal CRC program, but funded separately)

Background and Current Status

In July, staff released a [Request for Proposals \(RFP\)](#) for offers from qualified providers of design and engineering services to assist in the evaluation of DERs at specific sites. The key scope of work will be to independently inform the deployment of DERs, but it does not include deployment, ownership, or operations of DERs. The consultant will prepare detailed engineering analysis to allow PCE to evaluate the suitability of DERs at specific sites. Not all sites will be suitable for hosting storage and providing resilience via stored energy, but we expect a number of these sites will be candidates. This engineering documentation will also form the basis for an RFP and inform project developers to bid on constructing DERs at these sites. The documentation is expected to include analysis of critical loads, structural integrity, interconnection options, and other drawings, diagrams, notes, and report(s) that characterize the proposed DER deployment and provides sufficient information for a DER vendor to provide a high confidence bid on the project. While this RFP is not specifically focused on resiliency, we will be looking at resiliency options in site evaluations and DER sizing recommendations. We expect that lessons learned and evaluation processes developed for these projects can inform future DER deployments, including those with a goal of providing resiliency.

Review of high-level project goals

- Many DER projects don't progress beyond concept due to a lack of clear path forward.
- PCEA can potentially help address this barrier
- Utilize the 7 county facilities to develop direct experience and learnings to inform creation of a process to put DER projects through
- With a process in place, effective and targeted DER programs can be provided



The RFP requires a two-part response. Initial responses were due August 5, and we received 13 responses. We chose nine of these responses to move onto the second part of the RFP.

Current Status

We received 8 responses to Step 2 of the RFP, which included detailed questions about how respondents would approach the project, their experience and qualifications, and ideas about meeting project goals. The quality and thoroughness of all responses was exceptional. The evaluation team conducted a detailed review of responses with both qualitative and quantitative metrics and have selected 4 respondents for shortlist interviews. We have a high level of confidence in the capability of all selected respondents to successfully deliver on project deliverables; a primary consideration at this point is which firm would represent the best organizational fit for both the 7 specific county sites to be evaluated as well as be a good partner to support future DER-related work. Shortlist interviews will be conducted the week of 9/21. We expect to make a final selection shortly thereafter, and are allotting approximately 1 month for contract negotiations, internal approvals, and Board approval, if necessary.

3. Power on Peninsula – Homeowner (Distributed RA Program)

Background

Power on Peninsula – Distributed Energy Storage (formerly referred to as Distributed Resource Adequacy) is an energy resiliency program run by Peninsula Clean Energy stemming from the energy resiliency strategy published by staff in January 2020, and the joint solicitation for Resource Adequacy Capacity with three other Load-Serving Entities (LSEs) in November 2019. Under this solicitation, Peninsula Clean Energy, East Bay Community Energy, Silicon Valley Clean Energy, and Silicon Valley Power are utilizing LSEs' connections to our customers and RA purchasing obligations to motivate new solar+storage systems to provide energy resiliency throughout the Bay Area.

In June, the Board approved and staff executed a Distributed Energy Storage Agreement, Customer Data Sharing Non-Disclosure Agreement, and a Co-Marketing Agreement with Sunrun. Under the Distributed Energy Storage Agreement, Sunrun will install 1 – 5 MW (4 – 20 MWh) of battery energy storage systems on single family and multi-family residences in San Mateo County, with a minimum of 10% installed for low income customers, customers on CARE, FERA or Medical Baseline rates, or located in a disadvantaged community. Staff is still evaluating options for a similar contract structure targeting commercial customers.

We launched a new section of the PCE website that highlights this program - <https://www.peninsulacleanenergy.com/pop-homeowner/>. Board members are encouraged to point their customers to this webpage. Peninsula Clean Energy customers who sign up for this program may receive an incentive between \$500 - \$1,250.

Current Status

Staff is currently in the process of implementing the co-marketing and go-to-market plan developed with Sunrun.

The team developed criteria for creating a **targeted list of Peninsula Clean Energy customers** who would benefit from the program and effectively reduce Peninsula Clean Energy's peak load. Target customers include those who would qualify for the SGIP equity resiliency program, as well as CARE, FERA, medical baseline customers, and Senior Coastsiders. TerraVerde Energy created and refined a list of customers by different segments, utilizing procurement and customer utility data provided by Peninsula Clean Energy to identify the target customers for Peninsula Clean Energy-Sunrun outreach.

As part of the **co-marketing plan**, staff and Sunrun are promoting the "Power On Peninsula - Homeowner" program on Peninsula Clean Energy's website, through social media outreach and with a direct mailing to targeted customers. The Power on Peninsula program and [website](#) landing page launched in August.

Sunrun developed **lead capture forms and conducted sales training**, customized for the Power On Peninsula program. Upon the launch, Peninsula Clean Energy and Sunrun identified and worked through **customer intake form and hotline** set up challenges. The Citizens Advisory Committee assisted with testing online and phone-based communications challenges, and as a result, we expanded the issues that Sunrun and staff are seeking to resolve.

The team reviewed **file transfer protocols** to ensure compatibility between Sunrun and Peninsula Clean Energy systems, and TerraVerde Energy set up a secure site for sharing data, for eventual incorporation into Peninsula Clean Energy's CRM system.

Finally, we promoted the program structure and lessons learned through the development of this program with other CCAs and stakeholders through a joint Peninsula Clean Energy-Sunrun presentation at a CalCCA [webinar](#). This demonstrates Peninsula Clean Energy's leadership in this area and expands the reach of this type of program beyond San Mateo County.

4. Power on Peninsula – Medical (Medically Fragile Customers Program)

Background

Grid outages can be life threatening for people that depend on electricity to power medical equipment. Clean backup power can help customers that depend on medical equipment to remain in their homes during a power outage and continue to have access to electricity. This could also reduce power outage-related calls to emergency services from these customers.

For renters and homeowners of condos or mobile homes where it is difficult to install solar, staff is implementing a program to donate portable backup batteries targeting customers that are currently on or eligible for the Medical Baseline rate tariff and live in high fire-threat districts³ or areas that were impacted by two or more PSPS events in

³ CPUC Fire Map: <https://ia.cpuc.ca.gov/firemap/#>

2019 (mostly the coast from Montara south to the County border and unincorporated rural mountainous areas). The Medical Baseline program is an assistance program for residential customers with special energy needs due to medical conditions. Enrollment in this program provides a lower rate on energy bills and extra notifications in advance of PSPS events.^{4,5} This portable battery donation program provides a long-term solution to increase safety, resilience, and independence for medically vulnerable residents.

In July, the Board approved a budget of \$750,000 for this program. Peninsula Clean Energy signed a contract with a local hardware store, Hassett Hardware, for purchase, storage, delivery, and customer training for Yeti 3000x batteries and Boulder 200 Briefcase foldable solar panels.

Peninsula Clean Energy has contracted with two non-profit community organizations – Senior Coastsiders and Puente de la Costa Sur—to educate customers regarding the PG&E Medical Baseline Rate, disaster preparedness planning, and this battery donation program. These two organizations are also helping us identify the customers who meet the eligibility criteria identified above.

Current Status

The initial batch of batteries were received August 19th and Hassett started delivering to high-priority customers immediately. As of mid-September, **Hassett has delivered 49 Yeti 3000x batteries to medically vulnerable Peninsula Clean Energy customers.** In addition, the full shipment of Boulder 200 Briefcase foldable solar panels has arrived at Hassett, and the second shipment of batteries are expected to arrive in mid-September for delivery to customers.

Staff is hosting weekly coordination calls among the following organizations:

- Senior Coastsiders;
- Puente de la Costa Sur;
- City of Half Moon Bay (Public Works and Emergency Services);
- Center for Independence for Individuals with Disabilities; and
- Central Coast Energy Services.

All these organizations are actively working on backup battery solutions for medically vulnerable residents in areas most likely to be impacted by future Public Safety Power Shutoff (PSPS) events.

5. Community Resiliency at Faith Institutions – Interfaith Power & Light

⁴ “Apply for the Medical Baseline Program”: https://www.pge.com/en_US/residential/save-energy-money/help-paying-your-bill/longer-term-assistance/medical-condition-related/medical-baseline-allowance/medical-baseline-allowance.page?WT.mc_id=Vanity_medicalbaseline

⁵ “Medical Baseline”: <https://www.cpuc.ca.gov/medicalbaseline/>

Background

This pilot project seeks to recruit and equip 3-5 faith institutions to be community resilience hubs with clean energy backup power and emergency preparedness plans to respond to community needs during a natural disaster or emergency. Through this pilot, Peninsula Clean Energy will capture practical knowledge to inform and design future resilience programs.

The project engaged four congregations across San Mateo County: (1) Hope United Methodist Church, (2) Congregational Church of San Mateo, (3) Peninsula Sinai Congregation, and (4) Unitarian Universalists of San Mateo. All projects were anticipated to start mid-2020, however, installations are delayed due to impacts of COVID-19.

The pilot project highlighted two key learnings: (1) what are the best practices for designing an emergency preparedness plan for off-grid operation, and (2) what standards exist for developers to properly size storage for resiliency needs. The seemingly larger storage requirement to support longer duration off-grid operation increases the cost of the storage system reducing financial feasibility of the project.

Current Status

Hope United: Installed a solar energy system that is operational. The vendor who installed the solar does not have the capabilities to pursue SGIP funds. The congregation is currently pursuing donations to receive funds for battery storage.

Peninsula Sinai Congregation: Received solar and storage bids that are currently being analyzed. They plan to present the results to their Board of Directors this month. Evaluating financing options for energy storage.

First Congregational Church of San Mateo: Currently receiving solar+storage bids. Selecting an EV charging station provider. Evaluating financing options for energy storage.

Unitarian Universalist Church of San Mateo: Received one bid for solar+storage; seeking additional bids.

6. Future Programs

EVs for Backup Power and/or Vehicle-to-Grid (V2G) functionality

EVs require powerful batteries and therefore represent an energy asset that can act as a virtual power plant, charging their batteries with renewable energy during the daytime, and discharging their batteries to the grid when there is high demand during evening hours. Additionally, these fleets can provide backup power by reserving a portion of their overall capacity in the event of a power outage. In the U.S., there are some limits around using EVs in this way due to limitations in warranties. However, we expect this

to change over time as “V2Home” (Vehicle to Home) programs become implemented by car companies and/or other third-party suppliers.

Staff is tracking several Vehicle to Grid (V2G) companies and pilot projects for possible development with Peninsula Clean Energy. These range from light-duty vehicles (vehicles equipped with Chademo ports, mostly the Nissan Leaf) to heavy-duty school buses. We are developing a V2G program track, which will be incorporated into a larger fleet strategy, which will be presented to the board in the next couple of months.” This will include day-to-day customer bill management for EV fleets and could potentially include bi-directional grid support and backup emergency power demonstrations.

This program is managed by the Community Energy Programs team.

We will explore the feasibility of a V2G pilot, in coordination with the Community Energy Programs Team, at one of the 7 county facilities discussed in Item 2 above.