Community Power Coalition

June 2018

Smiling Greenlining faces at MCE’s Solar One after the Diversity Symposium in Richmond.
Agenda

**Policy**
- CPUC draft Whitepaper the ‘Green Book’
- MCE gets first CCA credit rating
- PCIA

**Community Development**
- Contra Costa Enrollment snapshot
- Impact of Resolution 4907
- Changes to MCE’s NEM Cash-out
- Updated emissions data

**Customer Programs**
- CPUC approves EE Business Plan!
- Napa projects
  - Fire Rebuild
  - BRIDGE Housing
  - Napa Park Homes

**Spotlight:** Customer Programs Manager, Brett Wiley on MCE’s Electric Vehicle pilot

**Questions?** Open time.

CalCCA high-level overview included for your convenience at end of presentation
CPUC’s draft Green Book

- Why “Green Book”?
- Assesses customer choice in CA electricity (specifically: CCA, DA, behind-the-meter). Claims agnostic views but frames chief issue as CCAs risking market failure and energy crisis.

- Assuming CCA is causing instability, the three pillars of high-level concern identified in whitepaper are mismatched:
  - Decarbonization – CCAs exceeding goals since inception
  - Affordability – CCAs offer competitive rates, often lower than IOUs, even with PCIA
  - Reliability – existing concern, related to transition away from fossil fuels. Technical challenge of RE.

- Reliability in the age of intermittency is a question that predates CCA.
MCE’s Credit Rating

“MCE is pleased to have reached this important milestone in our history. An investment-grade credit rating reflects our firm commitment to ensuring MCE’s financial strength and enabling the agency to continue delivering on its mission. It will enable MCE to purchase renewable energy at even better prices and pass those benefits on to its customers,” said Dawn Weisz, CEO of MCE. “A Baa2 Issuer Rating from Moody’s further validates the CCA model in California and its ability to offer affordable, renewable and reliable service to customers.”

In May 2018, Moody’s Investors Service assigned a Baa2 issuer rating to MCE, outlook stable. A Baa2 rating is considered “Investment Grade” and MCE is very pleased with the rating outcome.

Benefits of a Baa2 credit rating include:

• expanding MCE’s ability to procure energy at low prices with improved credit terms;
• accessing new sources of energy supply;
• validating the stability of the CCA business model from an internationally recognized rating agency;
• emphasizing MCE’s reliability and stability as an energy provider;
• assuring customers that MCE’s financial strength is sound and will continue to be a long-term reliable source of energy and services.

At year-end FY 2017, MCE had:

• $37 million in unrestricted cash
• $25 million in a committed line of credit

MCE is the first CCA to obtain this investment-grade credit rating, which represents an independent financial assessment of MCE’s long-term stability and financial strength.

CalCCA’s proposals are guided by these principles:

1. Minimize costs borne by all customers;
2. Protect customers from rate shock through predictable & stable rates;
3. Ensure transparency in allocating cost responsibility;
4. Accurately reflect long-term & short-term value streams in PCIA-eligible portfolios;
5. Encourage prudent IOU resource procurement & portfolio management;
6. On a voluntary basis, provide access to IOU portfolio resources; and
7. Enable CA to continue to progress toward environmental & climate goals.

Adapted from a CalCCA press release:

The PCIA is meant to calculate the net unavoidable procurement costs due to a customer departing IOU service, but debate has raged for years regarding perceived “cost shifts” between bundled and departing load customers, as well as how to fairly allocate stranded costs.

Using the 2018 PCIA market price benchmark as a measure, the combined cost of PG&E and SCE’s portfolios over the next 12 years is estimated to be a staggering $28 billion above market. That’s bad news for all customers.

CalCCA has presented a package of solutions to reduce stranded costs, achieving cost reductions through:

- securitization of utility owned generation;
- power purchase agreement buydown; and
- portfolio optimization

These solutions, combined with modifications to the PCIA benchmark to more accurately value IOU portfolios, would have reduced the stranded 2018 PCIA costs by roughly $1.7 billion for PG&E and $908 million for SCE.
MCE now serves customers in unincorporated Contra Costa County, and the communities of Concord, Danville, Martinez, Moraga, Oakley, Pinole, Pittsburg, and San Ramon.
Call Center Performance

- Up to 2,500 calls per week during enrollment
- Average call answered in 37 seconds, exceeding the industry standard of 45 seconds
Contra Costa Outreach

Thus far, we’ve attended or scheduled **198 events** throughout Contra Costa County between **July 2017 and June 2018**.

For full list of upcoming events: mceCleanEnergy.org/meetings
236,965 Eligible Accounts

Customer Count

- Moraga: 6,358
- Pinole: 7,834
- Oakley: 13,692
- Martinez: 16,605
- Danville: 17,631
- Pittsburg: 24,395
- San Ramon: 30,856
- Concord: 50,867
- Contra Costa Co.: 68,727
New Member Community Opt Outs

Overall opt out rate is **8.2%**
- Compares favorably to 17.5% opt out rate for existing communities
- Oakley has a high rate among new communities, though the rate is in line with the rate across existing member communities

Source: 4013 Report, as of 5/8/18
Cumulative Opt Out Percentage
(Relative to Phase Start Date)
Opt outs are related to the start date vintage: earlier vintages have generally higher opt out rates.
New Community Deep Green

- 1,388 Deep Green accounts
- Percentage of Deep Green customers as a percentage of total MCE customers in a community

Sources: 4013 Report, as of 5/8/18, Deep Green counts as of 5/9/18
Deep Green Opt Ups by Phase

Fairfax: 6.2%
El Cerrito: 5.8%
San Anselmo: 5.3%
Uninc. Marin Co.: 4.4%
Mill Valley: 4.0%
Ross: 4.0%
Corte Madera: 3.7%
Lafayette: 3.7%
Sausalito: 3.7%
San Rafael: 3.1%
Tiburon: 3.1%
Larkspur: 3.1%
Belvedere: 2.7%
Richmond: 2.3%
Novato: 2.3%
Uninc. Napa Co.: 2.1%
St. Helena: 2.0%
Napa: 1.8%
Benicia: 1.3%
Walnut Creek: 1.3%
Yountville: 1.2%
Danville: 0.9%
Moraga: 0.9%
Uninc. Contra Costa Co.: 0.8%
Martinez: 0.8%
Pinole: 0.7%
Calistoga: 0.7%
Concord: 0.6%
American Canyon: 0.5%
San Ramon: 0.5%
San Pablo: 0.5%
Oakley: 0.3%
Pittsburg: 0.2%

Overall DG opt up rate (1.8%)

Sources: 4013 Report, as of 5/8/18, Deep Green counts as of 5/9/18

8,627 Deep Green accounts
Impact of CPUC Resolution 4907

New timeline/process for CCA service to start by 2020:

2018
June/July: Informational Presentation(s)
August: City Council votes, authorizes bulk of membership application
September: Second passing of the ordinance
October: MCE conducts feasibility study with load data
November: MCE’s Board assesses study and votes on enrolling communities
December: Updated Implementation Plan submitted to the CPUC

2019
Early 2019: CPUC certifies implementation plan
Summer 2019: MCE works with City staff and Council members to build community outreach strategy

2020
TBD: MCE begins enrollment of new communities

13 Eligible Communities
6 in Contra Costa
7 in Solano County
Historic cash-outs
2016: $1 Million
2017: $1.3 Million
2018: $1.8 Million

Starting next year, NEM cash outs capped at $5,000 with exceptions for public agencies.

Residents can now transfer their credits to MCE’s low-income solar rebate program.
Emissions: MCE vs PG&E Comparison

**Emissions in lbs of CO2/MWh from 2010 to 2017**

- **MCE Light Green**
  - 2010: 292
  - 2011: 389
  - 2012: 393
  - 2013: 380
  - 2014: 371
  - 2015: 334
  - 2016: 331
  - 2017: 190

- **PG&E Default**
  - 2010: 445
  - 2011: 389
  - 2012: 393
  - 2013: 380
  - 2014: 427
  - 2015: 435
  - 2016: 405
  - 2017: 190

The graph shows a comparison of CO2 emissions per MWh over the years between MCE Light Green and PG&E Default.
MCE customers eliminated 199,295 metric tons of greenhouse gas emissions, 2010-2016, equivalent to taking 42,676 cars off our roads for an entire year.
MCE’s Energy Efficiency Business Plan

CPUC approved MCE’s energy efficiency business plan for 2018-2025! This represents a 500%+ increase in budget, as well as the types of programs we can offer.

MCE has administered energy efficiency since 2012 for residential and small commercial customers. Now, MCE will serve large commercial customers, agricultural customers, and industrial customers for the first time, as well as broaden our workforce activities.

MCE & PG&E will prepare joint cooperation memorandum outlining areas of overlap and coordination. Our program will be cost effective by 2020.
MCE’s EE Portfolio Budget through 2025: $7-11 million annually

<table>
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<th>Year</th>
<th>Residential: Single Family</th>
<th>Residential: Multi-family</th>
<th>Commercial</th>
<th>Agricultural</th>
<th>WE&amp;T</th>
<th>EM&amp;V</th>
<th>Total</th>
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<td>$2,252</td>
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<td>2020</td>
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<td>Total</td>
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MCE Napa County Fire Rebuild Program

Partnership with Napa County, BAAQMD, BayREN, and PG&E

- MCE will receive up to $1 million for electrification and solar PV rebates for single family homes in Napa County.
- 500 eligible residents; 15% expectation participation.
- Additional incentives for income-qualified households.
BRIDGE Housing at Napa Creekside

Partnership with Napa County, the Gasser Foundation, MCE

- Property has 3 buildings and 74 units.
- Some measures to be installed: low-flow kitchen and bath aerators, low-flow showerheads, recirculation pump demand controls, ductless mini split heat pumps, energy star refrigerators, interior and exterior lighting.
- Estimated completion Q4 2018.
Napa Park Homes

Partnership with Napa Valley Community Housing

- Napa Park Homes is a complex with 18 buildings and 140 units owned by Napa Valley Community Housing.
- Phase 1: MCE’s MF EE installs measures in 40 units.
- Phase 2: LIFT Pilot provides additional incentives to install fuel switching heat pumps.
The moment you’ve all been waiting for….

Please welcome, Customer Programs Manager, Brett Wiley!
Electric Vehicle & Charging Program

Charging
- Workplaces & Multi-family
- $1,610-$2,500/port

Vehicles
- Low-Income
- New or Used
- $3,500/vehicle

Fun Fact: employees are 20x more likely to drive an EV if there is charging equipment at their office (DOE, 2014)
EV + EVSE Program

Timeline
- Feb-June: Design & stakeholder engagement
- Early July: Soft launch
- June ’18 – March ’19: Build pipeline for EVSE & EV program

Track 1
- Leveraging PG&E’s EV Charge Network (EVCN) to build 10+ ports/site in MCE service area
- PG&E pays for 100% of infrastructure upgrades and 25-100% of charging equipment
- MCE’s additional rebate covers additional cost of charging equipment
- MCE ensures EVSEs can shift load away from peak hours, increase load when generation is plentiful

Track 2:
- MCE’s rebate up to full cost of charger installation for sites ineligible for PG&E’s EVCN
- 2-20 ports/site, targeting workplaces and MUDs
- Low-income qualifying rebate for up to $3,500 for a new or used EV
Current California CCA Service

2010
MCE Clean Energy
My community. My choice.

2014
Sonoma Clean Power
Local. Renewable. Ours.

2015
Lancaster Choice Energy
The power to choose

2016
CleanPowerSF
Same Service • Cleaner Energy

2017
Redwood Coast Energy Authority

2018
Apple Valley Choice Energy
Silicon Valley Clean Energy
Monterey Bay Community Power
San Jacinto Power
Rancho Mirage Energy Authority
Pioneer Community Energy
Growth of CCA Service in California
## Anticipated 2018 CCA Service Launch

### New Service
1. Clean Power Alliance **Feb/June/Dec**
2. Pioneer Community Energy **Feb**
3. Monterey Bay Community Power **March/July**
4. City of San Jacinto **April**
5. City of Rancho Mirage **May**
6. Valley Clean Energy Alliance **June**
7. East Bay Community Energy **June/Fall**
8. City of Solana Beach **June**
9. Desert Community Energy **June**
10. King City Community Power **June**
11. San Jose Clean Energy **Sept**
12. Western Community Energy **TBD**

### Expansions of Existing CCAs
1. MCE (Contra Costa County) **April**
2. Silicon Valley Clean Energy (Milpitas) **May**
3. Others
<table>
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<tr>
<th>CCA Name</th>
<th>2018 Anticipated Total Number of Customer Accounts Served</th>
<th>2018 Minimum RPS</th>
<th>2018 Unbundled REC</th>
<th>2018 Peak Load (MW)</th>
<th>2016 Annual Load (GWh)</th>
<th>2017 Annual Load (GWh)</th>
<th>2018 Anticipated Annual Load (GWh)</th>
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<td>0%</td>
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<td>Clean Power Alliance</td>
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<tr>
<td><strong>CCA Totals/Averages</strong></td>
<td><strong>4,709,432</strong></td>
<td><strong>41%</strong></td>
<td><strong>3.00%</strong></td>
<td><strong>8,897</strong></td>
<td><strong>5,662</strong></td>
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### Operational Member* Program Overview

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<tr>
<th>CalCCA Members</th>
<th>Customer Accounts</th>
<th>Peak Load (MW)</th>
<th>Minimum RPS</th>
<th>Unbundled RECs</th>
<th>Annual Load 2017 (GWh)</th>
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<td>8%</td>
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<td>8%</td>
<td>600</td>
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<td>43%</td>
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**CalCCA Member Totals**

- **3,353,000** Customer Accounts
- **6,280 MW** Peak Load
- **43% (ave)** Minimum RPS
- **0.5% (ave)** Unbundled RECs
- **30,287 GWh** Annual Load 2017

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*East Bay Clean Energy (~600,000 customers), Pioneer Clean Energy (~84,000 customers), and San Jose Community Energy are also Operational Members of CalCCA with data forthcoming in 2018

**Represents partial enrollment with additional phases planned for 2018

***Numbers are projected estimates for programs launching in 2018
## Range of CCA Customer Programs

<table>
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<tr>
<th>Program</th>
<th>CleanPowerSF</th>
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<td>Customer Load Shifting</td>
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In development indicates that the program is under development or in the planning stage.
CCA

Construction of 1,136 MW of New California Renewables as of January 2018

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<th>Agency</th>
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<th>Resource</th>
<th>Resource Provider/Project Name</th>
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