



# STATEMENT OF PURPOSE

MCE is a groundbreaking, not-for-profit, public agency that has been setting the standard for clean energy in our communities since 2010. MCE offers more renewable power at stable rates, significantly reducing energy-related greenhouse gas emissions and enabling millions of dollars of reinvestment in local energy programs.

MCE is a load-serving entity supporting a 1,200 MW peak load. MCE provides electricity service and innovative programs to more than 540,000 customer accounts and more than one million residents and businesses in 37 communities across four Bay Area counties: Contra Costa, Marin, Napa, and Solano.

MCE's mission is to address climate change by reducing energy-related greenhouse gas emissions with renewable energy and energy efficiency at cost-competitive rates while offering economic and workforce benefits and creating more equitable communities.

In 2020, MCE created our 10-Year Impact Report celebrating the successes of our first decade of service. View the report to learn more about our accomplishments to date.

### How MCE Works

	A T	
SOURCE	DELIVERY	CUSTOMER

Buys and builds cleaner energy

**MCE** 

PG&E

Delivers energy, maintains Benefits from renewables, lines, and sends bills choice, and local control

YOU

■ MCE determines your power source, called electric generation. PG&E continues to deliver the electricity, maintain power lines, provide repairs, and send your monthly bill.

Community Reinvestment 4

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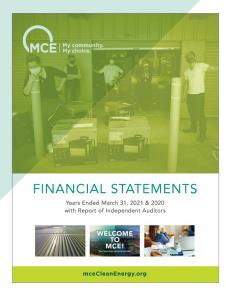
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- **◆** On the cover: MCE's 2021 outreach efforts focused on addressing issues faced by customers most impacted by the COVID-19 pandemic.

**Americans Want More Renewable Energy. Can 'Community Choice' Help** Them Get It?

# FINANCIAL HIGHLIGHTS





▲ View MCE's full 2020 and 2021 financial statements. Fitch and S&P Global credit rating agencies evaluate MCE as an investment-worthy entity due to demonstrated evidence that MCE's business model operates on:

- » Sound operational and financial performance,
- » Full recovery of costs through independent local rate-setting,
- » Strong financial flexibility due to positive cash flows, and
- » Adequate liquidity levels with the expectation that MCE will meet and maintain a reserve target of 240 days cash on hand.

As of the fiscal year ending on March 31, 2021, MCE maintained over 190 days cash on hand. We also increased our targeted liquidity reserve to 240 days, and our target net position from 40% to 60% of operating expenses. MCE expects to meet these new targets by December 31, 2022.

# **S&P Global**

"S&P Global Ratings assigned its 'A' issuer credit rating (ICR) to Marin Clean Energy (MCE). The rating reflects our opinion of MCE's adequate enterprise risk profile and strong financial risk profile. MCE's very strong financial risk profile is highlighted by robust financial performance... [and] the CCA's very strong liquidity."

— S&P Global Rating's statement

# **Fitch**Ratings

"The upgrade to 'BBB+' is based on stronger-than-expected financial performance in the past year, the intent to retain larger cash reserve balances and a resolution of rate and regulatory uncertainty that has existed during the Pacific Gas & Electric bankruptcy (PG&E). MCE's rating is further supported by a strong financial profile that reflects consistently improving liquidity levels over the past two years and helps mitigate the risks associated with the competitive pressures."

— Fitch Rating's statement

### FINANCIAL HIGHLIGHTS

### **COMMUNITY REINVESTMENT**

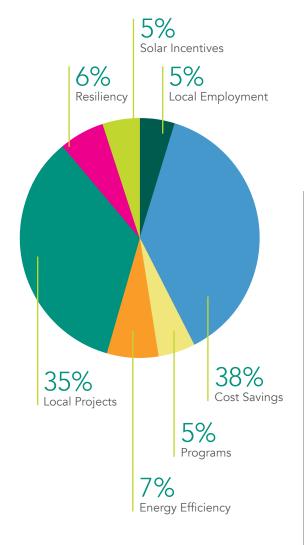
Cost Savings	\$68 million
Local Renewable Energy Projects	\$62 million
Energy Efficiency	\$12 million
Energy Resiliency	\$11 million
Solar Incentives	\$10 million
Local Employment and Vendor Contracts	\$9 million
Customer Programs	\$8 million

# \$180 million

Total amount MCE has contributed in community reinvestment since 2010.

LEARN MORE: MARIN INDEPENDENT JOURNAL

Marin Allots Funds for Energy Storage Project



▲ MCE's \$180 million community reinvestment by percentage.



# California Community Choice Financing Authority

MCE has partnered with three other CCAs to launch CCCFA, a first-of-its-kind renewable energy prepay bond agency. This prepay structure has historically been used to benefit the fossil fuel industry, primarily through natural gas transactions, which has decreased the competitiveness of renewable contracts. Using prepay bonds to lower the cost of renewable energy procurement can reduce costs, helping MCE shift our ratepayer dollars to deliver more, and cheaper local clean energy programs.

### FINANCIAL HIGHLIGHTS

### FINANCIAL STATEMENTS

MCE's financial statements are audited annually by Baker Tilly US, LLP., a third-party external auditor. These audits examine and evaluate MCE's financials to ensure that our records are a fair and accurate representation of the transactions they claim to represent. Financial statements are written records that convey the business activities and the financial performance of a company.

Change in Net Position —	\$27,544,767
Total Income	\$454,739,782
Total Expenses	\$427,195,015
Operating Reserve Fund	\$15,000,000

### Historical and Projected Financial Results Numbers in Millions ■ Total Income Total Expenses \$486 \$455 Cumulative Net Position \$427 Change to Net Position \$419 \$363 \$349 \$218 \$206 \$200 \$181 \$166 \$189 \$162 \$92 \$51 2017 2018 2019 2020 2021 2022

### **Summary of Financial Results**

	2021	2020
Operating revenues	\$ 452,955,192	\$ 416,119,323
Interest income	1,784,590	2,957,808
Total income	454,739,782	419,077,131
Operating expenses	427,014,543	348,716,887
Non-operating expenses	180,472	131,319
Total expenses	427,195,015	348,848,206
Change in net position	\$ 27,544,767	\$ 70,228,925

### **Deferred Inflows of Resources**

15,000,000	10,500,000			
Net Position				
958,569	1,142,836			
147,000	_			
188,244,738	160,662,704			
\$ 189,350,307	\$ 161,805,540			
	et Position  958,569  147,000  188,244,738			

# **MCE HIGHLIGHTS**

540,000+ customer accounts

1 million+ people served

37 communities

4 Bay Area counties

500,000 metric tons CO2e eliminated

49 MW local projects



### LIGHT GREEN

Default service, 60% renewable since 2017, 95% greenhouse gas free in 2023.



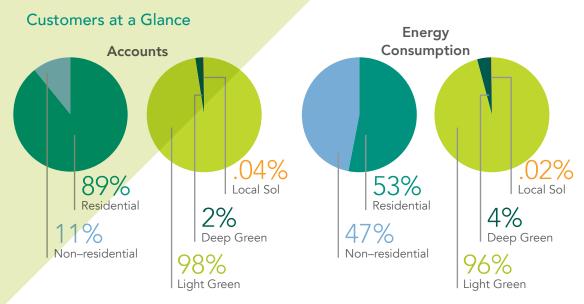
### **DEEP GREEN**

Always 100% renewable from all California resources — 50% wind and 50% solar.



### LOCAL SOL

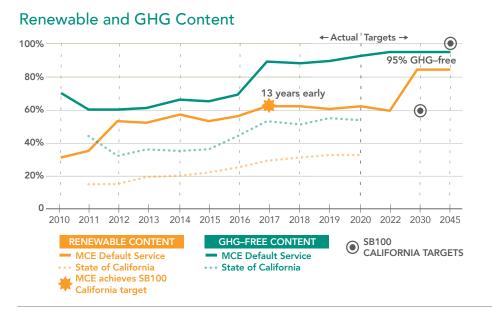
Always 100% locally sourced solar from Novato's Cooley Quarry.





### MCE HIGHLIGHTS

### POWER PROCUREMENT



### 2020 Electric Power Generation Mix

Percent of	l Tota	l Retail	Sales	(kWh)
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Specific Purchases	CA Power Mix	MCE Light Green	MCE Deep Green	MCE Local Sol
Renewable	33%	61%	100%	100%
Biomass & Biowaste	3%	2%	0%	0%
Geothermal	5%	6%	0%	0%
Eligible Hydroelectric	1%	3%	0%	0%
Solar	13%	23%	50%	100%
Wind	11%	27%	50%	0%
Coal	3%	0%	0%	0%
Large Hydroelectric	12%	36%	0%	0%
Natural Gas	37%	0%	0%	0%
Nuclear	9%	1%	0%	0%
Other	0%	0%	0%	0%
Unspecified Sources of Power	5%	1%	0%	0%
Total	100%	100%	100%	100%

In 2020, MCE's default service option, Light Green, was 61% renewable and 91% greenhouse gas free, offering customers almost twice the amount of renewable energy compared to California's average of 33%. Since 2010, MCE has more than doubled our renewable energy content from 28% to 61% while significantly increasing our customer base by 5,300% from 10,000 to more than 540,000 accounts across four Bay Area counties.

### MCE's Clean Energy Portfolio Highlights

- » Since 2010, MCE has invested more than \$2.1 billion in new California renewable projects.
- » Over 99% of the energy in MCE's power portfolio is sourced from clean energy resources, including bioenergy, geothermal, wind, solar, and hydroelectric.
- » MCE's default, Light Green service provides 61% renewable energy from bioenergy, geothermal, wind, small hydroelectric, and solar.
- » Of MCE's renewable energy content, 72% is sourced from the highest value Power Content Category 1 (PCC1) renewables located in California.

Starting in 2022, MCE plans to purchase 100% of our renewable energy portfolio from PCC1 resources. We also anticipate that our Light Green service option will be 95% greenhouse gas free by 2023. Looking ahead, MCE aims to have our Light Green portfolio include a minimum of 85% renewable energy by 2029 and continue to extend our leadership in renewable and clean energy by incorporating innovative new technologies into our power supply portfolio.



▲ RichmondBUILD trainees pose at MCE Solar One with MCE Board Chair and Mayor of Richmond, Tom Butt and RichmondBUILD Program Manager, Fred Lucero.

LEARN MORE: GREEN TECH MEDIA ARTICLE

What Is the Clean
Energy Industry Doing
to Confront Racism?

### **MCE HIGHLIGHTS**

## DIVERSITY, EQUITY, AND INCLUSION

MCE has been committed to <u>energy equity</u> since our founding in 2010 and continues to collaborate with member communities to advance equity through tailored programs and services. We have prioritized equitable access to clean energy benefits through multiple programs that support customers who have been underserved by traditional energy programs or who are most impacted from the frontline effects of fossil fuel generation.

### **Inclusive Policies**

MCE's commitment to energy equity is reflected in our <u>Sustainable Workforce and Diversity Policy</u>. We support sustained and fairly compensated local job opportunities in the energy industry, through workforce training and apprenticeship programs. Our policy outlines specific efforts to prioritize workforce development through MCE's Feed–In Tariff program, energy efficiency projects, contracting for services and supplies, and hiring of MCE staff. We partner with community–based organizations (CBOs), including schools and community colleges, in support of underserved and vulnerable individuals. MCE also uses strategic recruiting and hiring practices such as targeted job postings, partnerships with CBOs, education and employment organizations, physical attendance at job recruitment fairs, and blind résumé reviews.

### **Equity in Power Procurement**

MCE's 2021 Open Season solicitation was the first year that suppliers were encouraged to consider community benefits and equity metrics when submitting offers. We also solicited optional elements as part of this Open Season including support for educational programs, environmental justice initiatives, and workforce development and training initiatives; participation of contractors, subcontractors, or businesses owned by Disabled Veterans, located in a designated Disadvantaged Community, or employing workers living in a designated Disadvantaged Community and; use of components and materials manufactured or assembled in the United States.

In late 2020, when issues were reported about the use of forced labor for solar equipment production in Xinjiang, China, MCE incorporated new language into our power purchase agreement (PPA) term sheets and contracts that prohibit MCE from accepting proposals for facilities that rely on equipment or resources built with forced labor. This language was incorporated into MCE's 2021 Open Season, Green Access, and Community Solar Connection PPAs and will continue to be an MCE procurement requirement.

### MCE HIGHLIGHTS

# INNOVATIVE EQUITY INITIATIVES







### MCE's Resolution to **Advance Racial Equity**

On May 20, 2021, MCE's Board of **Directors approved a Resolution** Committing to Advance Racial **Equity.** The resolution acknowledges the persistence of institutionalized racial inequities and seeks to address them by continuously improving and implementing inclusive policies across the organization.

The resolution states that MCF will continue to work toward more equitable outcomes in energy services, customer programs, and power procurement by recruiting racial equity organizations and engaging with them through the Community Power Coalition. MCE will continue to provide agency wide training on implicit bias and racial equity. Our goal is to enhance internal and external policies, practices, and programs that dismantle racial disparities.

### MCE Cares Credit

On March 18, 2021, MCE's Board of Directors approved \$10 million for cost relief to MCE's vulnerable residential and small business customers. Launched in April 2021, this program offers bill credits to eligible customers, supporting up to 65,000 residential and 20,000 small business customers.

The MCE Cares Credit Program offers a \$10 monthly bill credit to residential customers and a 20% monthly bill credit to small businesses. The most vulnerable customers who have fallen behind on their bills were automatically enrolled in the program.

This program is part of MCE's other COVID relief efforts including suspension of collections, free EV charging at MCE's San Rafael office, and distribution of 100 portable back-up batteries to medically vulnerable customers in 2020.

### Certify & Amplify

MCE hosts a free, Certify & Amplify annual workshop to help local businesses connect to the benefits and opportunities available through the California Public Utility Commission's (CPUC) Supplier Diversity Program.

Commonly referred to as "Supplier Diversity," General Order 156 is a statewide program that encourages utilities to prioritize contracts and subcontracts from businesses that meet diversity qualifications. That is, businesses must be at least 51% woman-, minority-, LGBTQ-, or disabled veteranowned enterprises. After being certified as a diverse supplier, qualified businesses are listed in the CPUC Clearinghouse, which increases their likelihood of receiving utility contracts.



▲ MCE staff unbox air purifiers for distribution in Spring 2021 to support vulnerable customers during the summer wildfire season.

\$4 million in energy efficiency rebates distributed

1,250+ Level 2 EV charging ports installed

1,300 kW income-qualified solar installed

reinvested through programs and incentives

LEARN MORE: GREENBIZ ARTICLE

**How to Value Solar Plus Storage** 

# PROGRAM HIGHLIGHTS

MCE's programs highlight the power of people over profit. By putting more renewable energy on our shared grid, we clean up polluting fossil fuels. MCE's efforts on climate justice and energy innovation help vulnerable populations qualify for programs like electric vehicles (EVs), energy storage, and energy savings.

### Health and Safety

The MCE Healthy Homes Program, made possible through funding by Marin Community Foundation, provides upgrades to improve the health, safety, and efficiency of Marin County homes. The program helped over 100 income–qualified residents address health hazards through energy efficiency improvements that increase comfort and decrease energy usage. Integrated pest management and mitigation of mold and moisture also help customers stay safely in their homes and reduce the risk of climate–related illnesses.

In advance of the 2021 fire season, MCE purchased over 100 air purifiers and 300 replacement filters to give away to income—qualified residents. These air filters improve poor air quality caused by smoke from nearby wildfires leaking into improperly sealed homes. MCE partnered with Marin Community Clinics and Canal Alliance to assist in identifying the recipients in need of the air purifiers.



MCE has also partnered with Contra Costa County on its Asthma Mitigation Project. MCE's multifamily energy efficiency programs and Home Energy Savings Program will be braided with asthma treatment and education from Contra Costa Health Services and additional health and safety modifications to provide comprehensive asthma trigger mitigation for Contra Costa's most vulnerable residents.

### PROGRAM HIGHLIGHTS

### SUSTAINABLE WORKFORCE

MCE supports the local green workforce by offering a variety of training and workforce development programs that focus on underserved populations, including low-income residents and those who were previously incarcerated. MCE's efforts focus on strengthening the local economy and ensuring a just transition to a clean energy future. One of our efforts is our Workforce Education and Training (WE&T) Program, which develops a longer-term pipeline of local, green job opportunities for our community members.

### **Workforce Education and Training**

MCE's Workforce Education and Training (WE&T) Program grows the green economy by supporting local contractors and providing local trainees with access to workforce development opportunities. Since 2020, MCE has partnered with the Association for Energy Affordability (AEA) and Strategic Energy Innovations (SEI) to lower barriers for contractors who are interested in entering the electrification and energy efficiency field. The WE&T program matches job seekers to contractors within MCE's service area and funds opportunities for paid on-the-job experience. The program also provides benefits to local energy efficiency contractors through green-collar workforce development and no-charge matching with prequalified, trained job seekers.

MCE also offered an online Electrification Workshop Series focused on solutions for clean energy, energy efficiency, electrification, and climate change. Workshops covered technical topics about new and retrofit electrification projects, heat pump installations, multifamily electrification, and more. An average of 30 contractors attended each training and 4 job seekers have been placed in paid internships with trained electrification contractors.

MCE's workforce development opportunities focus on public-private partnerships to construct local renewable energy projects and install energy efficiency retrofits, EV charging stations, and low-income residential solar. We have partnered with RichmondBUILD, Marin City Community Development Corporation, Rising Sun Center for Opportunity, Future Build, Association for Energy Affordability, Strategic Energy <u>Innovations</u>, and <u>North Bay Workforce Alliance</u> to provide training for careers in the clean energy economy.

\$3 million reinvested

\$810,000

allocated to local

2,250+

job hours and 60 people trained

### **Our Partners**

















# **EQUITY AND AFFORDABILITY**

MCE's programs focus on under served populations by increasing access to bill discounts, energy efficiency upgrades, electrification measures, and clean transportation. MCE's Home Energy Savings Program has helped 106 homes receive weatherization upgrades, provided free smart thermostats to 207 units, and supplied free energy-saving kits to 774 households. We also help decrease the cost of heat pump water and space heaters which are three times more efficient than gas heaters and eliminate the risk of carbon monoxide leaks.







### Income-qualified EV Rebates

MCE offers EV rebates and free customer support to income-qualified customers for the purchase or lease of new EVs. MCE's program offers \$3,500 per vehicle, which stacks with other rebates for up to \$13,750 in incentives on a new vehicle.

Electrifying transportation reduces tailpipe emissions that, in turn, reduces climate change and the health impacts of toxic air pollution. MCE has helped over 150 qualified customers purchase an EV.

### New Community Solar **Discount Programs**

MCE's Community Solar Connection and Green Access programs are developing 5.92 MW of new, local, clean energy capacity for customers in disadvantaged communities (DACs). Both programs offer 100% renewable power and a 20% bill discount while prioritizing customers in the highest scoring DACs and those on the CARE or FERA discount programs.

The Green Access Program automatically enrolled almost 2,900 customers beginning in September 2021. Customers will be eligible to enroll in Community Solar Connection as early as the end of 2022.

### Low-Income Families & Tenants (LIFT) Program

MCE's LIFT Program provides incomequalifying multifamily property owners and renters with energy-saving and electrification upgrades. The program reaches hard-to-serve incomequalifying customers outside DACs.

MCE's LIFT Program has served 865 participating households with more than \$1.1 million in incentives, saving customers an average of \$128 per year on their energy bills.

### PROGRAM HIGHLIGHTS

### **ELECTRIFY AND DECARBONIZE**

California's clean energy goals have slashed electricity-related emissions, leaving transportation and natural gas usage in buildings to account for more than half of California's carbon footprint today. As our electric grid becomes cleaner, replacing gas appliances with high-efficiency electric models will help lead us to a carbon-free future. MCE's heat pump pilot program showed how homes that replace outdated gas appliances with high-efficiency electric versions save money, reduce emissions, and increase home comfort. Transportation electrification with EVs can cut the cost of fueling a vehicle in half.

### MCE's EV Charging Program

In California, 40% of emissions come from the transportation sector. MCE's EV Charging Program offers rebates to multifamily properties and workplaces for EV charging stations; the lack of which is one of the main barriers to EV adoption. Customers can access \$3,000 in rebates per Level 2 charging port installed and \$750 per Level 1 port installed, free technical assistance, and the ability to combine our program with other incentives. Newly installed ports that are enrolled in MCE's Deep Green electricity service receive an additional \$500 incentive for each Level 2 charging port and \$125 for each Level 1 charging port. The MCEv Charging Program has supported the installation of over 1,250 Level 2 EV charging ports; equivalent to 56% of all public Level 2 charging ports in the four counties that MCE serves.



### **MCE Sync**

The MCE Sync pilot will enroll 200 customers who charge their EVs at home and allow MCE to direct their charging patterns. Customers will be given a monthly bill credit for allowing an app to shift their charging times away from the 4–9 p.m. peak hours and toward prime solar production hours.



▲ MCE's Chevy Bolt charges at the MCE Solar Charge project at our office in San Rafael, California.

LEARN MORE: THE NORTH BAY BUSINESS JOURNAL

California North Coast Clean
Energy Agencies Amp Up Efforts
for More Electric Vehicle Chargers



### **Bill Savings**

By reducing demand changes and peak pricing

### **Lower Emissions**

Battery aligns with renewable energy sources to reduce carbon emissions

### **Grid Health**

Resilience

Back-up during

power shut-offs

or other outage

Participation supports a healthy, reliable local grid

LEARN MORE: CANARY MEDIA

Can a New Way to Pay for Behind-the-Meter Flexibility Help Prevent Rolling Blackouts in California?

### PROGRAM HIGHLIGHTS

### RESILIENCY AND RELIABILITY

Energy resiliency depends on a reliable, regular power supply and having contingency measures in the case of a power outage. MCE is working with customers and community partners to ensure access to cleaner backup power resources and make energy resiliency upgrades available to our most vulnerable populations.

### **Energy Storage Program**

In 2020, MCE launched a \$6 million Energy Storage Program to help alleviate grid outages that disproportionately affect vulnerable populations and threaten our community's safety, health, and welfare. This program aims to deploy 15 MWh of customer–sited battery energy storage for resiliency and load shifting away from peaks. MCE also partnered with our regional Centers for Independent Living to distribute 100 free portable batteries to customers with a life–sustaining medical need for power. These technologies increase resiliency in our communities, helping customers access power when the grid is down and reducing greenhouse gas emissions.



### Peak FLEXmarket

MCE's Peak FLEXmarket Program focuses on payouts to help shift daily load during the summer season. The program will fund the shifting of 20 MW of customer demand out of peak hours (4–9 p.m.) and offer additional incentives for "Resiliency Events" that help decrease the risk of outages during Flex Alerts.

### YEAR IN REVIEW

After celebrating our 10-year anniversary in May 2020, MCE doubled down on our mission, launching new programs to support customers and reduce greenhouse gas emissions in our communities. Here are a few of our accomplishments:

- » As part of MCE's ongoing COVID relief efforts, we have helped over 30,000 residents and small businesses reduce their energy costs through the MCE Cares Credit and eliminated more than \$1 million of energy debt as part of the Arrearage Management Program.
- » MCE recently launched two new energy equity and affordability programs. Community Solar Connection and Green Access offer qualifying customers living in a designated disadvantaged community access to 100% renewable energy and a 20% discount on their electricity bills.
- » MCE's heat pump pilot program showed that replacing outdated gas appliances with high-efficiency electric versions saved customers \$192 a year on their bill, reduced emissions, and increased home comfort.
- » MCE's 2021 Open Season Solicitation included new metrics asking suppliers to consider how their projects meet community needs including prioritizing use of contractors and employees located in DACs, and supporting local training and apprenticeship programs.
- » MCE's transportation electrification efforts have installed over 1,250 Level 2 charging stations around our service area. As a next step in decarbonizing the transportation sector, MCE is exploring the use of solar energy for creating green hydrogen to fuel fleets in our service area.

We are excited to move into our second decade of service together, fostering the clean energy economy, and building an equitable energy future. The power of MCE is about more than clean energy — it's the power of people over profit; it's community power. We all deserve a fossil–free future that combats climate change and gives us cleaner air to breathe. The climate is in our hands. What action will you take?

— Dawn Weisz, MCE CEO

Down Cose

— Tom Butt, MCE Board Chair



▲ Left to right, MCE Board Chair and Mayor of Richmond, Tom Butt; MCE CEO Dawn Weisz; MCE Board Director and Contra Costa County Supervisor, Federal Glover. MCE is your not-for-profit public electricity provider, offering Bay Area customers renewable energy and local energy programs since 2010.

### **Proudly Serving...**

Contra Costa County, Concord, Danville, El Cerrito, Lafayette, Martinez, Moraga, Oakley, Pinole, Pittsburg, Pleasant Hill, Richmond, San Pablo, San Ramon, Walnut Creek

Marin County, Belvedere, Corte Madera, Fairfax, Larkspur, Mill Valley, Novato, Ross, San Anselmo, San Rafael, Sausalito, Tiburon

Napa County, American Canyon, Calistoga, Napa, St. Helena, Yountville

Solano County, Benicia, Fairfield, Vallejo

# COMMITTOCLEAN TOCLEAN ERECY



1125 Tamalpais Ave., San Rafael, CA 94901 2300 Clayton Road, Suite 1150, Concord CA 94520

mce Clean Energy. org

Stay in touch: @mceCleanEnergy







