



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

Thursday, January 16, 2020

1:00 p.m.

**555 W. 5th Street, 35th Floor,
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) 269-5892. 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.

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.

Clean Power Alliance Community Advisory Committee
January 16, 2020

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. CONSENT AGENDA

1. Approve Minutes from November 14, 2019 Community Advisory Committee Meeting

IV. REGULAR AGENDA

2. Update from the CPA Executive Director
3. Update on CPA Greenhouse Gas Free Procurement Goals and Resource Allocation
4. Update on Community Based Organization (CBO) Grant Program

V. COMMITTEE MEMBER COMMENTS

VI. ITEMS FOR FUTURE AGENDAS

VII. ADJOURN – NEXT MEETING ON FEBRUARY 13, 2020

***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.*

MEETING of the Community Advisory Committee of the
Clean Power Alliance of Southern California
Thursday, October 10, 2019 1:00 p.m.

MINUTES

555 W. 5th Street, 35th Floor,
Los Angeles, CA, 90013

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. Chair David Haake called the meeting to order at 1:03 p.m. and Christian Cruz, Community Outreach Manager/Interim Board Secretary, conducted roll call.

East Ventura/West LA County	Angus Simmons (Vice Chair)	Present
East Ventura/West LA County	Laura Brown	Absent
East Ventura/West LA County	Lilian Teran Mendoza	Remote
San Gabriel Valley	Richard Tom	Present
San Gabriel Valley	Robert Parkhurst (Vice Chair)	Present
West/Unincorporated Ventura County	Lucas Zucker	Absent
West/Unincorporated Ventura County	Steven Nash	Remote
South Bay	David Lesser	Present
South Bay	Emmitt Hayes	Present

Clean Power Alliance Community Advisory Committee
November 14, 2019

Gateway Cities	Jaime Abrego	Remote
Gateway Cities	Jordan Salcido	Absent
Westside	Cris Gutierrez	Present
Westside	David Haake (Chair)	Present
Unincorporated Los Angeles County	Neil Fromer	Present
Unincorporated Los Angeles County	Kristie Hernandez	Present

III. GENERAL PUBLIC COMMENT

There were no general public comments.

IV. CONSENT AGENDA

1. Approved Minutes from October 10, 2019 Community Advisory Committee Meeting

Vice-Chair provided amendments to the minutes

Motion: Robert Parkhurst, San Gabriel Valley

Second: David Lesser, South Bay

Vote: Item 1 was approved as amended by a unanimous roll call vote.

V. REGULAR AGENDA

2. Received Update from the CPA Executive Director

Ted Bardacke, CPA Executive Director, provided a brief update. Mr. Bardacke announced that CPA recently completed its first financial audit for FY 2018-19. Mr. Bardacke noted that it was clean audit and CPA was positive on revenue, which will help add to the CPA financial reserves of 40% annual operating revenue. Mr. Bardacke indicated getting to the target reserve will help CPA in obtaining a good credit rating.

Mr. Bardacke informed the Committee on Public Safety Power Shutoffs (PSPS) that affected 24,000 customers affected in October to varying degrees. As such, CPA is taking a census on member agency critical facilities and the needs they have, with the expectation on doing some kind of direct install RFP being released to support those critical facilities. Mr. Bardacke announced that CPUC issued a final decision on procurement, which directs LSE to procure 200 megawatts of storage. In addition, the

November 14, 2019

CPUC will petition the State Water Board to keep the Oxnard Power Plant open for one more year and the Redondo Beach Plant for two more years. CPA is in the process of a solicitation for battery storage and there were thirty bidders.

Mr. Bardacke announced the Committee, that the City of Malibu voted 4-1 to change their default level to 100% green. Mr. Bardacke clarified that CPA currently does not have policy when cities change defaults and CPA staff is currently working on such a policy.

Vice-Chair Parkhurst asked the length of time it takes to get a credit rating for CPA. Mr. Bardacke stated that MCE took nearly 7 years of operation and Peninsula Clean Energy took only 2 years of operations, so it varies and there isn't a timeline to point to. However, it is possible that CPA will fall somewhere in the middle of that time frame. Committee member Fromer asked if PSPS affected customers called CPA in large numbers. Mr. Bardacke stated that there wasn't a lot of confusion and is a credit to the CPA communications staff to provide, as much information as possible on PSPS events. Committee member Fromer also asked about any possible rebates for affected customers of PSPS events, similar to what PG&E is offering, and if there has been any discussion with SCE. Mr. Bardacke stated that CPUC could order refunds but has not done so. However, CPA cannot ask for rebates or refunds legally at this time. Vice-Chair Simmons asked where the 200 megawatts number came from. Mr. Bardacke stated it was a statewide mandate and partitioned that mandate among all LSE. Additionally, the decision by the CPUC was made quickly, however, it is a reliability issue that needed to be handled and it is perceived that they are asking too much from LSE. Mr. Bardacke stated that CPA was already going to do battery storage but now the timeline has been accelerated and it is likely pricing will go up because of the demand for storage.

3. Update on Local Programs Goals and Priorities Strategic Planning Process.

Doug Nordham and Tara Davis from, ARUP, provided an update. Based on the outreach, a recommended set of prioritized local programs is being developed that includes a program comparison tool. Mr. Nordham highlighted that the goals and priorities identified by the outreach undertaken, were categorized into outcomes and then what program what accomplish that specific outcome. Mr. Nordham also highlighted the identified program categorization and specific programs within categories. Committee member Gutierrez asked about how widespread the engagement including the survey that was utilized. Allison Mannos, Senior Marketing Manager, stated that the survey was distributed in various languages to a large distribution list and responses were very good. Staff collected zip code information that indicated where respondents came from all over CPA territory.

Clean Power Alliance Community Advisory Committee
November 14, 2019

Mr. Nordham highlighted the intent of the program tool design. This included the prioritization of programs, investment in programs around co-benefits, and adjustment of program to maximize co-benefits. Mr. Nordham specified that this tool is just a comparative tool for programs. Committee member Nash asked for clarification on the term Load Shape. Mr. Nordham stated the Load Shape referred to energy use throughout the day hourly. This to better understand when energy is being used throughout the day. Committee member Fromer asked if there are programs that will encourage fuel switching. CPA and ARUP affirmed there will be programs that allow for fuel switching.

Mr. Nordham discussed the evaluation of potential programs. Based on stakeholder goals and priorities programs refined to roughly eight programs that would achieve those goals and priorities. Programs that were identified fell in the categories of resiliency, storage, electrification, and local generation. Mr. Nordham provided an example of the program evaluation tool on EV programs. Mr. Nordham highlighted, that the tool into account feasibility, cost, impact to DACs, and if it provides resiliency. The tool then associates an overall weighted score between 1-10.

Committee member Nash asked about key inputs. Specifically, on CNI customer savings. Mr. Nordham clarified that the estimated CNI customers who have installed a charger savings would be approximately 140 gallons of gasoline per customer site with 16 charger ports.

Mr. Nordham reviewed the implementation of programs. This included a review of creating a cohort of member agencies to implement programs that would benefit all agencies. This implementation could also include an innovation fund to help cities leverage funding for projects or provide seed money for projects.

Committee member Gutierrez commented that there seems to be no programs that would allow for the inclusion of diverse set of member agencies. Ms. Davis did clarify that each program is intended to include equity. However, there are programs identified, such as EV charging, that impacted communities would not even consider, because those that live in the communities would likely not have the vehicles to utilize those charging station and thus the program would only benefit a specific few member agencies. Vice-Chair Haake also commented that there are currently identified there seems to be only one program that doesn't limit which CPA customers can take advantage. Therefore, as proposed the programs are not enough, if CPA is to reach all communities and different customers. Committee member Fromer commented a resident that rents and uses public transportation would likely only be able to take advantage of one proposed program, which means the positive impact the programs would have for those customers would be very minimal. Gina Goodhill, CPA Policy Director, commented that a CPA delivery system, such as a set-aside of funding for impacted communities or underrepresented communities would

help to advance potential programs. Chair Haake agreed that education and outreach is key to advance deep penetrations of programs.

VI. COMMITTEE MEMBER COMMENTS

Committee member Nash commented that CPA should reach out to automakers to have uniformity on vehicle charging infrastructure. Committee member Gutierrez announced that there will be a December 12th climate strike.

VII. ITEMS FOR FUTURE AGENDAS

Committee member Lesser requested that a presentation be given to the Committee on resiliency, at a future meeting.

VIII. ADJOURN – NEXT MEETING ON January 16, 2019

Committee Chair David Haake adjourned the meeting at 3:07 p.m.



Staff Report – Agenda Item 2

To: Clean Power Alliance (CPA) Board of Directors
From: Ted Bardacke, Executive Director
Subject: Update from the CPA Executive Director
Date: January 16, 2020

Reliability and Clean Energy RFO Update

CPA launched two Request for Offers (RFOs) in 2019 to support our long-term procurement efforts. The first is the 2019 Reliability RFO for energy storage projects between 10MW and 100MW in size. This RFO was in response to the CPUC requirement for all Load Serving Entities to procure incremental capacity to support system reliability. On December 18, the Energy Planning and Procurement Committee approved a shortlist of 12 projects, a summary of which is attached. Contracts for these projects are expected to be ready for Board consideration in the spring of 2020.

The second RFO is the 2019 Clean Energy RFO, consisting of two tracks. The Utility Scale track is for projects between 10MW and 400MW in size and is for standalone renewable energy projects or renewable energy projects paired with energy storage. Projects in this track must be online no later than December 31, 2023. The Distributed Track is for projects located in Los Angeles or Ventura counties between 500kW and 10MW in size and is for renewable energy, renewable energy paired with energy storage, or standalone energy storage. These projects must be online by December 31, 2024.

CPA received over 30 conforming offers in the Distributed track and over 50 in the Utility Scale track. The Energy Committee is expected to consider a shortlist for Utility Scale track in January 2020 and the Distributed track in February 2020 with Power Purchase Agreements likely to be ready for Board consideration in the spring and summer of 2020.

In parallel, staff is continuing negotiations with one remaining solar + storage project from the 2018 Clean Energy RFO.

Community Solar and Disadvantaged Communities Green Tariff

Over the holidays, CPA submitted an Advice Letter to the California Public Utilities Commission requesting funding for two new programs benefitting Disadvantaged Communities and Low-Income Customers.

First, the Community Solar program would allow CPA to develop 3.13MW of solar projects in Disadvantaged Communities (approximately 5 to 8 individual projects) within its service territory and allocate the energy produced by those projects to customers within a five-mile radius. Those customers would get a 20% bill discount. Second, the Green Tariff program would allow CPA to develop a larger renewable energy project or projects, up to 12.19MW, and allocate the energy produced by those projects to low-income customers anywhere in CPA's service territory. Those customers would also get a 20% bill discount, on top of their already existing CARE or FERA discount.

Funding from the CPUC will cover the customer bill discount, the above-market procurement costs for the new renewable energy projects, staff administrative costs, and provide funds for marketing, education and evaluation. The source of the CPUC funds are proceeds from California's Greenhouse Gas Cap-and-Trade program as well as public purpose program funding contributed by all California ratepayers in territories served by Investor Owned Utilities. CPA is the first CCA to apply to implement this program and expects approval of its application to take up to six months.

California Electric Vehicle Infrastructure Project (CALeVIP)

In January, CPA submitted a Letter of Intent to the California Energy Commission (CEC) proposing a minimum financial contribution of \$533,000 in 2021 to the CALeVIP South-Central Coast Initiative Project, with the potential for additional funding between 2021-2023. The funds would be used to provide rebates for publicly accessible Level 2 (L2) and Level 3 Direct Current Fast Chargers (DCFC) by commercial and public CPA

customers through a regional program administered by the Center for Sustainable Energy. CPA's contribution would leverage between \$4.1 million and \$6.4 million in project funding from CEC for Ventura County and an additional \$600,000-\$1,500,000 in funding from the Ventura County Air Pollution Control District.

Program Background

California's aggressive electric vehicle (EV) goals include reaching 5 million EVs on the road by 2030 and 250,000 EV charging stations by 2025. Southern California regional EV adoption is outpacing the availability of infrastructure for EV drivers. CALeVIP was launched to spur the rapid deployment of publicly accessible L2 and Level 3 DCFC through targeted incentive projects based on regional needs. The State allocated \$58 million in current funding for the CALeVIP program and up to \$200 million in future funding. In August 2018, four Southern California counties (Los Angeles, Orange, Riverside, San Bernardino) were awarded \$29 million in incentives for DCFC projects with no local partners. About one-third of those funds remain. CPA has begun discussions with CALeVIP about additional state funding potential for L2 chargers in CPA's Los Angeles County territory should CPA offer a local match.

In the meantime, the CEC has begun to prioritize contributions from local partners in its decision to award new regional CALeVIP initiatives. CEC has proposed potential funding in 2021 for a South-Central Coast Incentive Project, which would provide incentive funding for Ventura, Santa Barbara, and San Luis Obispo Counties. CPA's contributions would be directed solely to its Ventura County service territory and customers.

CALeVIP Project Guidelines

The CEC establishes potential project funding based on a gap analysis of charging needs by county. Although not a requirement, CEC encourages local entities to collaborate at the regional level on proposed projects, including providing local match funding. In the regional projects awarded to date, CCAs have been significant source of local match funding, along with regional air districts.

2021 South-Central Coast Incentive Project

Potential CEC funding for the South-Central Coast region is shown on the table below:

County	Estimated Gap (Number of Chargers)		Potential CEC Funds		
	Level 2	DCFC	Level 2 (50% of Gap)	DCFC (30% of Gap)	Total
San Luis Obispo	272	37	\$707,200	\$610,500	\$1,317,700
Santa Barbara	752	124	\$1,955,200	\$2,046,000	\$4,001,200
Ventura	1,291	48	\$3,356,600	\$792,000	\$4,148,600
TOTAL					\$9,467,500

Depending on the strength of local partner commitments, the Ventura County funding from CEC could potentially increase from \$4.1 million to \$6.4 million. CPA has participated in preliminary discussions with the following potential project partners for the South-Central Coast Incentive Project:

- Ventura County Air Pollution Control District
- Ventura County Regional Energy Alliance
- Santa Barbara and San Luis Obispo County Air Districts
- Monterey Bay Community Power (Board approved \$1.75 million over three years on 1.8.20)

To streamline the application process and expedite deployment of chargers, CEC has established “pillar requirements” for use of project funds. Those guidelines can be accessed here: <https://calevip.org/ev-charging-station-permitting-guidebook>.

If awarded, CEC funding along with other partner funds would provide significant leverage for CPA’s investment – approximately three dollars of CEC and partner investments for every dollar invested by CPA. The turnkey platform and program administration provided by CSE would expedite program launch, fund disbursement, charger installations, and eliminate the need to build internal capacity and tools from scratch. The tri-county partnership would leverage regional resources, public agency collaborations and community outreach channels. CEC and partner funds allocated to Ventura County

would be reserved for Ventura County applicants, and CPA funds will only be used for CPA customers. It would also provide CPA with access to EV customers for demand response purposes, although customer participation in any demand response program would be voluntary.

After submitting its Letter of Intent, CPA plans to participate in continual discussions with CSE and the project partners through March 2020 and receive notification whether the South-Central Coast Incentive Project is selected by the CEC for funding in June 2020. If selected, work would potentially commence in September 2020.

Financial Performance

December's Board meeting featured a presentation on CPA's financial performance from July to October of 2019. As noted during that presentation, performance during the first quarter of Fiscal Year 2019/2020 was below expectations but performance began to improve in October, with energy revenues 4% higher than budgets and energy costs 10% less than budgeted. Net income for October was \$8.7 million greater than budget forecast. The monthly financial dashboard for October is attached to this report.

Opt-Actions

At the end of 2019, CPA's commercial (Phases 1, 2, and 4) opt-out rate was 6.37%. CPA's commercial customer base has essentially stabilized in terms of number of accounts, but a few large "subset customers" may opt-out in the coming months. The opt-out rate for new commercial customers who have started accounts since CPA's initial enrollment is significantly lower at 2.03% overall.

CPA's Residential (Phase 3) opt-out rate is 5.36% and has reached steady state. Opt-out rates among new residential move-ins is significantly lower at 1.59% overall and 1.77% for new 100% Green customers. A summary of opt-action data by jurisdiction is attached. Total opt-out by load is estimated to be 15.14% reflecting higher opt-out rates among large commercial customers.

Beginning next month, CPA will be revising its opt-out reporting methodology to combine mass enrollment opt-out numbers with new move-ins and move-outs to report an overall “participation rate.” This will allow staff to monitor significant changes in customer behavior while controlling for the weekly churn of move-ins, move-outs and other typical account changes.

Upcoming Events & Community Outreach

January 21, 2020, Rancho Palos Verdes City Council Meeting: CPA staff will be present at the Council Meeting for the City of Rancho Palos Verdes to answer questions as the Council discusses participation in a CCA.

January 22, 2020, Calabasas City Council Meeting: CPA staff will present an informational update on CPA activities at the Council Meeting for the City of Calabasas.

January 28, 2020, Lake Los Angeles Rural Town Council Meeting: CPA staff will provide a presentation on how CPA works and answer customer questions at the Lake Los Angeles Rural Town Council meeting in Antelope Valley.

January 26 – 28, 2020, VerdeXchange: CPA staff will be hosting a booth at the 2020 VerdeXchange conference at the LA Grand Hotel in Downtown Los Angeles. This multi-sector green tech event features a variety of speakers that will address a discussion on California and the Western States as opportunity-rich markets for renewables, sustainable practice, and finance.

More information here: <https://www.verdexchange.org/>

Attachments:

- 1) 2019 Reliability RFO Shortlist
- 2) October 2019 Financial Dashboard
- 3) Customer Opt-Actions Report

2019 Reliability RFO Shortlist

12 Projects

2021 Online Date

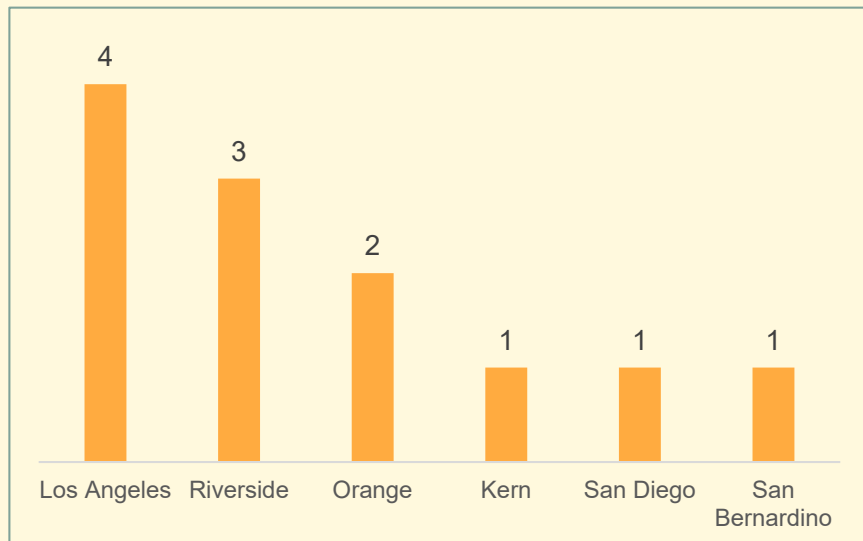
Project	MW Range	Online	Environmental Stewardship	Benefits to DACS	Workforce Development	Project Location	Development Risk Score	City
Project A	31-70	Q3 2021	Medium	Neutral	High	Medium	High	Blythe
Project C	0-30	Q3 2021	High	High	High	High	High	Whittier
Project D	0-30	Q2 2021	High	High	High	High	High	Pomona
Project F	0-30	Q3 2021	High	High	High	Medium	High	Santa Ana
Project G	71-100	Q2 2021	Medium	Medium	High	High	High	Lancaster
Project I	31-70	Q3 2021	High	High	High	Medium	High	Stanton
Project J	71-100	Q3 2021	Neutral	Neutral	High	Medium	High	Unincorporated San Diego County
Project K	31-70	Q3 2021	Neutral	High	High	Medium	High	Victorville
Project L	71-100	Q3 2021	Neutral	High	High	Medium	High	Mojave, CA

2022 and 2023 Online Date

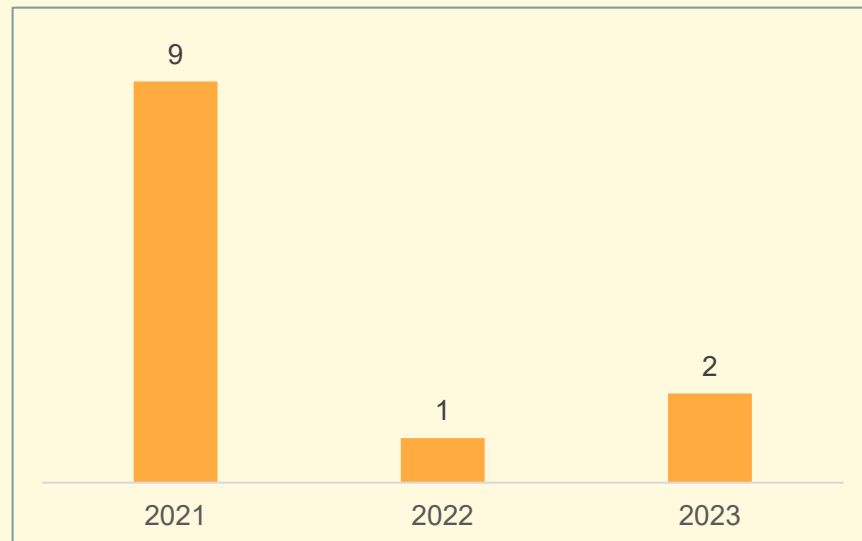
Project B	71-100	Q3 2023	Neutral	Neutral	High	Medium	High	Palm Springs
Project E	71-100	Q2 2022	High	High	High	High	High	Irwindale
Project H	71-100	Q2 2023	Medium	Medium	High	Medium	High	Blythe

Summary of Shortlisted Projects

PROJECTS BY COUNTY



PROJECTS BY COMPLIANCE YEAR



QUALITATIVE CRITERIA SCORES

	Environmental Stewardship	Benefits to DACS	Workforce Development	Project Location	Development Risk Score
High	42%	58%	100%	33%	100%
Medium	25%	17%	0%	67%	0%
Neutral	33%	25%	NA	NA	NA
Low	0%	0%	0%	0%	0%



Financial Dashboard

Summary of Financial Results

YTD
October
2019

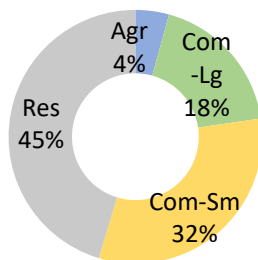
Active Accounts

1,040,000

Opt-Out %

4.9%

YTD Sales Volume
4,301 GWh

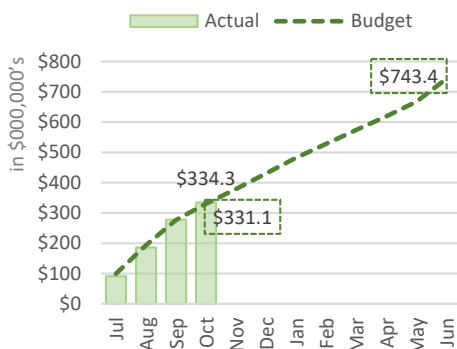


in \$000,000's

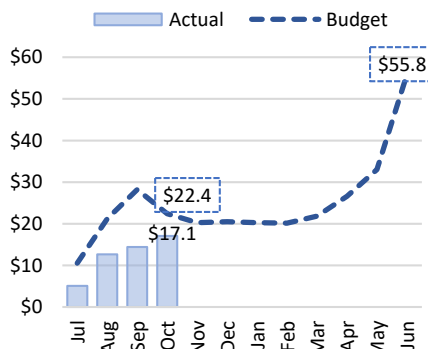
	October				Year-to-Date			
	Actual	Budget	Variance	%	Actual	Budget	Variance	%
Energy Revenues	\$56.2	\$54.0	\$2.2	4%	334.3	331.1	3.2	1%
Cost of Energy	\$53.5	\$59.8	-\$6.2	-10%	317.2	308.6	8.6	3%
Net Energy Revenue	\$2.7	-\$5.8	\$8.4	-146%	17.1	22.4	-\$5.3	-24%
Operating Expenditures	\$1.9	\$2.2	-\$0.3	-13%	7.1	8.5	-\$1.4	-16%
Net Income	\$0.7	-\$8.0	\$8.7	-109%	10.0	13.9	-\$3.9	-28%

- CPA recorded results for October 2019 that were significantly better than budgeted results. Results for the month included reversal of charges from the California Independent Systems Operator relating to July and August 2019. Results were also favorably impacted by warmer weather and higher revenue in October. Expenditures remain within authorized budget limits.
- For year-to-date:
 - Revenues of \$334.3 million were \$3.2 million or 1% above budgeted revenues.
 - Cost of energy of \$317.2 million were 3% above budgeted energy costs.
 - Operating expenditures of \$7.1 million were 16% lower than budgeted primarily due to lower than budgeted staffing, legal services, and Data & SCE service fees.
 - Net income of \$10.0M was \$3.9 million below budgeted net income of \$13.9M.
 - Management believes that available liquidity and bank lines of credit are sufficient for CPA to continue to meet its obligations.

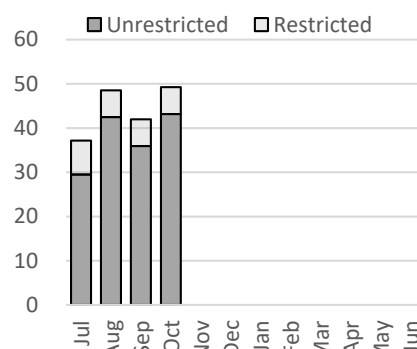
Cumulative Revenue



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 - December 23, 2019

Opt Percentage by City & County						
CPA Cities & Counties	Default Tier	Total Eligible Accounts	Opt Up %	Opt Mid %	Opt Down %	Opt Out %
AGOURA HILLS	Lean Power	7,405	0.38%	0.22%	0.00%	6.95%
ALHAMBRA	Clean Power	30,641	0.13%	0.00%	1.01%	2.78%
ARCADIA	Lean Power	19,767	0.13%	0.08%	0.00%	2.83%
BEVERLY HILLS	Clean Power	15,208	0.18%	0.00%	1.28%	1.80%
CALABASAS	Lean Power	9,094	0.20%	0.14%	0.00%	3.45%
CAMARILLO	Lean Power	25,941	0.40%	0.28%	0.00%	8.57%
CARSON	Clean Power	25,185	0.09%	0.00%	0.92%	2.70%
CLAREMONT	Clean Power	11,779	0.50%	0.00%	1.88%	7.49%
CULVER CITY	100% Green Power	16,402	0.00%	1.26%	3.46%	3.86%
DOWNEY	Clean Power	33,990	0.06%	0.00%	1.02%	3.14%
HAWAIIAN GARDENS	Clean Power	3,198	0.03%	0.00%	0.97%	2.06%
HAWTHORNE	Lean Power	25,145	0.13%	0.03%	0.00%	1.59%
LOS ANGELES COUNTY	Clean Power	283,636	0.12%	0.00%	1.26%	3.31%
MALIBU	Clean Power	5,644	0.21%	0.00%	1.58%	3.03%
MANHATTAN BEACH	Clean Power	14,269	0.57%	0.00%	2.22%	3.08%
MOORPARK	Clean Power	11,513	0.30%	0.00%	2.89%	14.20%
OJAI	100% Green Power	3,113	0.00%	1.12%	4.88%	8.42%
OXNARD	100% Green Power	50,700	0.00%	0.47%	2.62%	6.27%
PARAMOUNT	Lean Power	12,851	0.03%	0.02%	0.00%	1.76%
REDONDO BEACH	Clean Power	29,732	0.34%	0.00%	1.72%	2.68%
ROLLING HILLS ESTATES	100% Green Power	2,949	0.00%	2.03%	6.99%	5.87%
SANTA MONICA	100% Green Power	47,998	0.00%	0.68%	3.00%	5.62%
SIERRA MADRE	Clean Power	4,871	0.70%	0.00%	2.01%	4.45%
SIMI VALLEY	Lean Power	41,820	0.15%	0.15%	0.00%	9.57%
SOUTH PASADENA	100% Green Power	10,828	0.00%	0.65%	2.99%	3.75%
TEMPLE CITY	Lean Power	11,681	0.12%	0.06%	0.00%	3.01%
THOUSAND OAKS	100% Green Power	45,559	0.00%	1.80%	7.14%	16.95%
VENTURA	100% Green Power	39,562	0.00%	1.12%	4.03%	10.20%
VENTURA COUNTY	100% Green Power	31,214	0.00%	0.90%	4.75%	11.56%
WEST HOLLYWOOD	100% Green Power	23,375	0.00%	0.46%	1.87%	2.26%
WHITTIER	Clean Power	28,439	0.15%	0.00%	1.41%	4.15%
Total		923,509	0.12%	0.31%	1.89%	5.36%

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%	0.95%	3.97%	8.56%
Clean Power Power	498,105	0.17%	0.00%	1.34%	3.55%
Lean Power	153,704	0.19%	0.13%	0.00%	5.59%
Total	923,509	0.12%	0.31%	1.86%	5.36%

Clean Power Alliance - Non-Residential Customer Status Report - As of December 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	1,582	0.00%	0.00%	0.00%	6.57%
ALHAMBRA	Clean Power	5,007	0.00%	0.00%	0.56%	7.01%
ARCADIA	Lean Power	3,681	0.00%	0.19%	0.00%	3.02%
BEVERLY HILLS	Clean Power	4,431	0.02%	0.00%	0.65%	2.41%
CALABASAS	Lean Power	1,274	0.00%	0.00%	0.00%	8.24%
CAMARILLO	Lean Power	5,165	1.28%	0.17%	0.00%	7.88%
CARSON	Clean Power	4,941	0.00%	0.00%	0.65%	6.48%
CLAREMONT	Clean Power	1,617	0.06%	0.00%	0.93%	5.32%
CULVER CITY	100% Green Power	3,529	0.00%	0.68%	1.59%	4.79%
DOWNEY	Clean Power	4,769	0.00%	0.00%	0.67%	4.11%
HAWAIIAN GARDENS	Clean Power	584	0.00%	0.00%	0.51%	0.86%
HAWTHORNE	Lean Power	4,113	0.00%	0.02%	0.00%	3.12%
LOS ANGELES COUNTY	Clean Power	29,541	0.03%	0.01%	0.78%	3.83%
MALIBU	Clean Power	1,388	4.03%	0.00%	0.07%	4.18%
MANHATTAN BEACH	Clean Power	2,004	4.84%	0.00%	0.95%	4.24%
MOORPARK	Clean Power	1,895	1.06%	0.00%	0.74%	7.28%
OJAI	100% Green Power	828	0.00%	1.57%	4.59%	7.00%
OXNARD	100% Green Power	8,740	0.10%	0.21%	9.22%	8.58%
PARAMOUNT	Lean Power	3,155	0.06%	0.00%	0.00%	4.37%
REDONDO BEACH	Clean Power	4,970	0.00%	0.00%	0.89%	3.22%
ROLLING HILLS ESTATES	Lean Power	528	5.11%	0.19%	0.00%	7.95%
SANTA MONICA	100% Green Power	9,140	0.18%	0.77%	2.86%	6.44%
SIERRA MADRE	Clean Power	515	0.00%	0.00%	2.14%	3.11%
SIMI VALLEY	Lean Power	5,890	0.20%	0.03%	0.00%	6.33%
SOUTH PASADENA	Clean Power	1,422	0.07%	0.00%	1.27%	2.25%
TEMPLE CITY	Lean Power	1,427	0.00%	0.00%	0.00%	1.19%
THOUSAND OAKS	100% Green Power	7,501	0.07%	0.19%	3.71%	13.76%
VENTURA	100% Green Power	8,659	0.01%	1.48%	4.86%	9.52%
VENTURA COUNTY	100% Green Power	7,110	0.08%	1.32%	3.56%	19.23%
WEST HOLLYWOOD	100% Green Power	4,111	0.00%	0.34%	1.75%	3.14%
WHITTIER	Clean Power	4,229	0.00%	0.00%	0.64%	2.93%
	Total	143,766	0.23%	0.28%	1.88%	6.37%

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%	0.76%	4.40%	9.91%
Clean Power Power	67,313	0.27%	0.00%	0.75%	4.17%
Lean Power	26,835	0.40%	0.07%	0.00%	5.31%
Total	143,766	0.23%	0.28%	1.88%	6.37%



Staff Report – Agenda Item 3

To: Clean Power Alliance (CPA) Community Advisory Committee

From: Ted Bardacke, Executive Director

Subject: CPA Greenhouse Gas Free Procurement Goals and Resource Allocation

Date: January 16, 2020

Staff will provide a presentation on CPA's greenhouse gas (GHG) free procurement goals and resource allocation.



Staff Report – Agenda Item 4

To: Clean Power Alliance (CPA) Community Advisory Committee

From: Allison Mannos, Senior Manager, Marketing and Customer Engagement

Subject: Update on Community Based Organization (CBO) Grant

Date: January 16, 2020

SUMMARY

Clean Power Alliance recently launched a Community Based Organization Outreach Grant (CBO Grant) that will fund non-profits, ethnic Chambers of Commerce, and other local organizations to conduct outreach amongst underserved residents and/or small businesses in Los Angeles or Ventura counties. The goal of the CBO Grant program is to reach low-income customers in Disadvantaged Communities (DAC) and provide education on CPA service, the benefits of clean energy and financial incentives through CARE and FERA, CPA Power Response (CPA's Distributed Energy Response pilot program), and the DAC Green Tariff customer program (pending CPUC funding/approval). CPA's launch of the CBO Grant originated in part from feedback gathered during the Local Programs Strategic Plan community engagement process calling for culturally competent and intensive outreach to these customer populations.

Eight grants are being offered of up to \$20,000 each for work conducted between March 2020 – March 2021. Applicants awarded the full amount of \$20,000 will be expected to reach 5,000 residents and/or small businesses during the grant timeframe. There will be an emphasis on in-person engagement opportunities and CPA will offer training and translated outreach kits to awarded applicants. Applications must be received via email by January 31, 2020 at 5:00 p.m. PST. Questions about the CBO Grant must be submitted via email by January 20, 2020 to Allison Mannos at amannos@cleanpoweralliance.org. Responses will be posted on the CPA website on January 24, 2020.

CPA has promoted the CBO Grant opportunity to a diverse list of stakeholders compiled through its Local Programs Strategic Plan process and has engaged the CAC and member agencies to assist in encouraging CBOs to apply. The CBO Grant materials are provided as attachments to this staff report, and CAC members are encouraged to continue reaching out to potential applicants to raise awareness about this program.

On January 16, staff will provide an update on the CBO Grant application and selection process, interest received to date, and seek additional feedback from CAC members on implementation of the CBO Grant awards.

- Attachments:**
- 1) CBO Grant Instructions
 - 2) CBO Grant Application
 - 3) CBO Grant FAQ
 - 4) CBO Grant Presentation



**Request for Applications for
Community Based Organization (CBO) Outreach Grant
Applications due: January 31, 2020 at 5:00 p.m.**

Please submit your application, supporting materials and questions to
Allison Mannos, Senior Manager of Marketing and Customer Engagement: amannos@cleanpoweralliance.org.

Community Based Organization Outreach Grant Summary

Clean Power Alliance (CPA) is seeking support from organizations that have expertise in community outreach and communications to underserved residents or small business in Los Angeles or Ventura counties to assist us in engaging with our hard to reach customers.

The CPA Community Based Organization Outreach Grant (CBO Grant) offers funding opportunities for CBOs currently serving community members who are also CPA customers (both residents and/or small businesses) to provide education on the benefits of clean energy and financial incentives through new and existing customer programs.

CPA invites any organization specializing in outreach including, but not limited to: non-profits, non-governmental organizations, trade groups, and Chambers of Commerce or other business associations (collectively referred to as "CBOs") to submit an application for our CBO Grant to conduct outreach to residents and small businesses in key underserved communities in Los Angeles and Ventura counties. The grants offered are up to \$20,000 for work conducted between March 2020 – March 2021. Applications must be received via email by January 31, 2020 at 5:00 p.m.

Background on Clean Power Alliance

CPA believes in a clean energy future that is local, where communities are empowered, and customers are given a choice about the source of their energy. Established in 2017 as a Joint Powers Authority with Los Angeles County, Rolling Hills Estates, and South Pasadena as founding members, CPA is now the Community Choice Aggregation (CCA) provider for 32 jurisdictions across Los Angeles and Ventura Counties. CPA is one of 19 operational CCAs across California, enabled by State Law (AB 117) that passed in 2001. CCAs purchase clean power, and Investor Owned Utilities (which in CPA's service territory is Southern California Edison, or SCE), continue to deliver that power through existing transmission lines. SCE also continues to handle customer billing and is responsible for resolving any issues with electricity service.

CPA automatically enrolled customers into its CCA service in phases from early 2018 through summer 2019, and we now serve approximately one million business and residential customers. The following communities make up CPA's territory:

Unincorporated Los Angeles County, unincorporated Ventura County, and the cities of: Agoura Hills, Alhambra, Arcadia, Beverly Hills, Calabasas, Camarillo, Claremont, Carson, Culver City, Downey, Hawaiian

Gardens, Hawthorne, Malibu, Manhattan Beach, Moorpark, Ojai, Oxnard, Paramount, Redondo Beach, Rolling Hills Estates, Santa Monica, Sierra Madre, Simi Valley, South Pasadena, Temple City, Thousand Oaks, Ventura, Westlake Village (launches in June 2020), West Hollywood, and Whittier.

CBO Grant Program Goals

CPA invites CBOs to apply for this CBO Grant that will fund educational outreach about CPA to your members, clients, businesses, and other targeted underserved audiences who are also our residential or small business customers. The CBO Grant program is designed to foster collaboration between CPA and trusted local organizations to support CPA as we seek to reach underserved residential and small business customers and achieve the following goals:

1. Enhance understanding of CPA's service, electricity bills, and benefits and increasing enrollment in financial assistance programs
2. Enroll customers in CPA's Power Response programs
3. Enroll customers in CPA's Disadvantaged Communities Green Tariff

Focus Area #1: Increase General Understanding of CPA and Enrollment in Financial Assistance Programs

The first area of grantees' focus will be to conduct general education and outreach about how CPA works to increase awareness and trust with customers in Disadvantaged Communities (DACs) and underserved populations. Specific topics will include, but are not limited to: explaining what community choice aggregation is and how CPA differs from SCE, dispelling common myths about CCAs, explaining the automatic enrollment process, answering standard billing questions, and directing customers to CPA's full suite of resources and Customer Service Center.

This area of focus will also include information on various financial assistance programs that customers are eligible for, including: the California Alternate Rates for Energy (CARE) program, which offers a 30% bill discount to customers who qualify based on income or participation in other public assistance programs; the Family Electric Rate Assistance (FERA) program, which offers an 18% bill discount to families of 3 or more people who qualify based on income or participation in other public assistance programs; and the Medical Baseline Program, which provides additional energy to a customer's normal baseline allocation if a member of the household needs electrically-powered medical equipment.

Focus Area #2: Enroll Customers in CPA Power Response Programs

CPA Power Response is a collection of distributed energy resource (DER) demand response pilot programs launching in early 2020. CPA Power Response will give our customers an opportunity to earn incentives and save energy. CPA Power Response involves offering customers certain financial incentives to reduce energy through their existing installed smart technologies at their businesses or homes. CPA Power Response will focus on residential smart thermostats, residential and commercial solar and battery storage systems, and commercial electric vehicle chargers.

Enrolled customers will be asked to participate in "demand response events," which are power saving events called by CPA during which CPA will ask customers to voluntarily reduce their energy consumption during peak energy times. One of CPA's priorities is to enroll customers in DACs into CPA Power Response who will receive higher financial incentives for participating. CPA hopes to expand these pilot programs into larger scale programs in the future.

Focus Area #3: Enroll Customers in the Disadvantaged Communities Green Tariff (DAC-GT)

The third area of focus will be educating and encouraging customers to sign up for CPA's future DAC-GT anticipated to launch in late 2020. The DAC-GT will be contingent on receipt of California Public Utilities Commission (CPUC) funding. The purpose of DAC-GT is to provide access to community solar for residential customers within DACs in CPA's service territory. Community solar projects consist of small solar farms installed in the community that allow multi-family and other customers unable to normally access rooftop solar to reap the economic benefits of solar. Participants will receive 20% bill discounts.

Targeted Communities

CPA is seeking CBOs that have expertise with reaching underserved residential and small business customers across our service territory, with a focus on DACs.

Specific customer segments include:

- Low-income residential
- Seniors
- Small businesses of any kind in these targeted communities
- Residential customers eligible for CARE, FERA, and Medical Baseline discounts
- Residential or small business customers who primarily communicate in a language other than English, including, for example, Mandarin, Cantonese, Spanish, or Tagalog

CBO Grant Program Eligibility, Funding, and Work Schedule

All CBOs with an established track record of reaching low-income residents and/or small businesses in Los Angeles and Ventura counties are eligible and encouraged to apply. Grants will be awarded in amounts of up to \$20,000. CPA expects organizations seeking the full \$20,000 amount to reach a minimum of 5,000 households and/or small businesses. Organizations that do not have capacity to reach 5,000 households and/or small businesses may use this application to apply for grants of smaller amounts proportionate to their outreach capacity, as specified in their application form. CPA expects the schedule for work to be completed from March 2020 – March 2021, with a final grant report completed by April 30, 2021.

CBO Grant Program Deliverables

CPA expects that recipients of CBO Grants will include CPA's key message in their existing outreach, communications, services, and programs. Grantees will collaborate with CPA staff to provide messaging to targeted households or small businesses that have been identified in your grant application.

Outreach should include a mix of in-person presentations and conversations at events and digital outreach, including but not limited to door-to-door outreach to residents and businesses, email blasts (based on confirmed click through rates of these communications), documented social media reach, and other creative outreach ideas based on your organization's capacity. In-person outreach methods are required but may be supplemented with other forms of engagement. Grantees are also expected to collect information from customers through quantitative and qualitative surveys.

Grantees will collaborate with CPA to customize messaging, with CPA providing translated and tailored materials for each Focus Area (discussed in the “CBO Grant Program Goals” section), creative content, and speakers as needed. Upon receiving the grant award, CPA will provide three mandatory one-day trainings which will be required for all grantee staff implementing the outreach on: 1) Presenting key messages on CPA’s service, customer bills, and CARE/FERA/Medical Baseline financial assistance programs; 2) Presenting key messages on CPA Power Response customer programs; and 3) Presenting key messages on DAC-GT programs.

A. Deliverable: Monthly Report

Grantees will be expected to produce short monthly progress reports with a CPA provided template, a three-month check in call with CPA staff, and a final report and invoice due on April 30, 2021.

Requirements for All Reports

Each monthly report will include:

- Invoice with expenses and administrative costs by line item
- Statistics on how many people were reached through each outreach method
- Customer-reported demographics of people reached based on target populations
- Community feedback on CPA messaging
- Community input on programs
- Lessons learned

B. Deliverable: Three-month progress call

As mentioned above, grantees will be expected to join a three-month progress conference call with CPA staff to discuss successes, challenges, additional support needed, and other topics.

C. Deliverable: Final Report

As discussed above, CPA expects a Final Report by April 30, 2021. The Final Report should include the information required in the monthly reports (including a final invoice) as well as recommendations for how to optimize existing CPA programs’ design, provide or suggestions for future CPA programs and/or outreach methods to benefit the target audiences based on feedback you’ve collected.

The Final Report should also include five high resolution photos of your outreach activities, with signed participant waivers.

CBO Grant Selection Criteria

Grantee organizations will be selected by CPA based on the following criteria:

1. Demonstrated outreach capacity to key community members/customers in the Targeted Communities described above
2. Quality of proposed plan to meet required CBO Grant Deliverables
4. Experience with meeting similar outreach grant deliverables

CPA will give preference for any CBO based in CPA’s service territory.

CBO Grant Application Process and Requirements

Interested CBOs must complete a CBO Grant application as specified herein. You must email your completed application as an attached PDF document, along with all other required attachments to Allison Mannos, Senior Manager of Marketing and Customer Engagement, amannos@cleanpoweralliance.org. Questions about the CBO Grant must be submitted via email by January 20, 2020 to this email address. Responses will be posted online at cleanpoweralliance.org/jobs on January 24, 2020.

All application materials are due electronically by January 31st, 2020 at 5 P.M. Pacific Time.

Organizations may submit one application per organization for a CBO grant for an amount up to \$20,000. Grants will be paid 50% up front, and 30% upon completion of a three-month progress call with CPA, and the remaining 20% upon CPA's receipt of the Final Report. All grantees will be required to enter into a grant agreement with CPA specifying the terms of the funding.

Applicants must complete a CBO Grant application form with the following information and attachments:

1. The legal name of organization and contact information.
2. Grant amount being requested, expected customer reach by your CBO, and a summary explaining how the amount being requested would meet the expected reach of your CBO's proposal.
3. Your organization's history of and demonstrated capacity to reach and effectively communicate with CPA's Targeted Communities, namely:
 - Low-income residential
 - Seniors
 - Residential customers eligible for CARE, FERA, and Medical Baseline discounts
 - Residential or small business customers who communicate primarily in a language other than English, including but not limited to Mandarin, Cantonese, Spanish, or Tagalog

In this section, please also provide quantitative measures of your organization's previous outreach capacity for other work your organization has done specifically in our service territory (such as annual attendees at past events and workshops, residents or businesses served, annual caseload, etc.). Specific measures related to our Target Communities outlined above are appreciated. Examples of supplemental communications reach (social media, e-newsletters, etc.) are also helpful.

4. Your proposed work plan and timeline to meet required grant deliverables during the time period of March 2020 – March 2021. (See CBO Grant application.) Please include:

- A specific plan detailing your proposed outreach methods, including estimated reach per activity/timeframe. *(Examples include counting numbers of people who will receive information about CPA while visiting an event booth, estimated open rates of email newsletters or social media post interactions, or estimating the number of clients who will receive CPA information during case management, etc.)*

5. A simple budget for implementing your proposed workplan, including staff time, overhead, and direct expenses for your proposal. (See CBO Grant application, budget section.) CPA will provide grantees with

printed flyers, banners, and other tabling materials for outreach events. Qualified expenses that can be included in the total grant amount can include live translation, event registration costs, food, mileage, and/or childcare.

6. Your organization's history of meeting similar grant deliverables for other funders.

In addition to the sections described above, you must attach the following components to your CBO Grant Application form for a complete submission:

7. Required Attachments:

- If applying as a non-profit, please provide an IRS 501(c)(3) determination letter, for your organization or your fiscal sponsor, as well as:
 - Your organization's most recent annual financial statement
- If working with a fiscal sponsor, your fiscal sponsor organization will need to provide:
 - A fiscal sponsorship letter taking responsibility for your organization's fiscal administration
 - A letter of request authorizing your organization to apply to CPA for the amount you are requesting
 - The fiscal sponsor's most recent financial statement
- If applying as a Chamber of Commerce/business membership association, please provide an IRS 501(c)(6) determination letter for your organization, as well as:
 - Your organization's most recent annual financial statement
- For all CBOs, a list of 2-3 references for relevant work/projects

8. Optional Attachments (if Available):

- Examples of materials or reports from similar outreach work recently conducted by your organization



2020 Community Engagement Grant Application: Due January 31, 2020, 5 P.M.

Please submit your application, supporting materials and questions to: Allison Mannos,
Senior Manager of Marketing and Customer Engagement:
amannos@cleanpoweralliance.org.

Section 1

Name of Organization

Address

Contact Name

Contact Email

Contact Phone Number

Preferred Grant Award

Expected Customer Reach

\$

Section 2

Summary of Proposal

Section 3

History of reaching targeted residents/small businesses in CPA Service Territory (please list numbers reached and your methods)

Section 4

Work Plan and Timeline

<i>Workplan Task</i>	<i>Timeline of Task</i>

Section 6

Organization's History of Meeting Grant Deliverables



Community Based Organization Outreach Grant (CBO Grant) FAQ

Are membership organizations, such as chambers of commerce or other business associations eligible to apply?

Yes. All types of nonprofits or service-based organizations, as well as business membership organizations that have a track record of reaching low-income residents or small businesses are eligible to receive the grant.

Can we treat the CBO grant as a sponsorship for our current activities?

The purpose of this grant is to promote new and creative ways to engage hard to reach CPA customers. Your proposal must identify what approaches you will take to achieve this goal. We will not sponsor an organization's existing activities that lack a CPA focused outreach component.

How many targeted communities does our organization have to serve in order to receive a grant?

CPA prefers applications that cover more than one city/community but is receptive to smaller portions of our territory according to what organizations propose and would scale down the grant dollar amount accordingly. In order to receive the \$20,000 grant, organizations would need to meet a targeted reach of 5,000 residents and/or businesses.

What kind of activities is CPA looking for organizations to do with this grant?

CPA is looking for organizations to actively engage in-person with our customers. For example, creative, face to face engagement activities that reach target groups, such as holding an Understanding Your Energy Bill workshop, would count as active engagement. An example of a non-active engagement would be putting our logo on your website.

Can we include outreach event specific costs, such as event registration fees, food or mileage in our budget?

Yes, you can include those costs in your proposed budget for CPA outreach specific events (as opposed to events your organization would be doing that lack a CPA outreach component). Qualified costs include event registration fees, food and/or childcare services for events, live translation, and mileage to the event. If your organization anticipates any other costs not listed here, please discuss with CPA's Senior Marketing Manager, Allison Mannos at: amannos@cleanpoweralliance.org.



Community Based Organization Outreach Grant (CBO Grant)

January 16, 2020 CAC Meeting

Top 5 Things You Should Know About the CBO Grant

- It's a one-year outreach grant (March '20-21) targeting DACs and underserved low-income residential AND small business customers
- 8 grantees will be selected across both LA and Ventura Counties.
- CBOs need to reach 5000 people, with an emphasis on in-person engagement
- Outreach will be focused on:
 1. Enhancing understanding of CPA's service, electricity bills, and benefits and increasing enrollment in CARE/FERA programs
 2. Enrolling customers in CPA's Power Response programs
 3. Enrolling customers in CPA's Disadvantaged Communities Green Tariff
- Grants are for up to \$20,000 and due 01/31 by email to Allison



Next Steps

- The RFP instructions, application form, and FAQ are currently available on cleanpoweralliance.org/jobs
- Applicants have until 01/20 to submit RFP questions, with answers being posted online 01/24.
- Once grant applications are received 01/31, a committee of CPA External Affairs team staff and CAC members will review them the week of 02/03.
- CBOs will be graded both quantitatively and qualitatively based on their ability to meet the RFP requirements
- Applicants will be notified the week of 02/10 about whether they were selected. Awards will be disbursed this week to winning CBOs.
- The first CBO training will be held the week of 02/24, w/CBO kits disseminated at the same time.



Questions?