



MEETING of the Community Advisory Committee of the Clean Power Alliance of Southern California

Thursday, May 9, 2019

1:00 p.m.

555 W. 5th Street

Los Angeles, CA, 90013

Meetings are accessible to people with disabilities. Individuals who need special assistance or a disability-related modification or accommodation to participate in this meeting, or who have a disability and wish to request an alternative format for the meeting materials, should contact

Christian Cruz at least two (2) working days before the meeting at

ccruz@cleanpoweralliance.org or (213) 269-5870, ext. 1009.

Notification in advance of the meeting will enable us to make reasonable arrangements to ensure accessibility to this meeting and the materials related to it.

PUBLIC COMMENT POLICY: *The General Public Comment item is reserved for persons wishing to address the Committee on any Clean Power Alliance-related matters not on today's agenda. Public comments on matters on today's Consent Agenda and Regular Agenda shall be heard at the time the matter is called. Comments on items on the Consent Agenda are consolidated into one public comment period. As with all public comment, members of the public who wish to address the Committee are requested to complete a speaker's slip and provide it to Clean Power Alliance staff at the beginning of the meeting but no later than immediately prior to the time an agenda item is called.*

Each speaker is limited to two (2) minutes (in whole minute increments) per agenda item with a cumulative total of five 5 minutes to be allocated between the General Public Comment, the entire Consent Agenda, or individual items in the Regular Agenda. Please refer to Policy No. 8 – Public Comment for additional information.

Clean Power Alliance Community Advisory Committee
May 9, 2019

In addition, members of the Public are encouraged to submit written comments on any agenda item to publiccomment@cleanpoweralliance.org. To enable an opportunity for review, written comments should be submitted at least 72 hours but no later than 24 hours in advance of the noticed Committee meeting date. Any written materials submitted thereafter will be distributed to the Committee at the meeting. Any written submissions must specify the Agenda Item by number, otherwise they will be considered General Public Comment.

Members of the public may also participate in this meeting remotely at the following addresses:

Ventura County Government Center
Channel Islands Conference Room, 4th Floor Hall of Administration
800 South Victoria Avenue, Ventura, CA 93009

Whittier City Hall – Admin Conference Room
13230 Penn Street, Whittier, CA 90602

I. WELCOME AND ROLL CALL

II. GENERAL PUBLIC COMMENT

III. REGULAR AGENDA

1. Approve Minutes from April 11, 2019 Community Advisory Committee Meeting
2. ARUP Local Programs Goals and Priorities CAC Input Session
3. Staff Update on CPA's Residential (Phase 3) and Non-Residential Rollout (Phase 1, 2, and 4), Financial Dashboard, Distributed Energy Resource (DER) Pilot Project, the Board of Directors approval of the Voyager Scholarship Program

IV. COMMITTEE MEMBER COMMENTS

V. ITEMS FOR FUTURE AGENDAS

VI. ADJOURN – NEXT MEETING ON JUNE 13, 2019

Public Records: *Public records that relate to any item on the open session agenda for a regular Committee Meeting are available for public inspection. Those records that are distributed less than 72 hours prior to the meeting are available for public inspection at the same time they are distributed to all, or a majority of, the members of the Committee. The Board has designated Clean Power Alliance, 555 W. 5th Street, 35th Floor, Los Angeles, CA 90013, as the location where those public records will be available for inspection. The documents are also available online at www.cleanpoweralliance.org.*

Clean Power Alliance Community Advisory Committee Minutes
April 11, 2019

MEETING of the Community Advisory Committee of the
Clean Power Alliance of Southern California
Thursday, April 11, 2019, 1:00 p.m.

MINUTES

*555 W. 5th Street
Los Angeles, CA 90013*

*Ventura County Government Center
Channel Islands Conference Room, 4th Floor Hall of Administration
800 South Victoria Avenue, Ventura, CA 93009*

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13230 Penn Street, Whittier, CA 90602*

I. WELCOME AND ROLL CALL

Christian Cruz, Community Outreach Manager, called the meeting to order, and conducted roll call.

East Ventura/West LA County	Angus Simmons	Present
East Ventura/West LA County	Laura Brown	Present
East Ventura/West LA County	Rocio Gonzalez	Absent
San Gabriel Valley	Richard Tom	Present
San Gabriel Valley	Robert Parkhurst	Present
West/Unincorporated Ventura County	Lucas Zucker	Absent
West/Unincorporated Ventura County	Steven Nash	Present
South Bay	William Larson	Absent
South Bay	Vacant	
Gateway Cities	Jaime Abrego	Present

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Gateway Cities	Jordan Salcido	Present
Westside	Cris Gutierrez	Absent
Westside	David Haake	Present
Unincorporated Los Angeles County	Neil Fromer	Present
Unincorporated Los Angeles County	Vacant	

II. GENERAL PUBLIC COMMENT

There were no public comments.

III. REGULAR AGENDA

1. Approved Minutes from February 14, 2019 Community Advisory Committee Meeting
2. Approved Minutes from March 14, 2019 Community Advisory Committee Meeting

Motion: David Haake, Westside

Second: Robert Parkhurst, San Gabriel Valley

Vote: Items 1 and 2 were approved by unanimous roll call vote.

3. Chair and Vice Chair Elections

Christian Cruz, Community Outreach Manager, provided a review of the election procedure for the Chair and Vice-Chair elections. At the conclusion of the review, each of the Chair candidates provided remarks to the CAC. By majority vote conducted via a ballot process, the CAC elected David Haake, Westside CAC member, as Chair. CAC members Richard Tom, Steven Nash, and Cris Gutierrez pulled their names from

consideration for the Vice-Chair positions, which negated the need for Vice-Chair elections. As such, the remaining candidates assumed those positions, as follows: Angus Simmons, East Ventura/West LA County, became Vice-Chair (Ventura County) and Robert Parkhurst became Vice-Chair (Los Angeles County).

4. Review and Recommend Final Proposal for Voyager Scholarship Program

CAC members reviewed the final draft proposal for the Voyager Scholarship. Staff thanked the CAC for its continued input and valuable feedback throughout the scholarship development process and reiterated the CAC's priority to offer scholarships in meaningful amounts to students enrolled in energy career pathway programs at colleges that offer the most value for CPA, taking into consideration existing scholarship endowments, academic profiles, and proven program success. Consensus was reached to move this item forward for final approval by the CPA Board of Directors.

5. Staff Update on Board approval of Master Agreement with ARUP for CPA Local Programs Goals and Priorities Consulting Services

Ted Bardacke, Executive Director, provided a presentation on CPA's consulting agreement with ARUP to help CPA develop goals and priorities around local programs. This will be a strategic planning process to define a framework CPA can utilize in determining which types of local programs to implement that will help achieve a set of desired outcomes. The local programs goals and priorities process places significant emphasis on stakeholder engagement, and as such, ARUP representatives will be participating in the May 9 CAC meeting to facilitate a CAC input session on the local programs planning effort.

IV. CPA STAFF UPDATE

Staff highlighted that the recent customer opt actions statistics were attached to

the CAC agenda packet. Mr. Bardacke introduced Gina Goodhill, who has recently been hired as CPA's Policy Director. Staff also announced that CPA's annual Board Retreat would be held this year in June and that the CAC members are encouraged to attend. Further details will be sent out to the CAC members.

V. COMMITTEE MEMBER COMMENTS

Chair Haake expressed his excitement for the work ahead and that he is looking forward to the many discussions to come at the CAC as CPA grows.

VI. ITEMS FOR FUTURE AGENDAS

There was no additional discussion on future agenda items.

VII. ADJOURN

Christian Cruz, CPA Community Outreach Manager, adjourned the meeting.



Staff Report – Agenda Item 2

To: Clean Power Alliance (CPA) Community Advisory Committee
From: Ted Bardacke, Executive Director
Subject: ARUP Local Programs Goals and Priorities CAC Input Session
Date: May 9, 2019

BACKGROUND

CPA's intention to offer local programs for its customers is a main value proposition of the organization and is of significant interest to member agencies, customers, and stakeholders. At the Board's 2018 retreat there was the expressed commitment by CPA staff to lead a formal strategic planning process for local programs. A breakout session about potential programs CPA could offer was lively and well attended. Potential program ideas ranged from those focused on particular outcomes (e.g. greenhouse gas emissions reduction, local air quality, resiliency) to specific technologies (e.g. electric vehicles, electric buildings, microgrids, distributed battery storage, local solar installations) to targeting specific market segments (e.g. multifamily buildings, low income communities, local governments). On April 4, the Board approved a contract with ARUP and sub-consultant Cadmus, to conduct the local programs goals and priorities planning process.

STAKEHOLDER ENGAGEMENT PROCESS

The overall local program goals and priorities process is expected to conclude by the end of 2019. It will combine a rigorous technical exploration of impactful programs CPA could provide with a significant stakeholder engagement effort that includes collaboration with the Board and the CAC and the opportunity for customers and stakeholders to provide input through a wide variety of channels, ranging from open forums to individual/group interviews to web-based surveys. The consultant-assisted stakeholder engagement

process will kick off with ARUP leading a CAC input session on May 9. The CAC will be asked to help provide input on overall local program outcomes as well as offer guidance on how to effectively conduct a targeted engagement process. This feedback will better position CPA to eventually offer a balanced menu of local programs that benefit our diverse service territory and achieve the goals set forth by the Board.

ARUP will also be facilitating an input session, to include both CAC and Board members, at CPA's annual retreat on June 28. In July and August, ARUP will conduct targeted stakeholder interviews and town halls to continue collecting input from diverse audiences. ARUP then plans to come back to the CAC in September to present the results of the stakeholder engagement process and seek additional input from the CAC members prior to presenting a final strategy document to the Board.

Key deliverables from the overall process are as follows:

- A strategy document – which will be subject to Board approval – that defines the priority programs or program areas that CPA will invest in during the 2020 – 2025 time period
- A set of a program implementation parameters that can allow CPA to move quickly from program concept to program implementation
- A comparative quantitative evaluation tool that will enable CPA to compare programs based on their ability to meet CPA goals and achieve desired societal, environmental, and business outcomes for a given market segment.

ARUP will also collaborate with CPA's additional consultant currently under separate contract to develop and deploy an early-action Distributed Energy Resources (DER) pilot program by the beginning of 2020 to share knowledge and evaluation frameworks and ensure organizational alignment.



Staff Report – Item 3

To: Clean Power Alliance (CPA) Community Advisory Committee
From: Ted Bardacke, Executive Director
Subject: CPA Staff Update
Date: May 9, 2019

CPA Recognized with Green Leader Award

As part of its long-standing commitment to innovative efforts that support adoption of renewable energy and preserve air and water quality, the LA County Board of Supervisors presented their annual Green Leadership Awards on April 23 and recognized CPA with an award for the Public Agency Category. The Green Leadership Awards acknowledge outstanding efforts by individuals, cities, businesses and public agencies that raise the bar in improving the County's environmental sustainability through water conservation, expansion of urban forestry, infrastructure improvements, development and promotion of non-motorized transportation, and programs and initiatives that reduce reliance on fossil fuels and sustain the region's rich biodiversity. CPA thanks the LA County Board of Supervisors for this recognition.

Board of Directors Voyager Scholarship Approval

On May 2, the Board of Directors approved the Voyager Scholarship Program as proposed by the CAC:

- Provide thirty-seven \$1,000 scholarships annually and allocate the scholarships among students at four colleges in Los Angeles County and three in Ventura County on a proportion basis (2/3 Los Angeles County, 1/3 Ventura County).
- Provide these scholarships to students studying for clean energy careers at four community colleges in Los Angeles County (Antelope Valley College, Compton

College, East Los Angeles, and Rio Hondo) and three colleges in Ventura County (Moorpark College, Oxnard College, and Ventura College).

The Board also asked that in the CPA consider providing funds to colleges in the San Fernando Valley, and explore the ability for CPA to support participants in adult education programs who are seeking to enter the clean energy workforce.

Financial Performance

CPA's financial performance through February remained ahead of projections, with positive financial results compared to the approved amended budget. Year-to-date revenues were 2% above amended budget revenue forecasts while cost of energy was 3% below budgeted energy costs. Net income was \$4.7 million greater than budgeted. CPA's monthly financial dashboard is attached to this report. While detailed financial results for March and April are not yet available, CPA's cash position remains healthy following the first two months of revenue receipts from Phase 3 customer enrollment.

Opt-Actions

All pre-enrollment notices for non-residential (Phase 4) customers have been mailed out and CPA is now tracking opt-actions by customer type. As of April 23, CPA's residential (Phase 3) opt-out rate is 3.85% and commercial (Phases 1, 2, and 4) opt-out rate is 1.26%. Total opt-out by load is 2.85%, well within the target opt-out rate of no more than 10%. A full summary of opt-action data by jurisdiction is attached to this report.

Distributed Energy Resources (DER) Pilot Project

CPA expects to implement a Distributed Energy Resources (DER) Pilot Program in January of 2020. DERs are local, geographically-dispersed resources that enable the shift to consumer choice and cleaner supply. DERs can supplant air polluting power plants with other cost-effective options.

Working with Olivine, a leading infrastructure and service provider that enables distributed and aggregated resources to offer grid services, evaluation of the type of pilot program that can best meet CPA's goals is currently underway. Based on their experience of being

one of the first third-parties to integrate battery storage and demand-side technologies into California's wholesale energy markets, Olivine is providing both strategic advice on DER program evaluation as well as implementation services for DER programs that CPA may offer to its customers and/or member agencies. The pilot will also help inform and coordinate with the overall local programs goals and priorities strategic planning process being conducted by ARUP.

Outreach Activities

In April, CPA's outreach team engaged directly with over 700 customers at 25 community events, many of which were in celebration of Earth Day. Targeted communication with key accounts and large commercial customers continued this month and CPA staff provided multiple presentations at Chambers of Commerce in LA and Ventura Counties, with more planned throughout May. CPA was also featured in an LA Business Journal article, which included interviews with individual commercial customers.

Over the past two months, CPA with support from its consultant LOACOM, ran a targeted social media campaign that reached over 100,000 people featuring ads in English, Spanish, and Chinese. These ads focused on reminding customers that CPA now appears on their SCE bill, raising awareness about the CARE and FERA financial assistance programs, directing customers to the online bill calculator, and spotlighting testimonials from supportive customers.

Staffing Update

Jennifer Giles has been hired as Commercial Accounts Executive. Jennifer joins CPA from the Commercial Solar Division of GAF Roofing. Jennifer will be responsible for key commercial account management in Los Angeles County, and begins at CPA on May 6.

Upcoming Events

June 21 – Business of Local Energy Symposium: The Center for Climate Protection, in collaboration with the Local Government Sustainable Energy Coalition, will be holding its annual Symposium on June 21 in Irvine. CPA is a sponsor of this event and Board

members who are interested in attending should contact Jennifer Ward at jward@cleanpoweralliance.org to reserve reduced price registration for this event.

June 28 – Board Retreat: Staff has begun planning for CPA's annual Board retreat which will be held on Friday, June 28, 2019. Location details are forthcoming. Using a similar format to the 2018 Board retreat and including CPA's Community Advisory Committee, subject matters to be covered are local programs, rate development, CPA's potential expansion plans, and electricity market restructuring.

November 5 & 6 – CalCCA Annual Conference: CalCCA is heading to Southern California for its 2019 Annual Meeting, taking place November 6-7 at the Crowne Plaza Hotel in Redondo Beach. CPA is co-hosting the event with CalCCA this year, and details about the meeting program, agenda, and accommodations will be shared soon.

Attachments:

- 1) February 2019 Financial Dashboard
- 2) Customer Opt-Actions Report



Financial Dashboard

Summary of Financial Results

YTD
February
2019

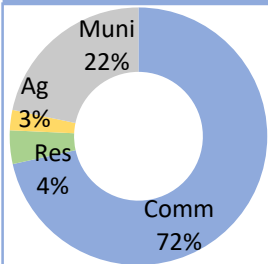
Active Accounts

955,000

Opt-Out %

2.6%

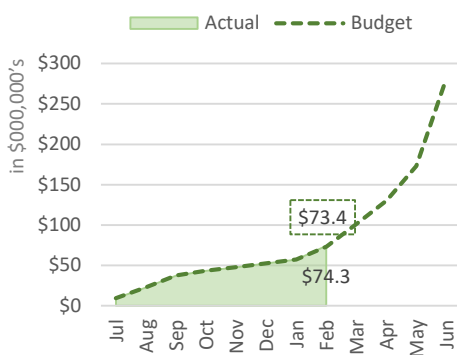
YTD Sales Volume
1240 GWh



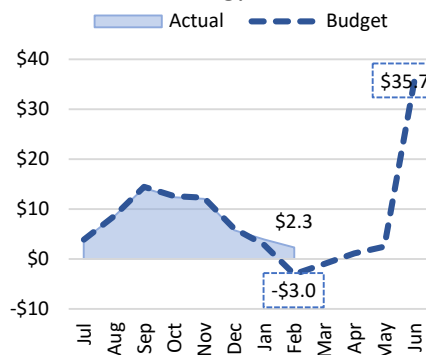
in \$000,000's	February				Year-to-Date			
	Actual	Budget	Variance	%	Actual	Budget	Variance	%
Energy Revenues	\$17.0	\$15.9	\$1.0	7%	74.3	73.4	0.9	1%
Cost of Energy	\$18.5	\$21.8	-\$3.3	-15%	71.9	76.4	-4.5	-6%
Net Energy Revenue	-\$1.6	-\$5.9	\$4.3		2.3	-3.0	5.4	
Operating Expenditures	\$1.5	\$1.9	-\$0.4	-20%	5.0	5.9	-0.9	-15%
Net Income	-\$3.1	-\$7.8	\$4.7		-2.6	-8.9	6.2	

- CPA recorded positive financial results for the period. Expenditures remain within authorized budget limits.
- Year-to-date Revenues were \$74.2 million or 1% above amended budget revenues.
- Cost of energy was \$71.9 million or 6% below budgeted energy costs. Energy costs were lower than budgeted due to the non utilization of contingencies.
- Operating expenditures were 15% lower than budgeted due to lower than budgeted staffing, Southern California Edison fees, general, administrative and occupancy costs.
- Net income was \$4.7 million greater than budgeted net loss.
- Management believes that available liquidity and bank lines of credit are sufficient for CPA to continue to meet its obligations as agreed.

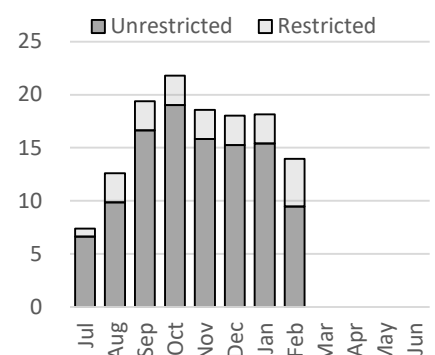
Cumulative Revenue



Net Energy Revenue



Cash & Cash Equivalents



Definitions:

Accounts: Active Accounts represent customer accounts of active customers served by CPA

Opt-out %: Customer accounts opted out divided by eligible CPA accounts

YTD Sales Volume: Year to date sales volume represents the amount of energy (in gigawatt hours) sold to retail customers

Revenues: Retail energy sales less allowance for doubtful accounts

Cost of energy: Cost of energy includes direct costs incurred to serve CPA's load

Operating expenditures: Operating expenditures include general, administrative, consulting, payroll and other costs required to fund operations

Net income: Net income represents the difference between revenues and expenditures before depreciation and capital expenditures

Cash and Cash Equivalents: Includes cash held as bank deposits.

Year to date (YTD): Represents the fiscal period beginning July 1, 2018

Clean Power Alliance - Residential Customer Status Report - As of April 23, 2019

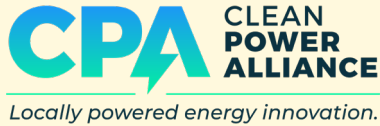
CPA Cities & Counties	Default Tier	Opt Percentage by City & County				
		Total Eligible Accounts	Opt Up %	Opt Mid %	Opt Down %	Opt Out %
AGOURA HILLS	Lean Power	7,405	0.34%	0.20%	0.00%	5.67%
ALHAMBRA	Clean Power	30,641	0.08%	0.00%	0.45%	1.23%
ARCADIA	Lean Power	19,767	0.10%	0.08%	0.00%	1.63%
BEVERLY HILLS	Clean Power	15,208	0.12%	0.00%	0.59%	0.87%
CALABASAS	Lean Power	9,094	0.12%	0.10%	0.00%	2.60%
CAMARILLO	Lean Power	25,941	0.34%	0.23%	0.00%	6.88%
CARSON	Clean Power	25,185	0.08%	0.00%	0.32%	1.22%
CLAREMONT	Clean Power	11,779	0.28%	0.00%	1.05%	6.04%
CULVER CITY	100% Green Power	16,402	0.00%	0.93%	2.39%	2.54%
DOWNEY	Clean Power	33,990	0.04%	0.00%	0.36%	1.33%
HAWAIIAN GARDENS	Clean Power	3,198	0.03%	0.00%	0.34%	0.91%
HAWTHORNE	Lean Power	25,145	0.09%	0.01%	0.00%	0.74%
LOS ANGELES COUNTY	Clean Power	283,636	0.09%	0.00%	0.70%	2.07%
MALIBU	Clean Power	5,644	0.14%	0.00%	0.90%	1.70%
MANHATTAN BEACH	Clean Power	14,269	0.39%	0.00%	1.33%	1.94%
MOORPARK	Clean Power	11,513	0.26%	0.00%	2.21%	12.81%
OJAI	100% Green Power	3,113	0.00%	0.48%	2.92%	5.69%
OXNARD	100% Green Power	50,700	0.00%	0.41%	1.63%	4.28%
PARAMOUNT	Lean Power	12,851	0.04%	0.01%	0.00%	0.63%
REDONDO BEACH	Clean Power	29,732	0.23%	0.00%	0.93%	1.50%
ROLLING HILLS ESTATES	100% Green Power	2,949	0.00%	1.63%	5.09%	4.54%
SANTA MONICA	100% Green Power	47,998	0.00%	0.48%	1.75%	4.23%
SIERRA MADRE	Clean Power	4,871	0.43%	0.00%	1.29%	2.96%
SIMI VALLEY	Lean Power	41,820	0.13%	0.14%	0.00%	7.93%
SOUTH PASADENA	100% Green Power	10,828	0.00%	0.48%	1.63%	2.48%
TEMPLE CITY	Lean Power	11,681	0.08%	0.03%	0.00%	1.62%
THOUSAND OAKS	100% Green Power	45,559	0.00%	1.60%	5.23%	14.46%
VENTURA	100% Green Power	39,562	0.00%	0.94%	2.91%	7.88%
VENTURA COUNTY	100% Green Power	31,214	0.00%	0.72%	3.34%	8.91%
WEST HOLLYWOOD	100% Green Power	23,375	0.00%	0.23%	0.94%	1.25%
WHITTIER	Clean Power	28,439	0.09%	0.00%	0.74%	2.41%
	Total	923,509	0.09%	0.24%	1.17%	3.84%

Opt Percentage by Default Tier					
Default Tier	Total Eligible Accounts	Opt Up %	Opt Mid %	Opt Down %	Opt Out %
100% Green Power	271,700	0.00%	0.77%	2.68%	6.62%
Clean Power Power	498,105	0.12%	0.00%	0.72%	2.21%
Lean Power	153,704	0.15%	0.11%	0.00%	4.25%
Total	923,509	0.09%	0.24%	1.17%	3.84%

Clean Power Alliance - Non-Residential Customer Status Report - As of April 23, 2019

CPA Cities & Counties	Opt Percentage by City & County					
	Default Tier	Total Eligible Accounts	Opt Up %	Opt Mid %	Opt Down %	Opt Out %
AGOURA HILLS	Lean Power	1,582	0.00%	0.06%	0.00%	1.45%
ALHAMBRA	Clean Power	5,007	0.00%	0.00%	0.08%	0.40%
ARCADIA	Lean Power	3,681	0.00%	0.00%	0.00%	0.24%
BEVERLY HILLS	Clean Power	4,431	0.00%	0.00%	0.20%	0.43%
CALABASAS	Lean Power	1,274	0.00%	0.00%	0.00%	0.94%
CAMARILLO	Lean Power	5,165	0.00%	0.00%	0.00%	1.84%
CARSON	Clean Power	4,941	0.00%	0.00%	0.34%	0.34%
CLAREMONT	Clean Power	1,617	0.00%	0.00%	0.43%	0.12%
CULVER CITY	100% Green Power	3,529	0.00%	0.06%	0.23%	0.60%
DOWNEY	Clean Power	4,769	0.00%	0.00%	0.00%	0.46%
HAWAIIAN GARDENS	Clean Power	584	0.00%	0.00%	0.17%	0.17%
HAWTHORNE	Lean Power	4,113	0.00%	0.00%	0.02%	1.11%
LOS ANGELES COUNTY	Clean Power	29,541	0.02%	0.00%	0.42%	1.84%
MALIBU	Clean Power	1,388	0.00%	0.00%	0.00%	0.36%
MANHATTAN BEACH	Clean Power	2,004	0.00%	0.00%	0.20%	0.15%
MOORPARK	Clean Power	1,895	0.00%	0.00%	0.16%	2.43%
OJAI	100% Green Power	828	0.00%	0.00%	0.12%	1.09%
OXNARD	100% Green Power	8,740	0.00%	0.02%	0.57%	1.05%
PARAMOUNT	Lean Power	3,155	0.00%	0.00%	0.00%	0.38%
REDONDO BEACH	Clean Power	4,970	0.00%	0.00%	0.24%	0.46%
ROLLING HILLS ESTATES	Lean Power	528	5.11%	0.00%	0.00%	7.77%
SANTA MONICA	100% Green Power	9,140	0.00%	0.69%	0.35%	0.92%
SIERRA MADRE	Clean Power	515	0.00%	0.00%	0.00%	0.39%
SIMI VALLEY	Lean Power	5,890	0.00%	0.00%	0.00%	1.94%
SOUTH PASADENA	Clean Power	1,422	0.00%	0.00%	0.63%	1.05%
TEMPLE CITY	Lean Power	1,427	0.00%	0.00%	0.00%	0.28%
THOUSAND OAKS	100% Green Power	7,501	0.00%	0.03%	0.43%	1.68%
VENTURA	100% Green Power	8,659	0.00%	0.61%	1.40%	1.78%
VENTURA COUNTY	100% Green Power	7,110	0.00%	0.13%	1.08%	2.69%
WEST HOLLYWOOD	100% Green Power	4,111	0.00%	0.00%	0.24%	0.66%
WHITTIER	Clean Power	4,229	0.00%	0.00%	0.14%	0.64%
	Total	143,766	0.02%	0.09%	0.36%	1.25%

Opt Percentage by Default Tier					
Default Tier	Total Eligible Accounts	Opt Up %	Opt Mid %	Opt Down %	Opt Out %
100% Green Power	49,618	0.00%	0.26%	0.67%	1.42%
Clean Power Power	67,313	0.01%	0.00%	0.29%	1.11%
Lean Power	26,835	0.10%	0.00%	0.00%	1.33%
Total	143,766	0.02%	0.09%	0.36%	1.25%



DER Pilot Program Overview

April 24, 2019

Background

- CPA's data management services contract with Calpine Energy Solutions includes a partnership with Olivine to implement a Distributed Energy Resources (DER) Pilot Program
- Olivine is providing both strategic advice on DER program evaluation as well as implementation services for DER programs that CPA may offer to its customers and/or member agencies
- The DER Pilot Program will be launched by January 2020
- The DER Pilot Program will allow CPA to develop critical learning and capabilities in the DER space and inform the local programs strategic planning process



About Olivine

- Olivine is one of the leading infrastructure and service providers that enables distributed and aggregated resources to offer grid services
- Olivine is one of the first third-parties to integrate battery storage and demand-side technologies into California's wholesale energy markets
- Olivine's comprehensive technology platform and operational support team is used by utilities, providers, and resource owners

What are DERs?

- DERs are local, geographically-dispersed resources that enable the shift to consumer choice and cleaner supply
- DERs can supplant air polluting power plants with other cost-effective options
- Drivers of DER growth:

State

- Renewable Portfolio Standard: 60% by 2030
- Executive Order: 5 million ZEVs by 2030
- Storage Mandate (AB 2514)

Federal

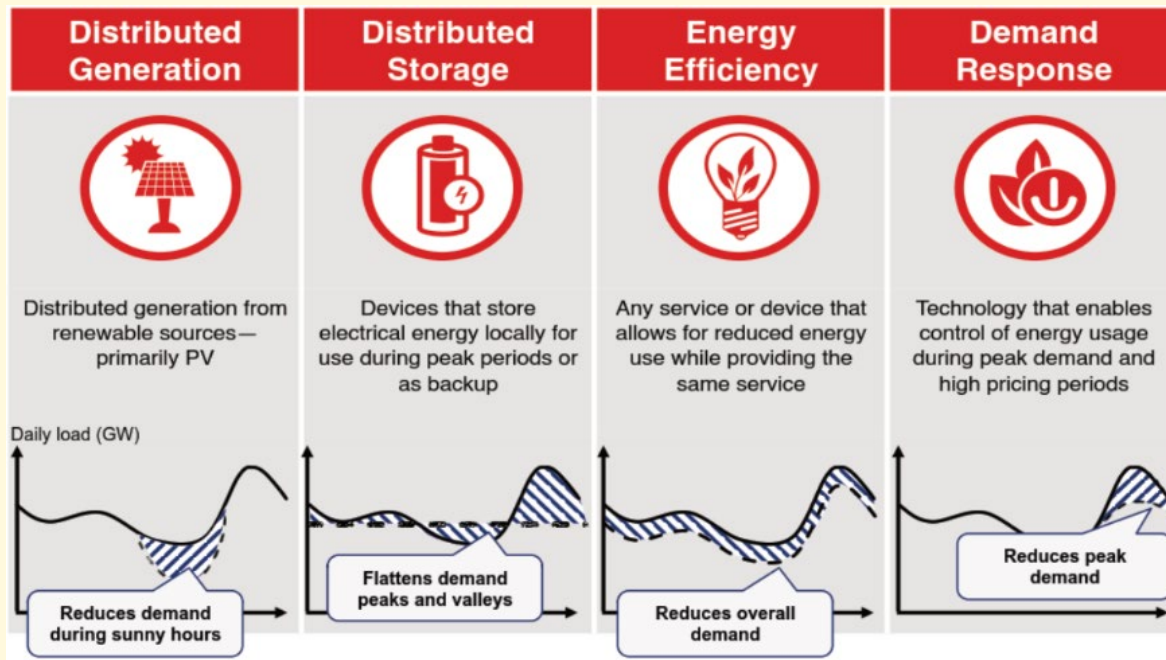
- FERC RM18-9-00: DER Aggregations in Wholesale Markets

Consumer

- Demand for smart-home technologies & EVs

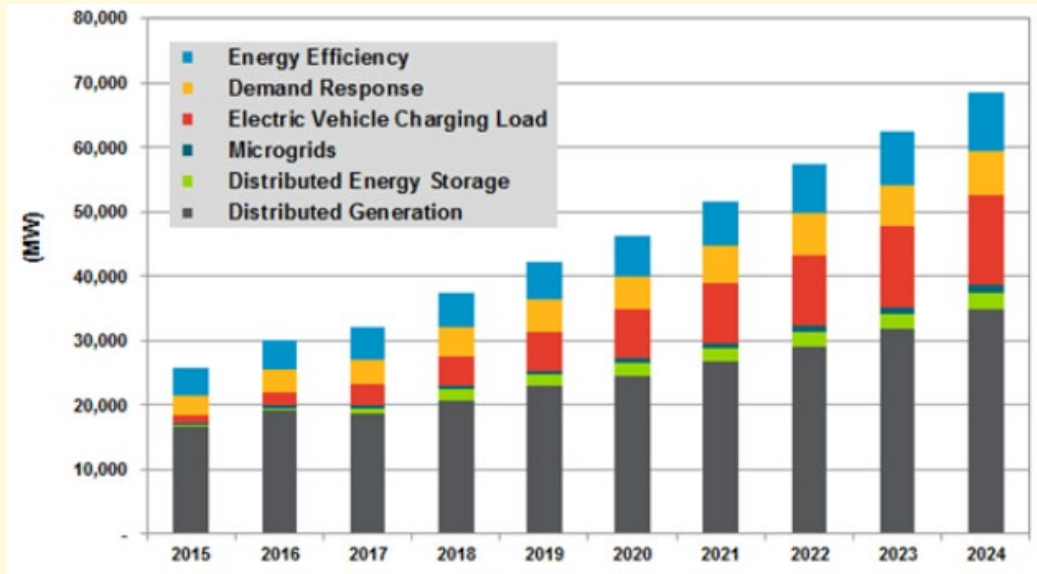
DER Examples

- Various underlying technologies can be considered DERs
- Can be implemented individually or in combination



Growth in DERs

- Forecasted annual installed DER power capacity additions by DER technology, United States 2015-2024



Source: Navigant analysis

DER Value Proposition

CPA Perspective

- Resource adequacy
- Energy procurement reduction by management of system load profile
- CCA storage mandate
- Customer loyalty/engagement
- Local economic development
- Air quality and public health

Customer Perspective

- Unlocks choices for customers to manage energy usage
- Retail energy bill reduction (demand charge management)
- Disaster preparedness and resiliency of critical facilities and infrastructure
- Air quality and public health

Work Plan

- CPA, Olivine, and Calpine are currently working together to meet a 2020 DER Pilot Program launch date

Phase 1

DER Program
Opportunities
Defined

March 25 – June 14

- Evaluate DER program options
- Identify best practices
- Conduct deep dive analysis on top 3*

Phase 2

Pilot Program Plan

June 15 – August 31

- Select pilot*
- Develop design and implementation plan
- Conduct consumer focus or test groups

Phase 3

Implement Pilot

September 6 – Jan 2020

- Board approves DER Pilot Program
- Execute DER Mgmt. Agreement
- Conduct marketing and customer outreach

**Seeking Energy Committee input*

DER Program Assessment

CPA is evaluating program options for a DER pilot based on the following desired outcomes:

- Implement a cost-effective, scalable, and viable model
- Improve local air quality and public health in Southern California
- Reduce greenhouse gas emissions and fossil fuel use in transportation and buildings via electrification
- Address underserved market segments, e.g. renters, multifamily buildings, and customers in Disadvantaged Communities
- Help CPA to cost-effectively manage intermittent resources
- Leverage CPA's member agencies as implementation partners and address specific local needs, including disaster preparedness and infrastructure resiliency

Summary and Next Steps

- CPA will update the Energy Committee on DER program selection, design, and implementation plans through August 2019
- A final DER Pilot Program proposal and budget will be presented to the Board of Directors in September 2019
- CPA targets a program launch in January 2020; the pilot could last as long as four years
- The DER Pilot Program will be conducted in coordination with the local programs strategic planning process