MCE
A local, not-for-profit electricity provider
What is Community Choice?
Community Choice Aggregation

- Default service provider /opt out model - supports ambitious state clean energy goals
- CCA purchases electricity – alternative choice to investor-owned utility power supply procurement
- Not for profit / Local government public agency – Joint Powers Authority (like a water or waste district) enables:
  - local decision-making
  - tailored community energy programs
  - local reinvestment - benefits accrue to communities not shareholders
California Community Choice

- 19 current CCAs
- 94% average participation
- 10 million statewide customers
- 100’s of participating local governments
- MCE was the first – 2010!
New Community Enrollment Process

• MCE is invited to present by City officials, staff

• City decides to join

• Marketing, outreach, education plan co-developed with MCE + City after City decides to join (MCE does not conduct door to door outreach)

• Customers receive 4 mailers –multiple formats, can be co-branded

• 120-day noticing period (2 mailers 60 days prior to service, 2 mailers 60 days after)

• Opt-out process easy, call or online at any time, no fee during 120-day window

• $5 opt-out fee for residential, $25 for commercial after 120-day noticing window
Who is MCE?
About MCE

- ~65 staff serving 470,000+ accounts
- 28 person Board of Directors representing 34 communities across 4 counties
- 10-year track record of local reinvestment—local energy projects, tailored programs, energy savings
MCE MISSION

Address climate change by reducing greenhouse gas emissions

Renewable Energy
Stable, Competitive Rates
Local Economic & Workforce Benefits
Energy Efficiency
About MCE

2008 | MCE formed
2010 | Service launched
2019 | Serving 470,000+ customer accounts
Local Control

Solano County

Marin County

Contra Costa County

Napa County

28 Board Members. Elected officials. No tax dollars.
Compliance Obligations

- Renewable Portfolio Standard *annual* - CPUC
- Resource Adequacy *annual & monthly* - CPUC
- Emissions Performance Standard *annual* - CPUC
- Mandatory Reporting Regulation - CA Air Resources Board
- Form 635 *quarterly* - California Secretary of State
- QFER *quarterly* - California Energy Commission
- EIA-861A *annual* - US Energy Information Administration
- Form 700 *annual* - California Fair Political Practices Commission
- Officer Certification Form *annual* - CAISO
- AMI Privacy Audit *annual* - CPUC
- AMI Privacy Report *triennial* - CPUC
Community Benefits

Not-for-profit, public agency + No shareholders = Local Reinvestment
How Does it Work?
How Electric Service Works

MCE Generation  PG&E Delivery  Same Service
Sample Bill

With MCE Service

Account No: 0123456789-0
Statement Date: 12/29/2015
Due Date: 01/19/2016

Your Account Summary

Amount Due on Previous Statement  $54.14
Payment(s) Received Since Last Statement -54.14
Previous Unpaid Balance $0.00
Current PG&E Electric Delivery Charges $34.94
MCE Electric Generation Charges 39.38
Current Gas Charges 13.55

Total Amount Due by 01/12/2016 $87.87
MCE Energy Service Options

- Old Default Service: 39% Renewable PG&E
- New Default Service: 60% Renewable MCE Light Green
- Opt Up Choice: 100% Renewable MCE Deep Green
Based on a typical usage of a residential customer in our service area at current PG&E and MCE rates effective as of January 1, 2020 under the E-1 rate schedule. Actual differences may vary depending on usage, rate schedule, and other factors. Estimate provided is an average of seasonal rates.

### Sample Residential Cost Comparison

<table>
<thead>
<tr>
<th></th>
<th>60% renewable MCE Light Green</th>
<th>39% renewable PG&amp;E</th>
<th>100% renewable MCE Deep Green</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Delivery</td>
<td>$69.84</td>
<td>$69.84</td>
<td>$69.84</td>
</tr>
<tr>
<td>Electric Generation</td>
<td>$43.50</td>
<td>$58.89</td>
<td>$48.50</td>
</tr>
<tr>
<td>Added PG&amp;E Fees</td>
<td>$15.22</td>
<td>-</td>
<td>$15.22</td>
</tr>
<tr>
<td><strong>Monthly Cost</strong></td>
<td><strong>$128.56</strong></td>
<td><strong>$128.73</strong></td>
<td><strong>$133.56</strong></td>
</tr>
</tbody>
</table>
Discount Programs

Discount programs, including PG&E employee discounts, remain the same with MCE service.

CARE, FERA, and Medical Baseline Allowance are provided in full to MCE customers; no need to reapply.
Comparing Net Energy Metering (NEM) Programs

<table>
<thead>
<tr>
<th>MCE</th>
<th>PG&amp;E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credits or charges are balanced <strong>monthly</strong></td>
<td>Credits or charges are balanced <strong>annually</strong></td>
</tr>
<tr>
<td>Surplus annual generation is credited <strong>at twice the wholesale rate</strong></td>
<td>Surplus annual generation is credited <strong>at the wholesale rate</strong></td>
</tr>
<tr>
<td>Billing: <strong>Monthly</strong> charges and credits for generation</td>
<td>Billing: <strong>Annual True-Up</strong></td>
</tr>
<tr>
<td>60% or 100% renewable energy service when you use energy from the grid</td>
<td>39% renewable energy service when you use energy from the grid</td>
</tr>
</tbody>
</table>
# MCE 101

<table>
<thead>
<tr>
<th><strong>MCE</strong></th>
<th><strong>PG&amp;E</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy delivery - transmission and distribution</td>
<td>Remains with PG&amp;E</td>
</tr>
<tr>
<td>Energy procurement</td>
<td>Conducted by MCE</td>
</tr>
<tr>
<td>Customer Billing</td>
<td>MCE charges on your PG&amp;E bill</td>
</tr>
<tr>
<td>Customer Support</td>
<td>7am-7pm M-F phone, walk in or email</td>
</tr>
<tr>
<td>CARE, FERA, Medical Baseline</td>
<td>Remains the same – no need to reapply</td>
</tr>
<tr>
<td>PG&amp;E employee discounts</td>
<td>Remains the same</td>
</tr>
</tbody>
</table>
Where Does the Power Come From?
## 2018 Electricity Content

<table>
<thead>
<tr>
<th>Renewable (%)</th>
<th>PG&amp;E</th>
<th>MCE Light Green</th>
<th>MCE Deep Green</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bioenergy</td>
<td>4</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td>Geothermal</td>
<td>4</td>
<td>3</td>
<td>0</td>
</tr>
<tr>
<td>Small Hydro</td>
<td>3</td>
<td>2</td>
<td>0</td>
</tr>
<tr>
<td>Solar</td>
<td>18</td>
<td>11</td>
<td>50</td>
</tr>
<tr>
<td>Wind</td>
<td>10</td>
<td>39</td>
<td>50</td>
</tr>
<tr>
<td>Large Hydro</td>
<td>13</td>
<td>13</td>
<td>0</td>
</tr>
<tr>
<td>Natural Gas</td>
<td>15</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Nuclear</td>
<td>34</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Unspecified/Other</td>
<td>0</td>
<td>26</td>
<td>0</td>
</tr>
</tbody>
</table>
# Local Renewable Energy Projects

(already operational)

<table>
<thead>
<tr>
<th>Project</th>
<th>Online</th>
<th>Type</th>
<th>Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 San Rafael Airport</td>
<td>2012</td>
<td>FIT</td>
<td>1 MW, rooftop solar</td>
</tr>
<tr>
<td>2 Buck Institute</td>
<td>2016</td>
<td>PPA</td>
<td>1 MW, carport solar</td>
</tr>
<tr>
<td>3 Cost Plus Plaza</td>
<td>2016</td>
<td>FIT</td>
<td>0.265 MW, rooftop solar</td>
</tr>
<tr>
<td>4 Freethy Industrial Park</td>
<td>2016</td>
<td>FIT</td>
<td>2 MW, ground mounted solar</td>
</tr>
<tr>
<td>5 Cooley Quarry</td>
<td>2017</td>
<td>FIT</td>
<td>1 MW, ground mounted solar</td>
</tr>
<tr>
<td>6 Redwood Landfill</td>
<td>2017</td>
<td>PPA</td>
<td>3.6 MW, bioenergy plant</td>
</tr>
<tr>
<td>7 MCE Solar One</td>
<td>2017</td>
<td>PPA</td>
<td>10.5 MW, ground mounted solar</td>
</tr>
<tr>
<td>8 Oakley RV &amp; Boat Storage</td>
<td>2018</td>
<td>FIT</td>
<td>1 MW, carport solar</td>
</tr>
<tr>
<td>9 EO Products</td>
<td>2018</td>
<td>FIT</td>
<td>0.06 MW, rooftop solar</td>
</tr>
<tr>
<td>10 MCE San Rafael</td>
<td>2018</td>
<td>PPA</td>
<td>0.08 MW, carport solar</td>
</tr>
</tbody>
</table>
MCE New California Renewables

- $1.5+ Billion committed
- 5,000 jobs supported
- 1.25 M labor hours created

37 Projects  |  678 Megawatts
Feed-In Tariff Programs

- Standardized, 20-year term
- Fixed price per MWh generated
- Accurately reflects project revenue and can help secure project financing

FREETHY INDUSTRIAL PARK #1
CASE STUDY

<table>
<thead>
<tr>
<th>PROJECT SIZE</th>
<th>1 MW AC</th>
</tr>
</thead>
<tbody>
<tr>
<td>INSTALLATION TYPE</td>
<td>Ground Mount</td>
</tr>
<tr>
<td>EST. ANNUAL REVENUE**</td>
<td>$265,000</td>
</tr>
<tr>
<td>HOMES POWERED</td>
<td>300 per year</td>
</tr>
</tbody>
</table>
MCE and PG&E Rates and Renewable Content Over Time

The graph illustrates the rates and renewable content over time for MCE and PG&E from July 2012 to July 2019. The y-axis represents the dollar amount per kWh ($/kWh), ranging from $0.00 to $0.13, while the x-axis shows the time periods from July 2012 to July 2019.

- The green bars represent the percentage of renewable content for MCE Light Green, MCE Deep Green, and PGE.
- The blue bars represent the dollar amount per kWh for MCE Light Green (incl. additional PG&E fees), MCE Deep Green (incl. additional PG&E fees), and PGE.

The graph indicates an increase in both the percentage of renewable content and the dollar amount per kWh over time, reflecting the trend of growing sustainability and cost in energy consumption.
Why MCE?
<table>
<thead>
<tr>
<th>Before MCE</th>
<th>With MCE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>No choice</strong> of electric service provider</td>
<td><strong>Choice</strong> of electric service provider</td>
</tr>
<tr>
<td>Default service = <strong>33% renewable</strong> energy</td>
<td>Default service projected = <strong>60% renewable</strong> energy</td>
</tr>
<tr>
<td>Investor-owned decision-making (via shareholders)</td>
<td>Community-based decision-making (via Board Members)</td>
</tr>
</tbody>
</table>
Community Reinvestment

**EV Programs**
- 631 ports (37% in Deep Green)
- 330+ customers engaged

**MCE Solar One**
- 10.5 MW & 341 Jobs
- Largest public-private partnership in the Bay Area

**Income-Qualified Solar Rebates**
- 207 kW of new, local solar
- $345,000 in rebates
Energy Savings Programs

- $7-11 million annual budget through 2025 for:
  - Residential (single and multifamily) $43M+
  - Commercial and Industrial $28M+
  - Agriculture $8M+
  - Workforce development $2M+
  - Program evaluation $1M+

- $933,00 Rebates Provided
- 16.9 million gallons of water saved
California Jobs

5,000 jobs supported

1.25M labor hours created
MCE Impact

- Eliminated over 340K metric tons of GHGs through 2018
- Default service is 60% renewable since 2017 and 99% carbon-free by 2022
- MCE customers have saved over $68M since 2010
- Committed over $1.5B to build new CA renewable projects
- 31 MW new renewable projects built in our service area