



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

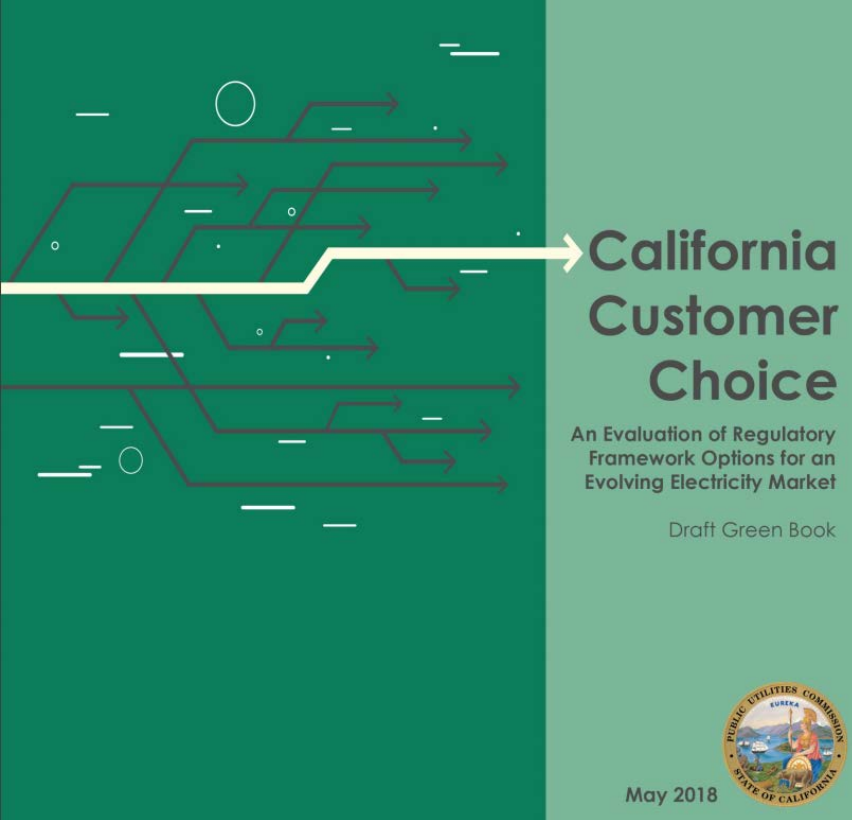
- CPUC approves EE Business Plan!
- Napa projects
 - Fire Rebuild
 - BRIDGE Housing
 - Napa Park Homes

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.

Written comments
due June 11.

En banc in San
Francisco on June 22.

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.

<https://pv-magazine-usa.com/2018/05/31/cca-gets-investment-grade-rating-for-first-time-in-united-states/>

CalCCA's Proposals for PCIA reform



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'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.

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

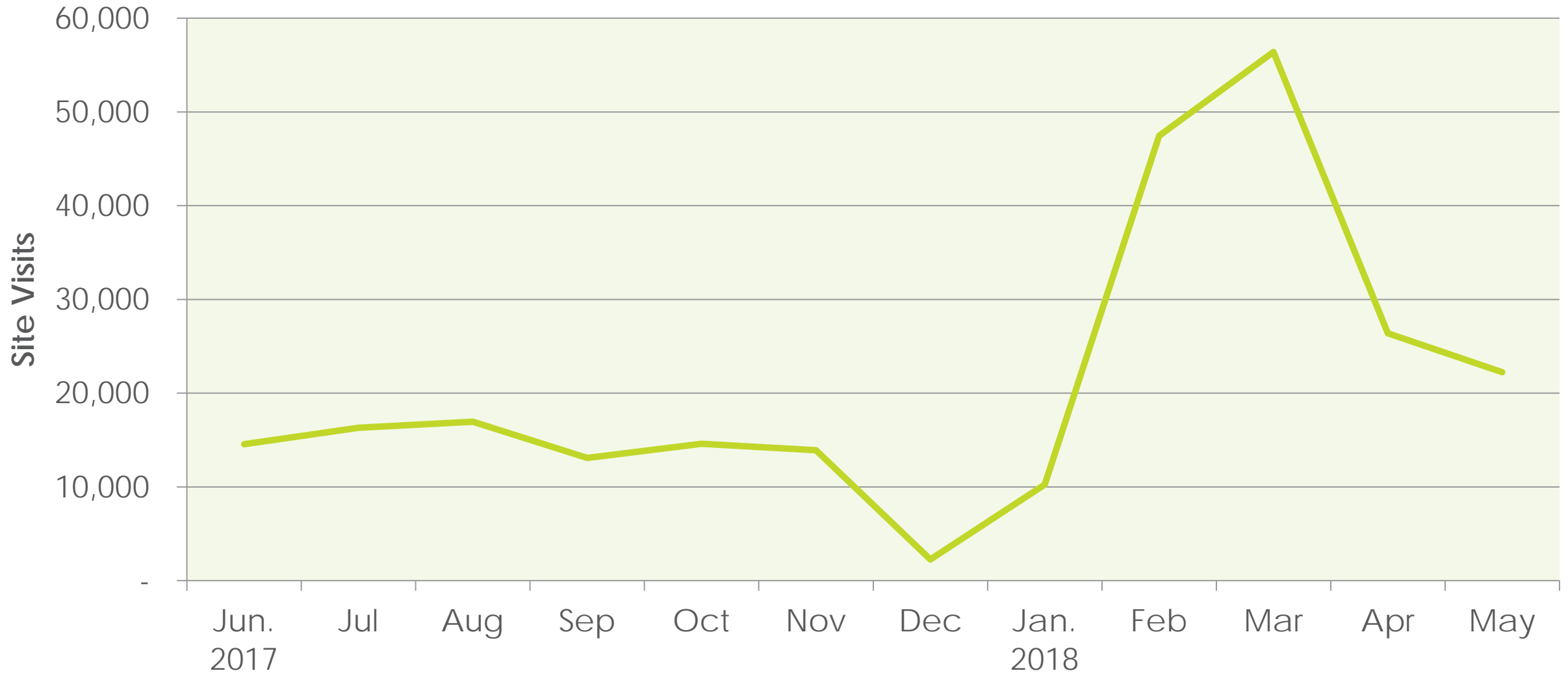
These solutions, combined with modifications to the PCIA benchmark to more accurately value IOU portfolios, would have reduced the stranded 2018 PCIA costs by roughly \$1.7 billion for PG&E and \$908 million for SCE.

April 2018 Contra Costa Enrollment

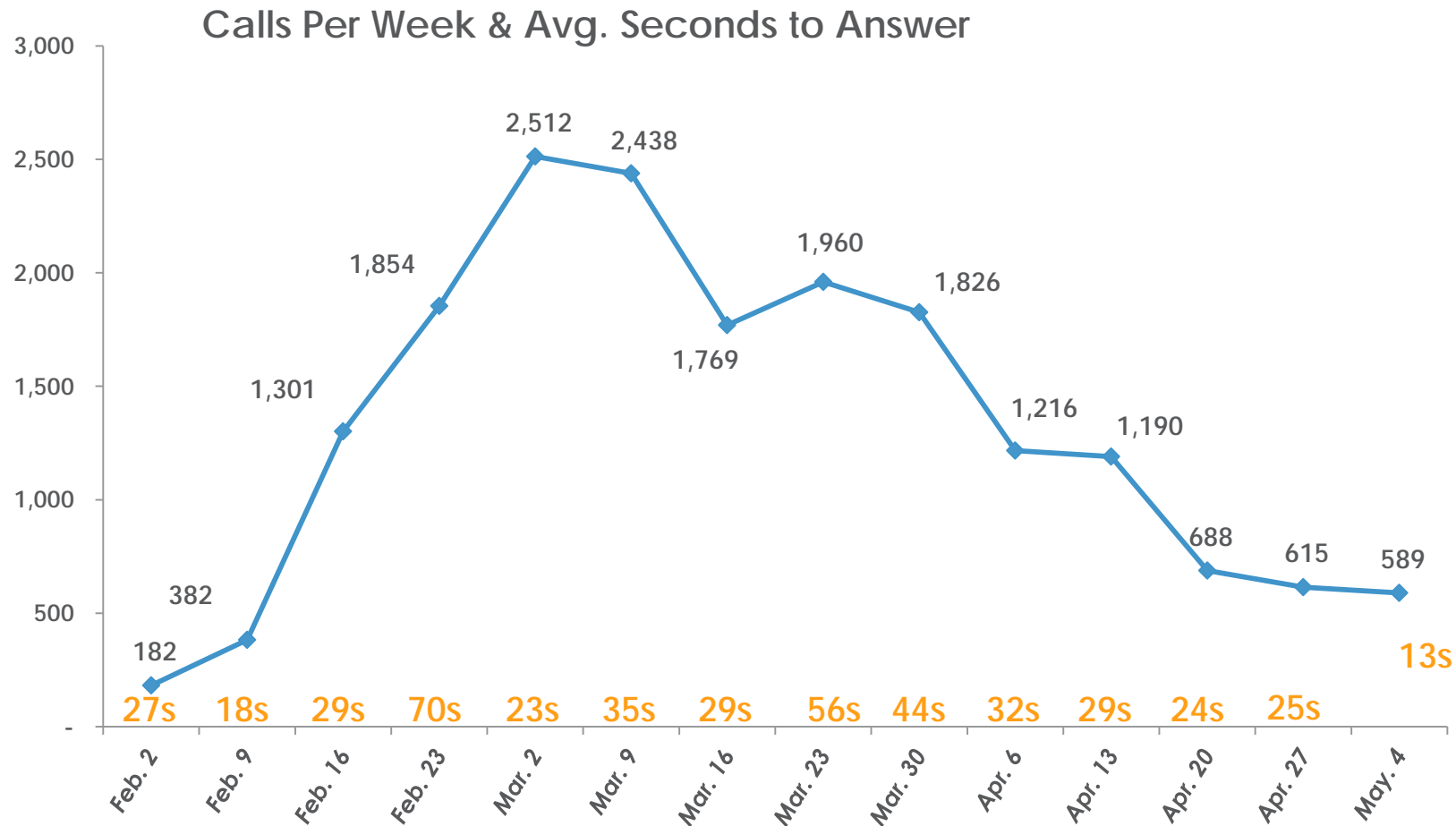
MCE now serves customers in unincorporated Contra Costa County, and the communities of Concord, Danville, Martinez, Moraga, Oakley, Pinole, Pittsburg, and San Ramon.



MCE Website Traffic



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



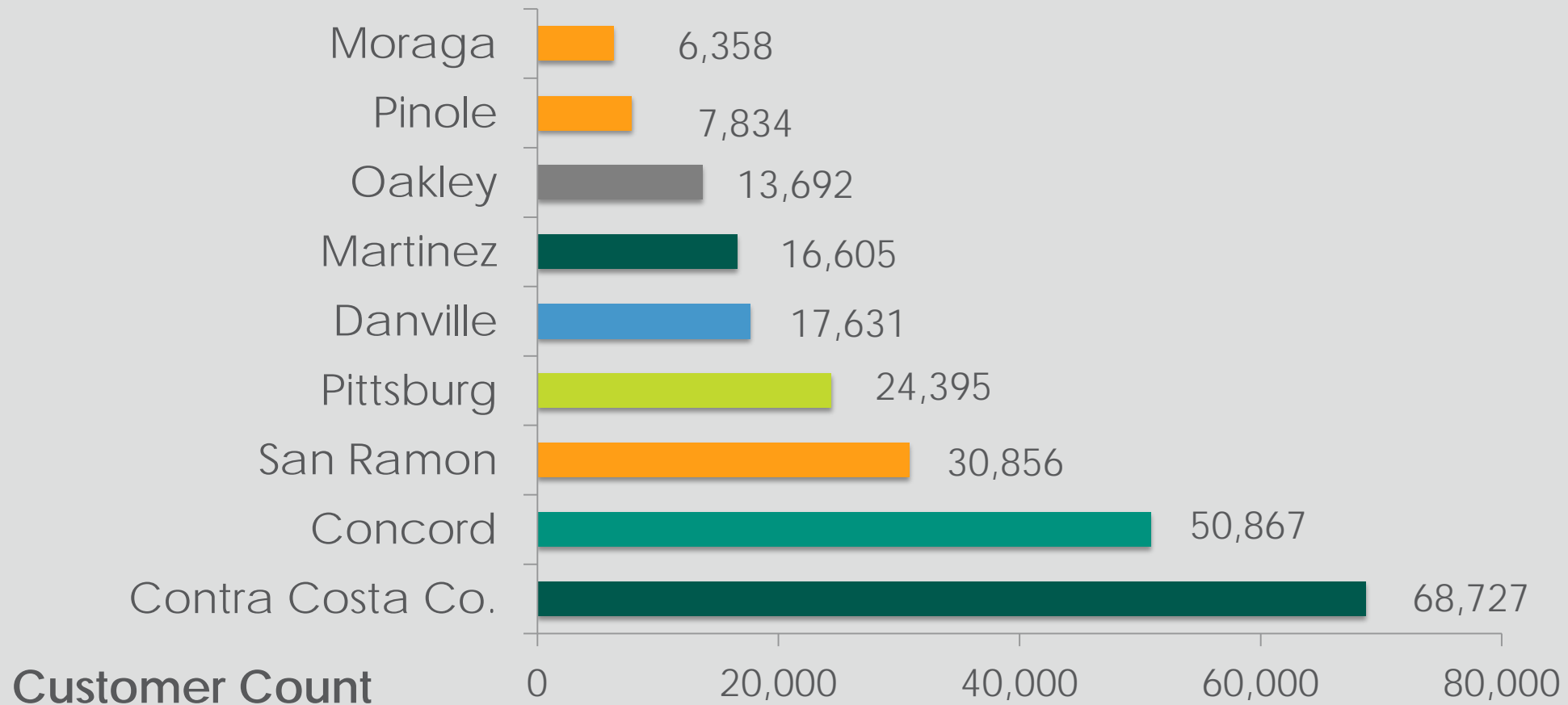
Contra Costa Outreach

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

Community
Events

For full list of upcoming events:
mceCleanEnergy.org/meetings

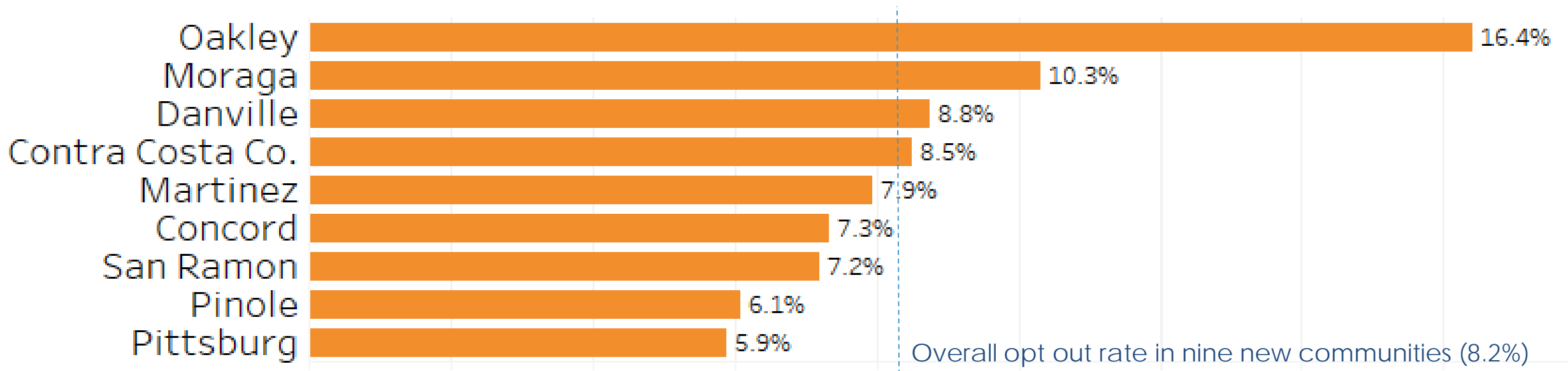
236,965 Eligible Accounts



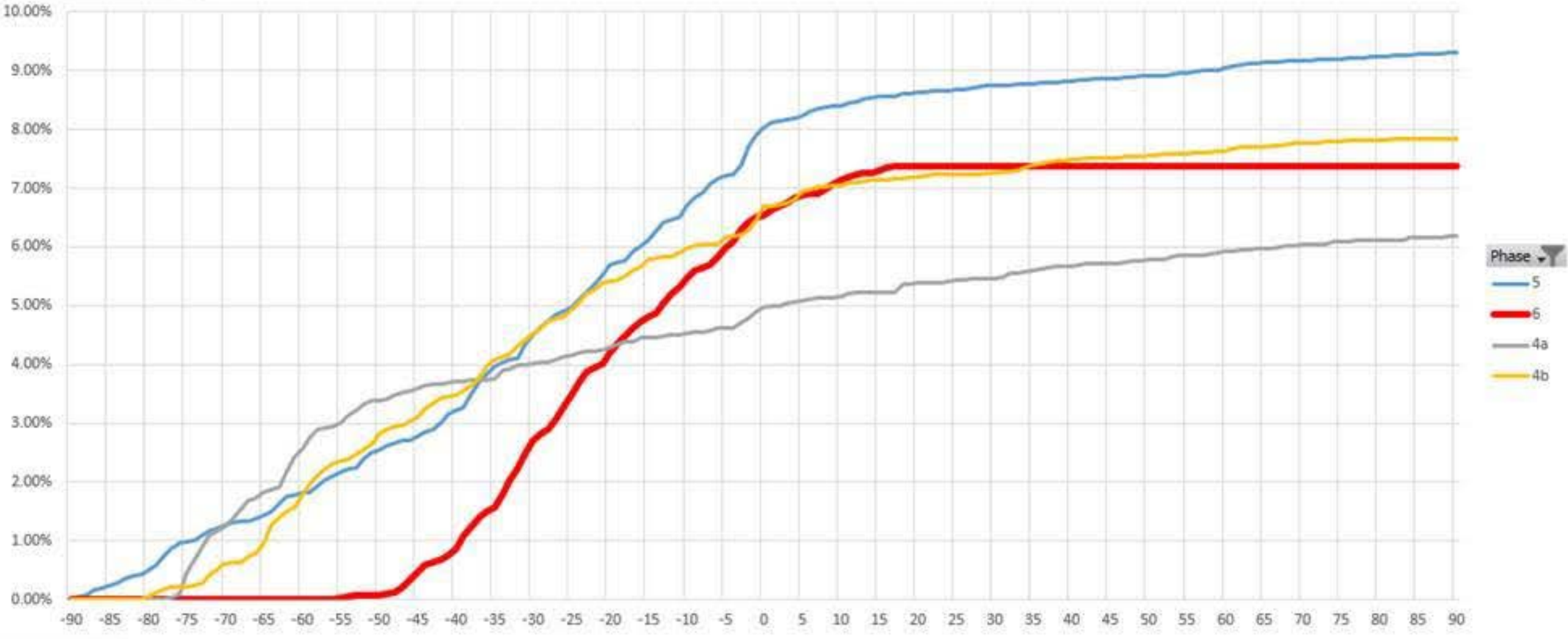
New Member Community Opt Outs

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

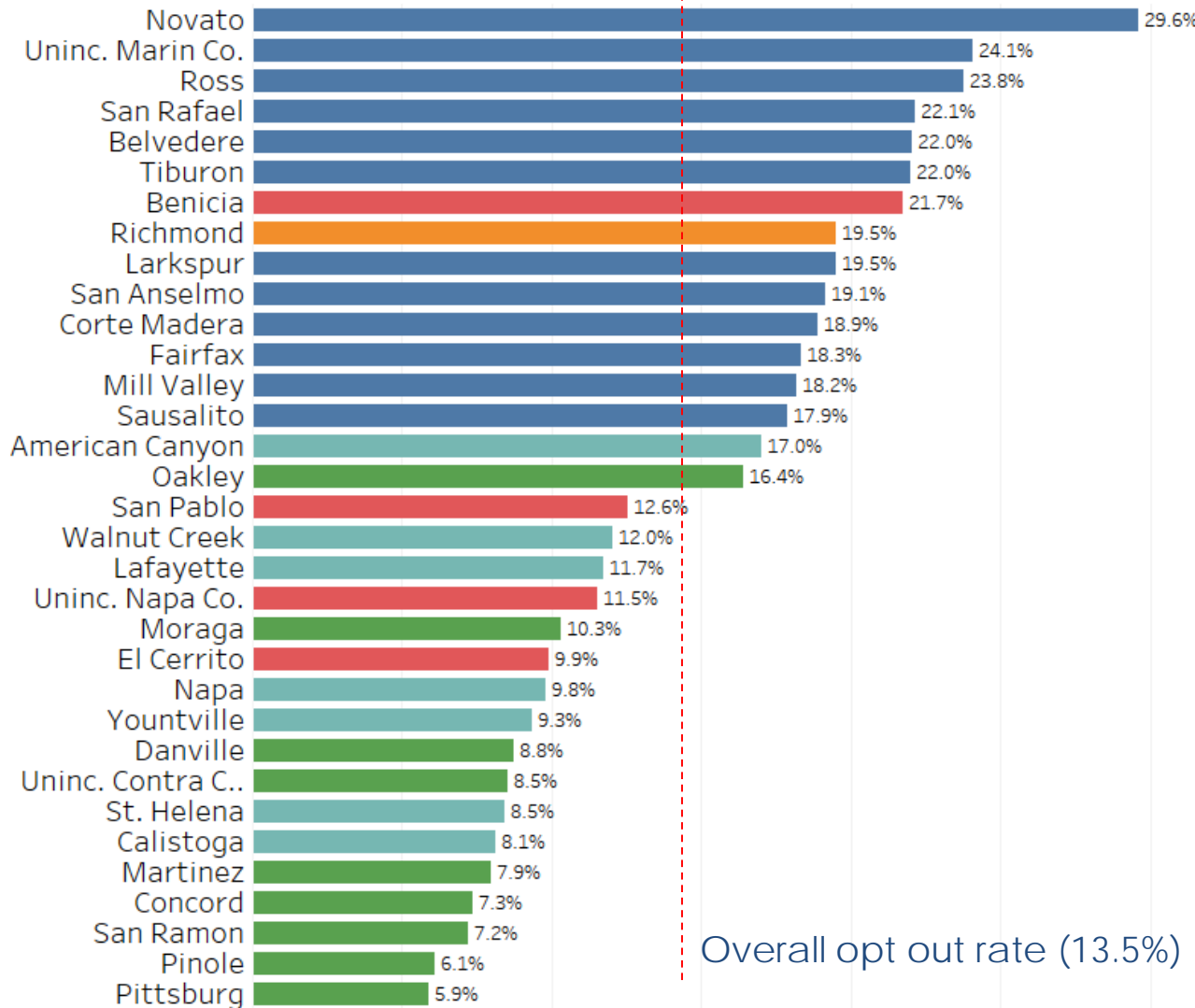


Sum of Opt Out Percentage



Cumulative Opt Out Percentage
(Relative to Phase Start Date)

Opt Outs by Service Start Date

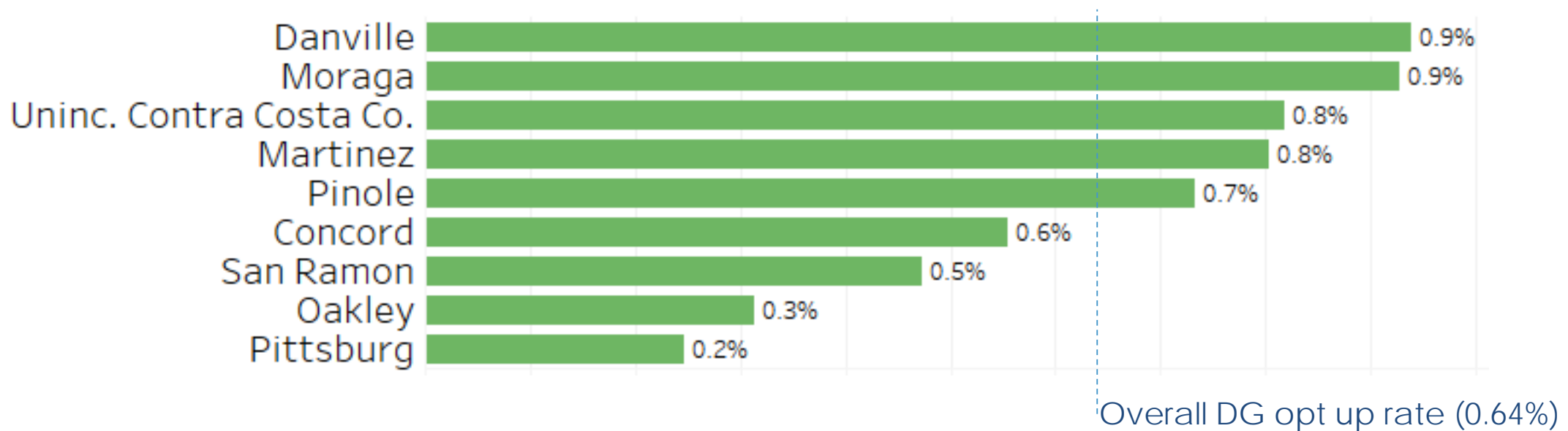


Opt out rates are related to the start date vintage: earlier vintages have generally higher opt out rates

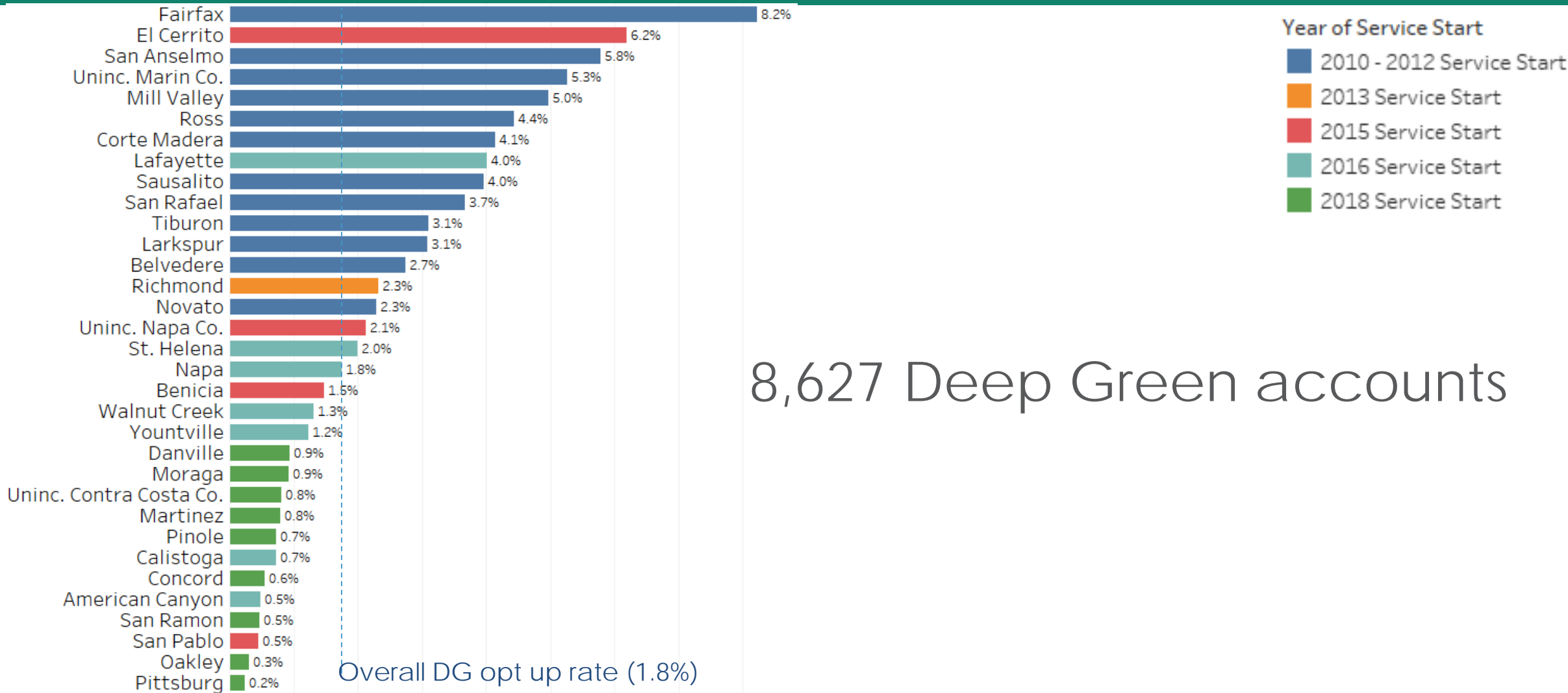
Source: 4013 Report, as of 5/8/18 & start dates for each phase.

New Community Deep Green

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



Deep Green Opt Ups by Phase



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
donate their credits to
MCE's low-income
solar rebate program

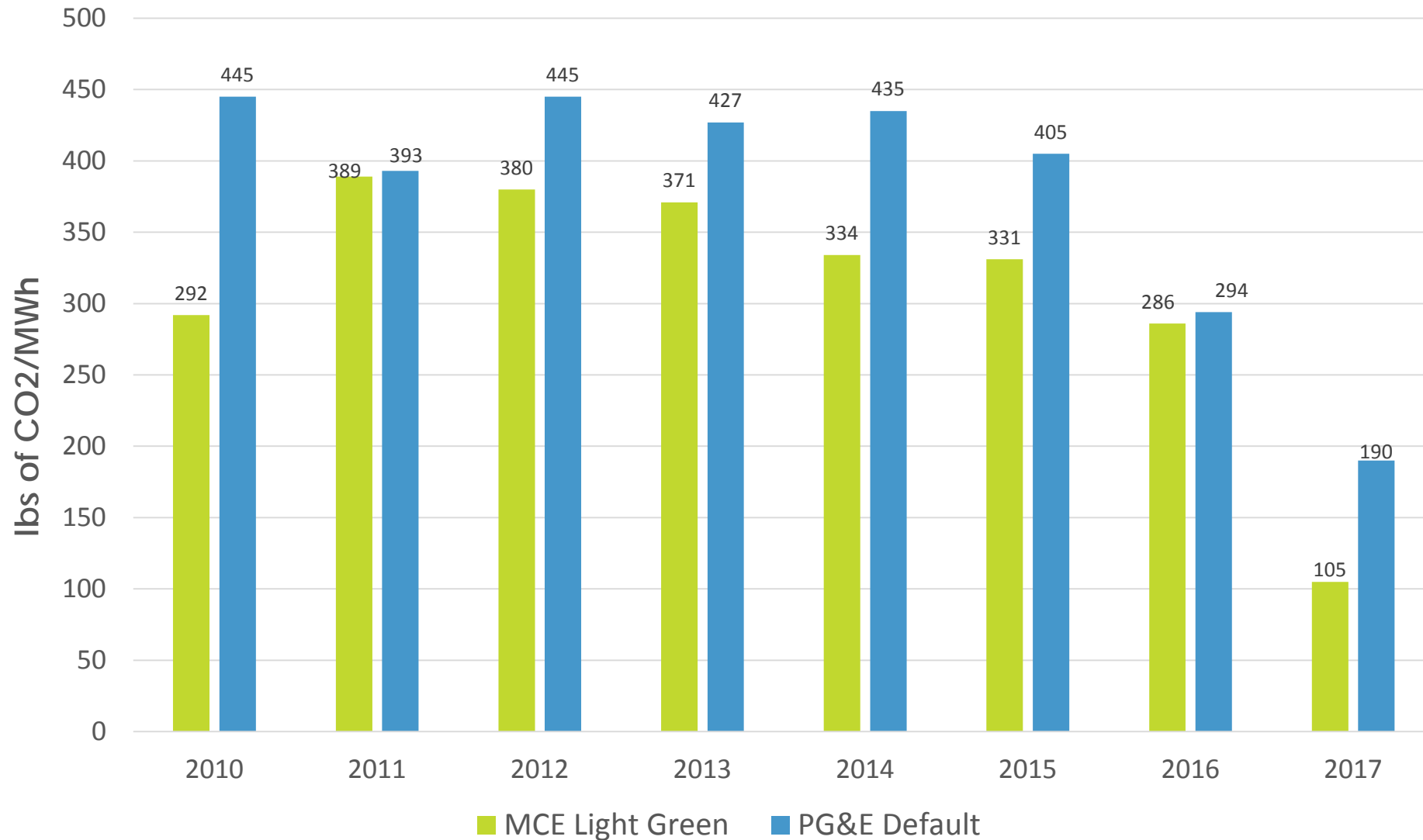
Updated NEM Cash Out

2016: City of Benicia: \$100,000+

West Contra Costa School District : \$28,000+



Emissions: MCE vs PG&E Comparison



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.

This is the most comprehensive set of energy efficiency offerings ever approved for a CCA in California.

**Table 7. Approved Funding Levels for MCE 2018-2025 Business Plan,
in \$thousands**

	Residential: Single Family	Residential: Multi-famil y	Comm- ercial	Agricul tural	WE&T	EM&V	Total
2018	\$2,348	\$2,252	\$1,522	\$810	\$160	\$284	\$7,376
2019	\$2,348	\$2,252	\$1,522	\$810	\$160	\$284	\$7,376
2020	\$3,009	\$3,336	\$3,123	\$1,111	\$320	\$436	\$11,335
2021	\$3,009	\$3,336	\$3,123	\$1,111	\$320	\$436	\$11,335
2022	\$2,626	\$2,811	\$2,765	\$1,039	\$320	\$382	\$9,943
2023	\$2,626	\$2,811	\$2,765	\$1,039	\$320	\$382	\$9,943
2024	\$2,626	\$2,811	\$2,765	\$1,039	\$320	\$382	\$9,943
2025	\$2,414	\$2,513	\$3,082	\$1,118	\$320	\$378	\$9,825
Total	\$21,006	\$22,122	\$20,667	\$8,007	\$2,240	\$2,964	\$77,076

MCE's EE Portfolio Budget through 2025:
\$7-11 million annually

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.
- Soft launch June 1 2018, thru December 31 2020.
- 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

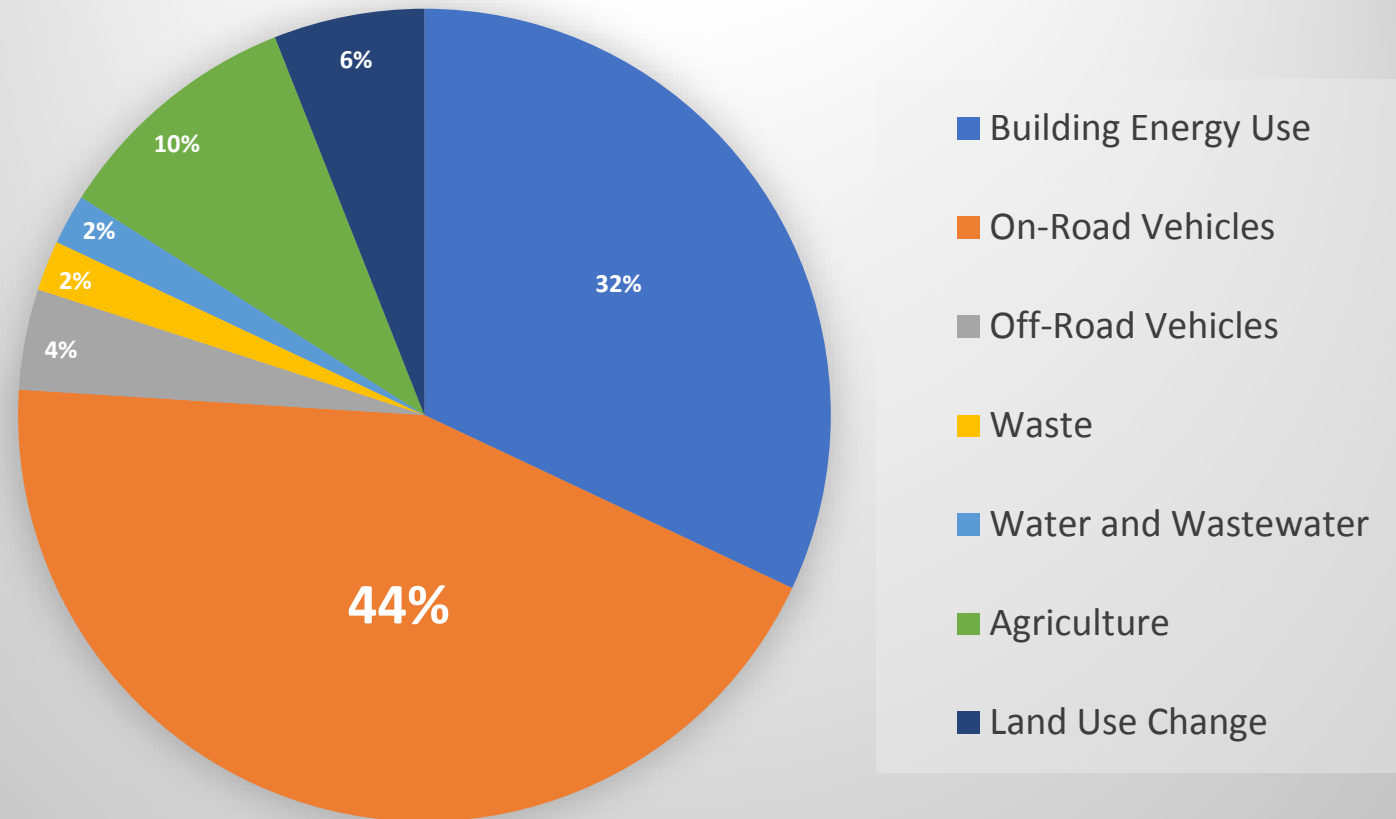
Charging

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

Vehicles

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

Napa County GHG Emissions in 2020



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



Fin



CalCCA

California Community
Choice Association



Current California CCA Service

2010



2014



2015



2016



2017

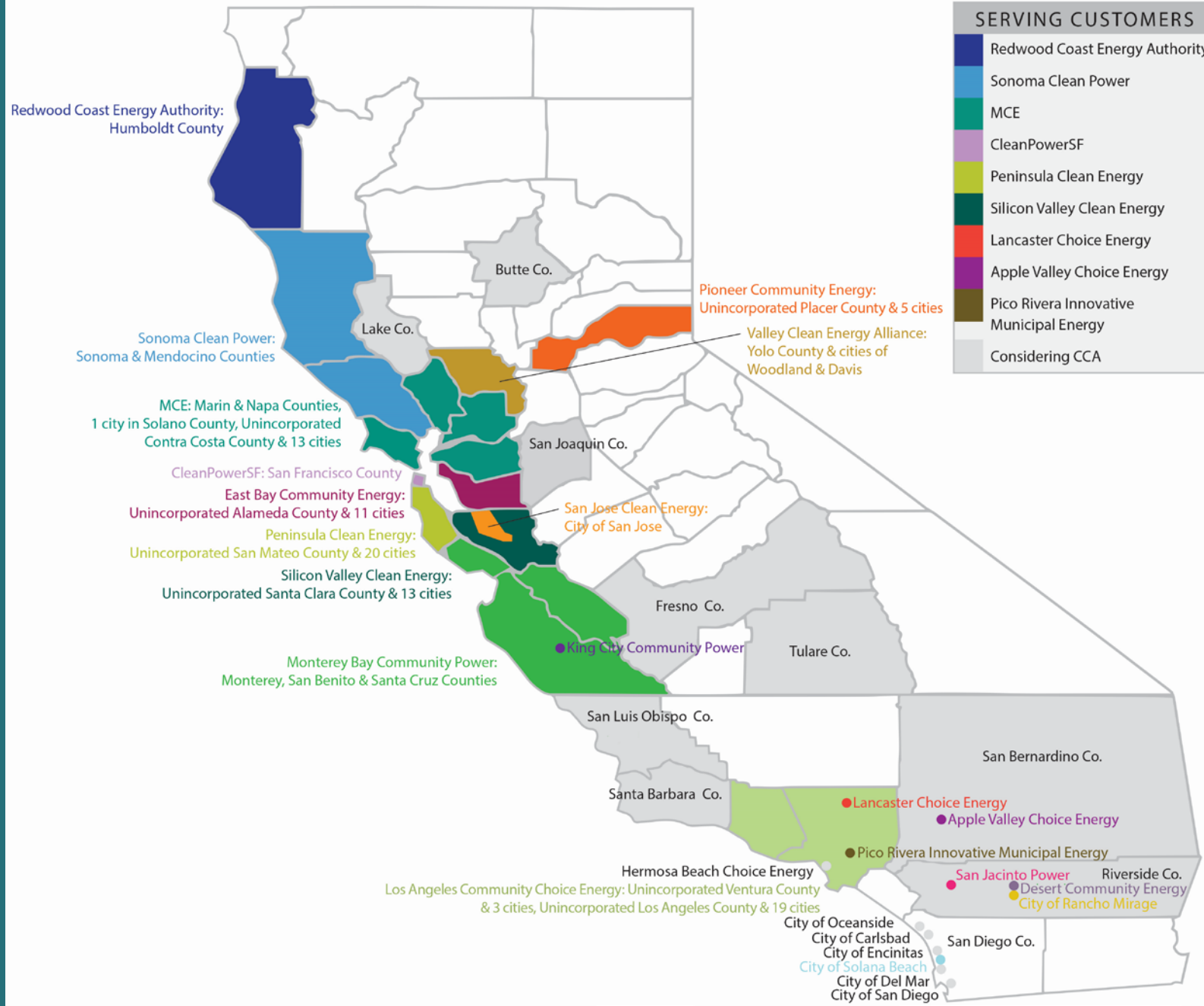


2018



Growth of CCA Service in California

CALIFORNIA CCAs



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

CCAs by the Numbers	2018 Anticipated Total Number of Customer Accounts Served	2018 Minimum RPS	2018 Unbundled RECs	2018 Peak Load (MW)	2016 Annual Load (GWh)	2017 Annual Load (GWh)	2018 Anticipated Annual Load (GWh)
Apple Valley Clean Energy	28,000	35%	8.00%	70	N/A	235	235
CleanPowerSF	82,000	40%	0%	100	226	536	1,285
Clean Power Alliance	1,800,000	33%	0%	2,200	N/A	N/A	12,350
Desert Community Energy	TBD	TBD	TBD	TBD	N/A	N/A	TBD
East Bay Community Energy	600,000	38%	TBD	700	N/A	N/A	6,200
King City Community Power	TBD	TBD	TBD	TBD	N/A	N/A	TBD
Lancaster Choice Energy	55,000	35%	8.00%	198	595	590	600
MCE	470,000	55%	3.00%	1,100	2,102	2,900	5,052
Monterey Bay Community Power	307,000	29%	TBD	680	N/A	N/A	2,334
Peninsula Clean Energy	290,000	50%	0%	774	305	3,055	3,800
Pioneer Community Energy	81,000	33%	TBD	250	N/A	N/A	1,030
PRIME (Pico Rivera)	18,315	50%	0%	50	N/A	35	215
Rancho Mirage Energy Authority	15,000	35%	9.00%	75	N/A	N/A	185
Redwood Coast Energy Authority	62,000	40%	0%	128	N/A	428	698
Riverside County	TBD	TBD	TBD	TBD	N/A	N/A	TBD
San Jacinto Power	15,637	35%	9.00%	50	N/A	N/A	130
San Jose Clean Energy	350,000	TBD	TBD	1,200	N/A	N/A	350
Silicon Valley Clean Energy	242,550	50%	5.00%	800	N/A	2,123	3,731
Solana Energy Alliance	7,300	50%	0%	12	N/A	N/A	37
Sonoma Clean Power	221,130	43%	0%	510	2,434	2,434	2,434
Valley Clean Energy	64,500	TBD	0%	TBD	N/A	N/A	758
Western Community Energy	TBD	TBD	TBD	TBD	N/A	N/A	TBD
CCA Totals/Averages	4,709,432	41%	3.00%	8,897	5,662	12,336	41,424

Operational Member* Program Overview

CalCCA Members	Customer Accounts	Peak Load (MW)	Minimum RPS	Unbundled RECs	Annual Load 2017 (GWh)
Apple Valley Clean Energy	29,000	70	35%	8%	235**
CleanPowerSF	76,000**	95**	40%	0	535
Lancaster Choice Energy	50,000	198	35%	8%	600
Los Angeles County Community Energy***	1,800,000	2,200	33%	0	12,350
MCE	255,000	774	55%	0 - 3%	2,900
Monterey Bay Community Power***	307,000	680	TBD	TBD	3,800
Peninsula Clean Energy	290,000	774	50%	0	3,055
Pico Rivera Innovative Municipal Energy	16,000	50	50%	8%	215
Silicon Valley Clean Energy	242,000	800	50%	0 - 5%	3,700
Redwood Coast Energy Authority	61,000	129	40%	0	698**
Sonoma Clean Power	227,000	510	43%	0	2,434
CalCCA Member Totals	3,353,000	6,280 MW	43% (ave)	0.5% (ave)	30,287 GWh

*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

	CleanPowerSF	Lancaster Choice Energy	Peninsula Clean Energy	MCE	Sonoma Clean Power
Balanced Payment Plan	<i>In development</i>	✓			<i>In development</i>
Battery Storage Rate				✓	
Customer Load Shifting				✓	✓
Demand Response			<i>In development</i>	<i>In development</i>	✓
Electric Vehicle (EV) Rate	✓	✓	✓	✓	✓
EV Bus Program		✓			
EV Incentives				✓	✓
EV Load Shifting				✓	✓
Energy Efficiency (EE)		<i>In development</i>		✓	✓
Low-Income & Multifamily EE				✓	
Feed-In Tariff	<i>In development</i>		<i>In development</i>	✓	✓
Fuel Switching Gas to Electric				✓	✓
Low Income Solar Incentives	✓		<i>In development</i>	✓	
Net Energy Metering	✓	✓	✓	✓	✓
On Bill Repayment	<i>In development</i>			✓	<i>In development</i>

Range of CCA Customer Programs

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

Agency	MW	Resource	Resource Provider/Project Name	Location	Service Start	Contract Length (Years)
MCE	1	Solar	San Rafael Airport	San Rafael, Marin Co.	2012	20
	1.6	Biogas	G2 Energy / Hay Road Landfill	Vacaville, Solano Co.	2013	18
	4.8	Biogas	Genpower / Lincoln Landfill	Lincoln, Placer Co.	2013	20
	1.9	Biogas	G2 Energy / Ostrom Road Landfill	Wheatland, Yuba Co.	2013	18
	1	Solar	Dominion / Buck Institute of Research on Aging	Novato, Marin Co.	2016	25
	0.3	Solar	Rawson, Blum & Leon/Cost Plus Plaza	Larkspur, Marin Co.	2016	20
	1	Solar	North Shore Solar Partners/Freethy Industrial Pk. 1	Richmond, Contra Costa Co.	2016	20
	1	Solar	North Shore Solar Partners/Freethy Industrial Pk. 2	Richmond, Contra Costa Co.	2016	20
	0.5	Solar	REP Energy / Cooley Quarry	Novato, Marin Co.	2017	20
	1	Solar	REP Energy / Cooley Quarry	Novato, Marin Co.	2017	20
	3.6	Biogas	Waste Management / Redwood Landfill	Novato, Marin Co.	2017	20
	10.5	Solar	MCE / Solar One	Richmond, Contra Costa Co.	2017	25
	20	Solar	Dominion / RE Kansas Solar	Stratford, Kings Co.	2015	3
	23	Solar	Dominion / Cottonwood Solar	Stratford, Kings Co.	2015	25
	99	Wind	EDP Renewables / Rising Tree III	Mojave, Kern Co.	2015	3.5
	30	Solar	Recurrent Energy / Mustang Solar Power	Lemoore, Kings Co.	2018	15
	100	Solar	Recurrent Energy / Tranquillity 8	Tranquillity, Fresno Co.	2018	15
	105	Solar	sPower / Antelope Expansion 2	Lancaster, Los Angeles Co.	2018	20
	42	Wind	Terra-Gen / Voyager Wind III	Mojave, Kern County	2018	12
125	Wind	Terra-Gen / Los Banos Wind	Los Banos, Merced Co.	2018	12	
40	Solar	First Solar / Little Bear Solar	Mendota, Fresno Co.	2020	20	
80	Solar	EDF Renewables / Desert Harvest	Desert Center, Riverside County	2020	20	
SCP	1	Solar	Cloverdale Soventix	Cloverdale, Sonoma Co.	2017	20
	1	Solar	VacaSolar Millenium	Petaluma, Sonoma Co.	2017	20
	1	Solar	Petaluma Solar Millenium	Petaluma, Sonoma Co.	2017	20
	12.5	Solar	Pristine Sun LLC	Multiple sites, Sonoma County	2017	20
	70	Solar	Recurrant	Lemoore, Kings County	2016	20
	46	Wind	Golden Hills / NextEra	Livermore, Alameda County	2018	20
LCE	10	Solar	sPower / Western Antelope Dry Ranch	Lancaster, Los Angeles County	2016	20
	2	Wind	3 Phases Renewables, Inc / Tehachapi Pass Wind	Kern County, CA	2016	3
PCE	200	Solar	Wright Solar Park	Santa Nella, Merced County	2019	20
	100	Solar	Mustang II Whirlaway	Lemoore, Kings County	2019	15

Current Member Resources



KEY

- WIND
- BIOGAS
- SOLAR
- UNION JOBS