Agenda

• Call to Order / Roll Call

• Public Comment (for items not on the Agenda)

• Action to set the Agenda and Approve Consent Items
  o Consent Public Comment
Chair Report
Executive Committee
January 10, 2022
Item 3
CEO Report

Executive Committee
January 10, 2022
Item 4
# Peninsula Clean Energy Approval Process for CC Power Long Duration Storage Project

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Event Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/12</td>
<td>October Executive Committee</td>
<td>Provide background</td>
</tr>
<tr>
<td>10/28</td>
<td>October Board Meeting</td>
<td>Provide Board with background on project</td>
</tr>
<tr>
<td>11/4</td>
<td>Procurement Subcommittee</td>
<td>Deeper dive on project and contract</td>
</tr>
<tr>
<td>1/13/22</td>
<td>Board Procurement Subcommittee</td>
<td>Provide any updates</td>
</tr>
<tr>
<td>1/18/22</td>
<td>Special Board Meeting</td>
<td>Vote on CC Power participation</td>
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<tr>
<td></td>
<td></td>
<td>Vote on Peninsula Clean Energy participation</td>
</tr>
<tr>
<td>1/19/22</td>
<td>CC Power Board Meeting</td>
<td>Vote on CC Power participation</td>
</tr>
<tr>
<td>2/24/22</td>
<td>February Board Meeting</td>
<td>Report back on status of CC Power vote</td>
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Other Updates

Los Banos Enrollment
  o Initial notice to be delivered in February
  o Second notice to be delivered in March
  o Enrollment occurs in April
  o First post-enrollment notice delivered in May
  o Second post-enrollment notice delivered in June

Stanford MS&E Department
  o Students conducting deep-dive research on environmental impacts of manufacturing solar and lithium-ion batteries – report complete in March

DEAI Project
  o Survey under development – review with DEAI board subcommittee later in January

Teleworking Policy
  o Under development
E-Bikes Update & Additional Budget Approval (Action)

Executive Committee
January 10, 2022
E-Bikes Program: Request

Program: E-Bikes for Everyone

Requests
Approval of budget increase to e-bikes program and associated amendment to RidePanda contract

Amount
$300,000 for additional incentives
E-Bikes for Everyone Overview

• Approved July 2020

• Original budget: $300,000
  o $240K incentives ($800 rebate, ~300 bikes)
  o $60K bike safety workshops and outreach with Silicon Valley Bicycle Coalition

• Only low to moderate income customers eligible

• Bike shop partnerships
E-Bike Growth

• 2x more e-bikes purchased in 2020 than EVs (est. 500k e-bike sales) in the US
• 240% increase in e-bike sales in 2021
• CA e-bike rebate, end of 2022
E-Bikes Key Metrics

• 276 e-bike sold
• Customer satisfaction: 93%
• Avg. HH income: $39k
• Finance rate: 6%
• Sales through participating bike shops: 85%
• Usage: ~55% utility
PCE E-bike Users Est. GHG Impact

- **Car trips reduced by 38%**
- **E-bike now primary mode of travel for 1 in 6**
- **Avg trip when replacing car: 11 mi.**
- **Replaces car trip: ~3x/week**
- **Each e-bike displaces: 83 gallons of gas, .74 MT GHG per year**
Customer Satisfaction & Impact

I love it!!! Hardly use my car anymore. So grateful for this program. The whole family uses this bike.

Sent from my iPhone

On Aug 12,

“I want to thank Peninsula Clean Energy so much for making it possible to get this e-bike. I will be thinking of how grateful I am as I go about my daily chores and activities on my new Clean Energy transportation.”

“I’ve wanted to order an ebike for years now… and this put me over the top”
# Rebate Distribution by City

<table>
<thead>
<tr>
<th>City</th>
<th>Total Rebates (% of Total Rebates)</th>
<th>City Population, as % of County Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daly City</td>
<td>43 (16%)</td>
<td>14%</td>
</tr>
<tr>
<td>Redwood City</td>
<td>39 (14%)</td>
<td>11%</td>
</tr>
<tr>
<td>San Mateo</td>
<td>32 (12%)</td>
<td>14%</td>
</tr>
<tr>
<td>South SF</td>
<td>29 (11%)</td>
<td>9%</td>
</tr>
<tr>
<td>Menlo Park</td>
<td>21 (8%)</td>
<td>4%</td>
</tr>
<tr>
<td>Millbrae</td>
<td>15 (5%)</td>
<td>3%</td>
</tr>
<tr>
<td>Pacifica</td>
<td>15 (5%)</td>
<td>5%</td>
</tr>
<tr>
<td>San Bruno</td>
<td>14 (5%)</td>
<td>6%</td>
</tr>
<tr>
<td>Burlingame</td>
<td>11 (4%)</td>
<td>4%</td>
</tr>
<tr>
<td>San Carlos</td>
<td>10 (4%)</td>
<td>4%</td>
</tr>
<tr>
<td>Foster City</td>
<td>9 (3%)</td>
<td>4%</td>
</tr>
<tr>
<td>East Palo Alto</td>
<td>8 (3%)</td>
<td>4%</td>
</tr>
<tr>
<td>Belmont</td>
<td>7 (3%)</td>
<td>4%</td>
</tr>
<tr>
<td>Half Moon Bay</td>
<td>5 (2%)</td>
<td>2%</td>
</tr>
<tr>
<td>All Others</td>
<td>18 (7%)</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>276</strong></td>
<td></td>
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</table>
Non-Used Rebates

• 24% drop off rate from approved rebates
• Cost primary concern
• Very limited bike shop supply at $1,800 price

“What prevented you from buying an e-bike?”

- I was no longer interested in buying an e-bike: 0%
- I didn’t have enough time to make my purchase: 21.95%
- The bikes were too expensive: 43.9%
- There weren’t bike styles or types that I liked: 17.07%
- Other: 17.07%
Current E-Bike Price Challenges

• Increased sales prices, 10-20% at one retailer
• More limited availability under $1,800 (and 0 cargo bikes)
• Supply constraints are primary factor
Proposed Program Changes

**Rebates & Eligibility**
1. Increase rebate maximum amount to $1,000, from $800, 80% cap remains
2. Increase bike price cap to $3,000
   - Necessary for in-person bike sales
   - Encourages cargo bikes, wider use cases
3. Remove Unemployment Insurance from eligibility

**Purchasing**
1. Purchases only at participating bike shops
2. Add new bike shops
3. Support offline applications (El Concilio drop-in ctr, Affordable Housing partnerships)
4. Promote financing more
Funding & Timing

**Budget:** $300,000 in additional incentives budget + $20K in already approved funds
  - Appx. 320 e-bikes

**Timing:** “Soft Launch” with controlled marketing/rollout, starting in March
  1. Affordable Housing
  2. Los Banos
  3. General program promotion (May, Bike Month)

**Note:** No Los Banos set aside, but included as of April 1
Increase RidePanda contract maximum to $225,000

- RidePanda was a key participating bike shop, specializing in more affordable e-bikes
- Appx. 80% of sales in previous round were with RidePanda (218 bike sales)
- Contract currently has appx. $51,000 remaining. With $225,000 increase, total contract increased up to $276,000 (up to 276 e-bikes)
E-Bikes Program: Request

**Program**: E-Bikes for Everyone

**Requests**
Approval of budget increase to e-bikes program and associated amendment to RidePanda contract

**Amount**
$300,000 overall program budget increase
Discussion
Approval of Revised 2022 Schedule of Meetings

Executive Committee
January 10, 2022
Item 6
# Revised 2022 Executive Committee Meeting Schedule

**Location:** Please see posted Agenda for location or teleconference options

<table>
<thead>
<tr>
<th>Meeting Date</th>
<th>Time</th>
<th>Location</th>
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<tbody>
<tr>
<td>January 10, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
</tr>
<tr>
<td>February 14, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
</tr>
<tr>
<td>March 14, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
</tr>
<tr>
<td>April 11, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
</tr>
<tr>
<td>May 9, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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<tr>
<td>June 13, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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<tr>
<td>July 11, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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<tr>
<td>August 8, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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<tr>
<td>September 12, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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<tr>
<td>October 12, 2022 (Wednesday)</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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<tr>
<td>November 7, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
</tr>
<tr>
<td>December 5, 2022</td>
<td>10:00 am</td>
<td>Video/Teleconference</td>
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