Executive Committee Meeting

January 10, 2022

Agenda

- Call to Order / Roll Call

- Public Comment (for items not on the Agenda)

- Action to set the Agenda and Approve Consent Items
  - Consent Public Comment

Chair Report

Executive Committee

January 10, 2022

Item 3

CEO Report

Executive Committee

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Item 4

Peninsula Clean Energy Approval Process for CC Power Long Duration Storage Project

Date	Event	
10/12 ✔	October Executive Committee	Provide background
10/28 ✔	October Board Meeting	Provide Board with background on project
11/4 ✔	Procurement Subcommittee	Deeper dive on project and contract
1/13/22	Board Procurement Subcommittee	Provide any updates
1/18/22	Special Board Meeting	Vote on CC Power participation Vote on Peninsula Clean Energy participation
1/19/22	CC Power Board Meeting	Vote on CC Power participation
2/24/22	February Board Meeting	Report back on status of CC Power vote

Other Updates

Los Banos Enrollment

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

Stanford MS&E Department

- Students conducting deep-dive research on environmental impacts of manufacturing solar and lithium-ion batteries – report complete in March

DEAI Project

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

Teleworking Policy

- Under development

E-Bikes Update & Additional Budget Approval (Action)

Executive Committee

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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

Peninsula Clean Energy

E-Bikes for Everyone Overview

- Approved July 2020

- Original budget: $300,000
  - $240K incentives ($800 rebate, ~300 bikes)
  - $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
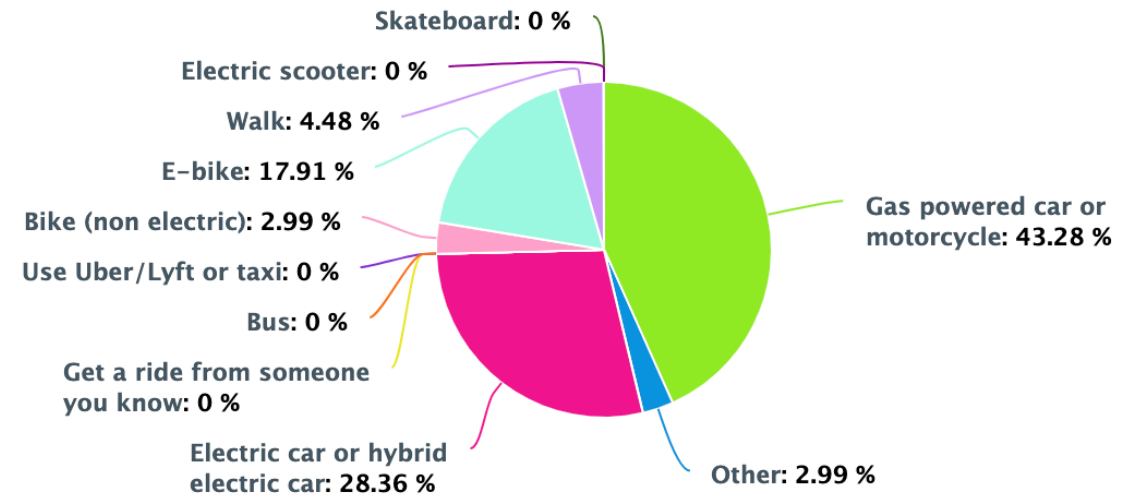- CA e-bike rebate, end of 2022

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

Ave pre-rebate price

$1,282.6

Ave post-rebate price

486.3

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

What mode of transport do you use for the majority of your daily trips?

Skateboard: 0 %
Electric scooter: 0 %
Walk: 4.48 %
E-bike: 17.91 %
Bike (non electric): 2.99 %
Use Uber/Lyft or taxi: 0 %
Bus: 0 %
Get a ride from someone you know: 0 %
Electric car or hybrid electric car: 28.36 %
Gas powered car or motorcycle: 43.28 %
Other: 2.99 %

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,

margaret_millbrae Riding my new e-bike 🙂 ❤️ 🚲
#EBikesforEveryone #besv #elvmotors
@PenCleanEnergy @bikesv @bikesiliconvalley

"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."

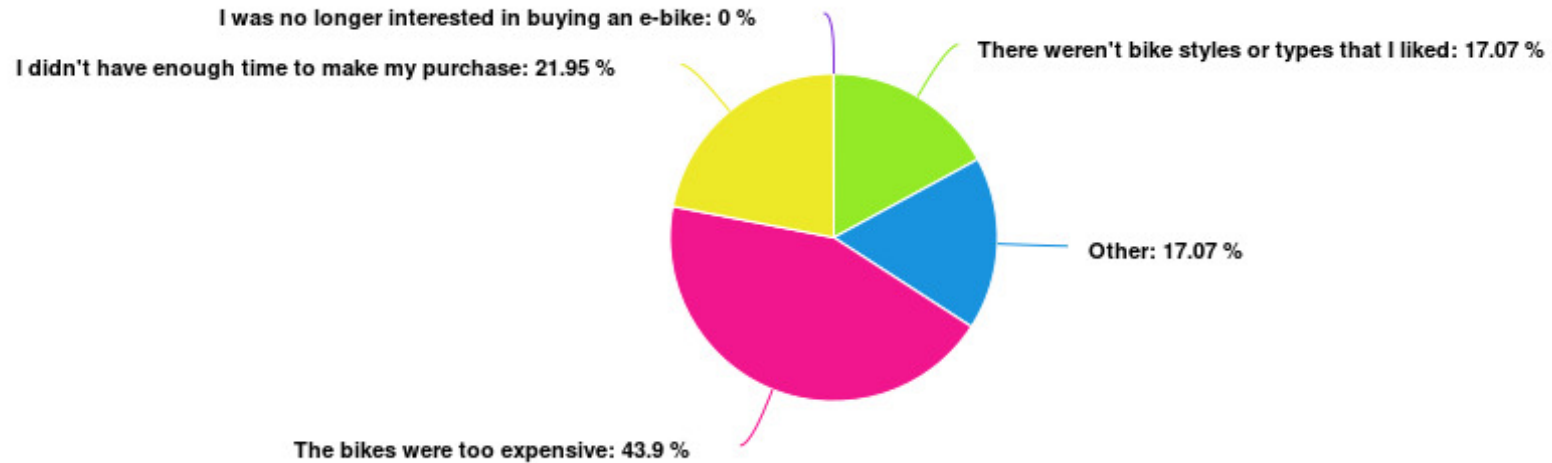"I've wanted to order an ebike for years now… and this put me over the top"

Rebate Distribution by City

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

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 %

There weren't bike styles or types that I liked: 17.07 %

Other: 17.07 %

The bikes were too expensive: 43.9 %

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
   o Necessary for in-person bike sales
   o 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

Associated Contract

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

Peninsula Clean Energy

Discussion

Revised 2022 Executive Committee Meeting Schedule

Location: Please see posted Agenda for location or teleconference options

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

Committee Members' Reports

Executive Committee

January 10, 2022

Item 7