

# Community Advisory Committee

Thursday, September 12, 2019

1:00 p.m.

# **I. Welcome & Roll Call**

## **II. General Public Comment**

# III. Regular Agenda

# Item 1

Approve Minutes from July 11, 2019  
Community Advisory Committee Meeting

# Item 2

Staff Update on Operational Activities including  
Voyager Scholarship Program, Financial  
Performance, Energy Procurement, and  
Customer Billing



# 2019 Clean Energy RFO

September 4, 2019

# Agenda

- Recap of 2018 Clean Energy RFO
- Procurement drivers
- 2019 Clean Energy RFO process



## Summary of 2018 Clean Energy RFO

- CPA launched its first Clean Energy RFO in October 2018, with the goal of contracting for 1-2 million MWh of renewable energy
- CPA requested offers from renewable, renewable plus storage, and standalone storage projects
- CPA received a robust response from over 230 facilities
- The RFO resulted in 1.2 million MWh of contracted generation<sup>1</sup>:



(1) Includes solar + storage PPA currently under negotiation

## Lessons Learned

- CPA's 6 evaluation criteria<sup>1</sup> were effective in guiding project selection
- To increase CPA's optionality in negotiations, more projects should be included in the initial shortlist
- The selection process, including an RFO review team with Board member participation, was effective and will be used in the 2019 RFO
- CPA received limited responses from local projects; a more targeted procurement process may yield more local project proposals and eventual projects

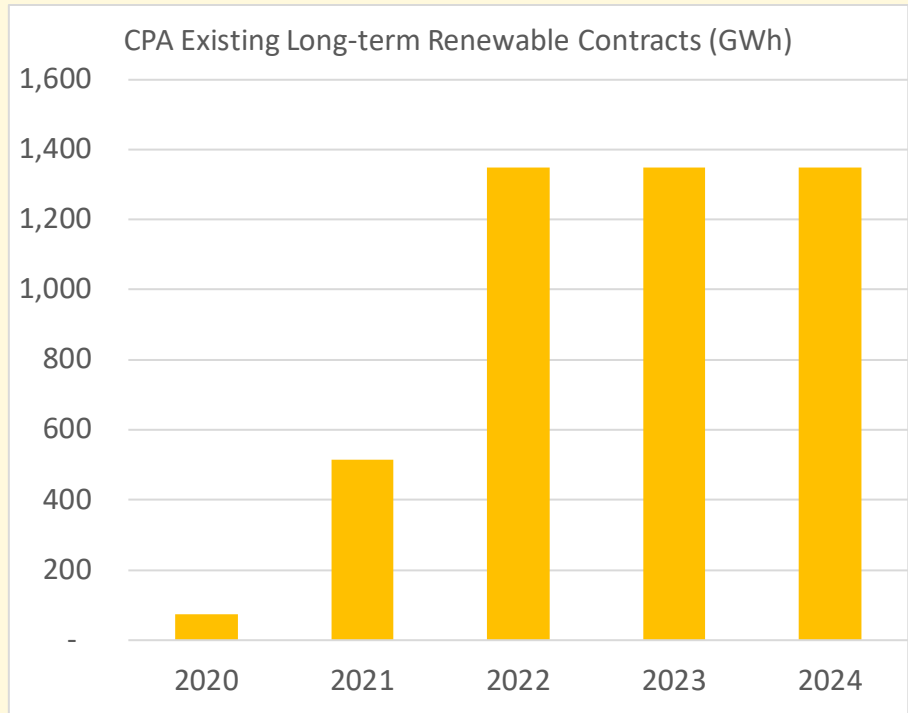
(1) Value, development risk, environmental stewardship, workforce development, project location, benefits to Disadvantaged Communities

## Procurement Drivers

- Securing long-term clean energy contracts is critical for CPA
  - SB 350 long-term contracting requirements
  - Cost savings through long-term pricing
  - Load-resource balance considerations (portfolio diversity)
  - New steel in the ground

# Current Long-term RPS Portfolio

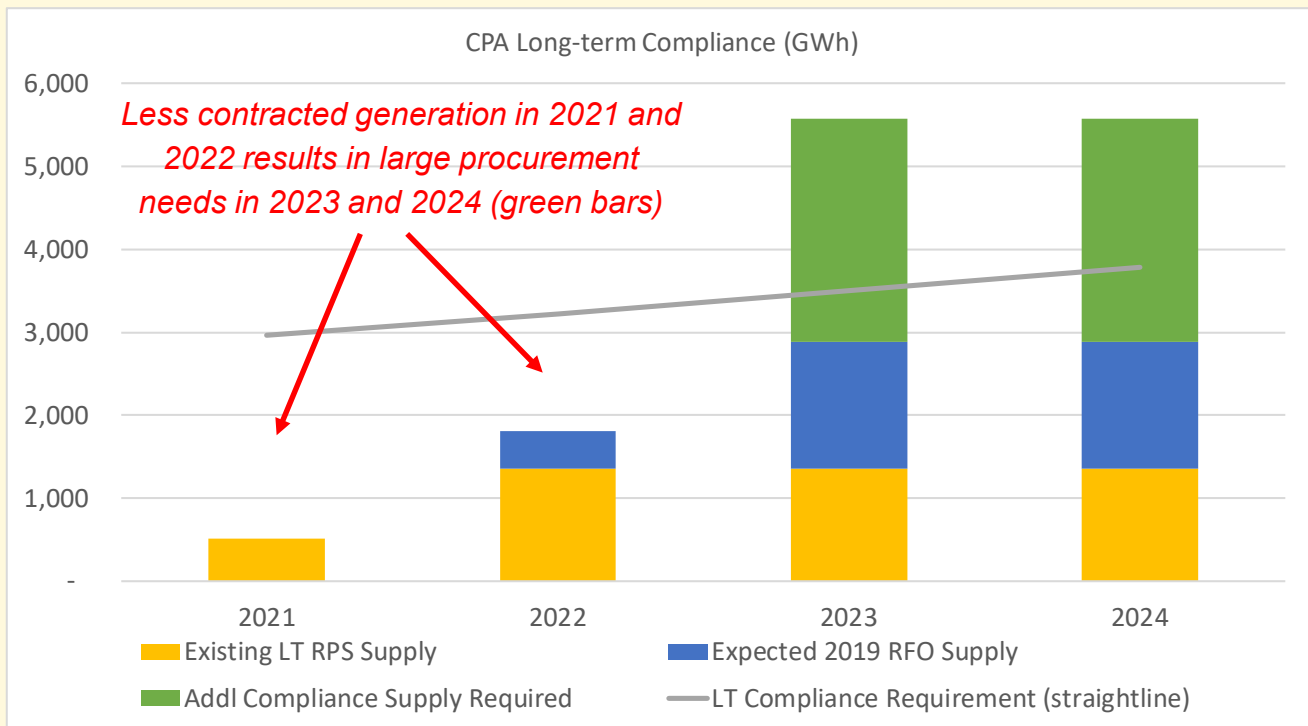
- Voyager Wind
- Arlington Solar
- Golden Fields Solar
- Isabella Hydro
- Solar + Storage (under negotiation)



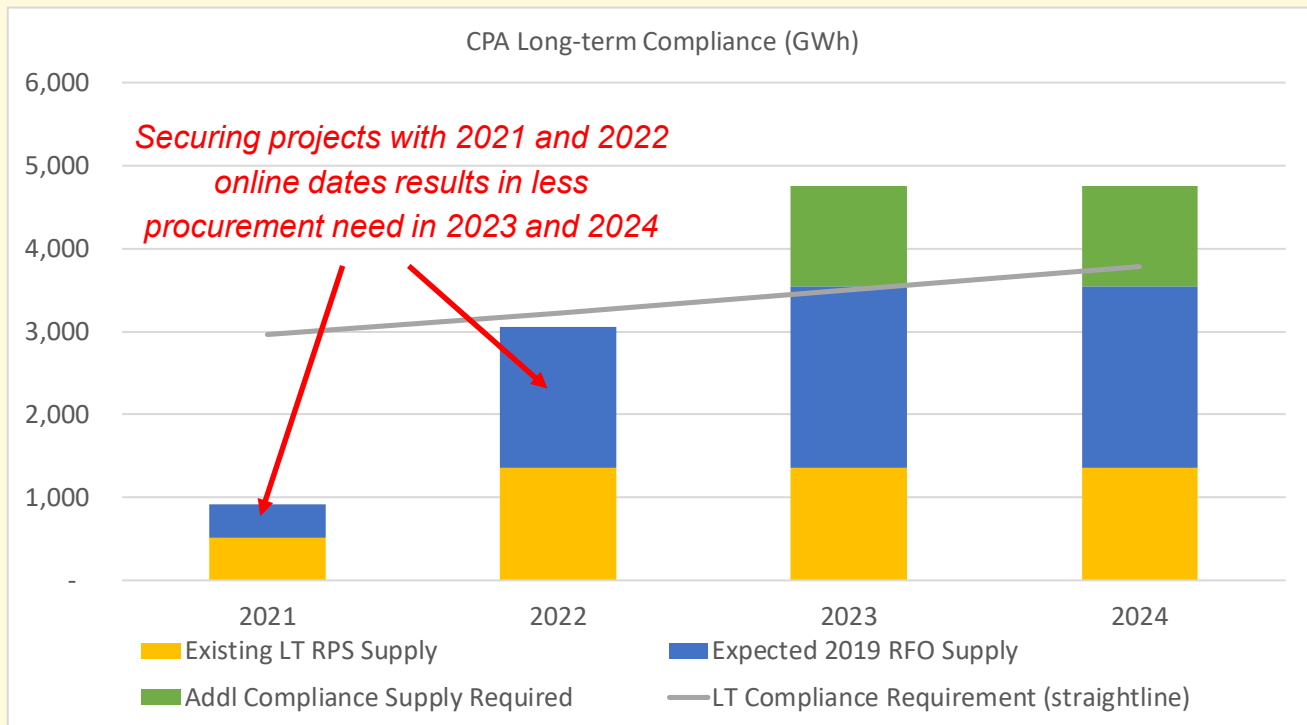
## Long-Term Procurement Requirement and Project Timing

- SB 350 requires CPA to secure at least 65% of its RPS obligations through long-term (10+ years) contracts over the 2021-2024 compliance period
- Projects with earlier online dates will help CPA meet its compliance requirement early and reduce catch up that would need to be made in later years (examples on next slides)
- Meeting compliance requirements in the near term allows CPA to become more selective over time in terms of price, location, innovation
- Opportunities to contract with new-build resources with 2020 and 2021 online dates are limited due to development timelines

## Path to Compliance – Later Online Dates (Illustrative)

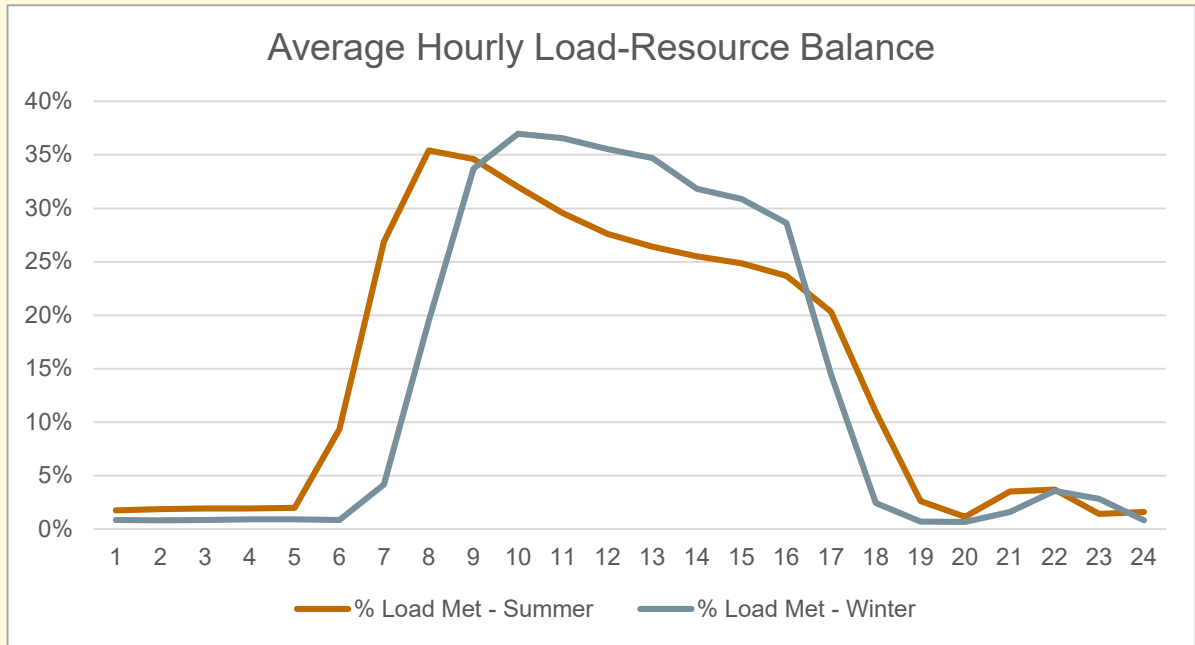


## Path to Compliance – Earlier Online Dates (Illustrative)



## Portfolio Diversity is Critical

- CPA's current portfolio is largely solar, therefore resource diversity will be an important consideration in portfolio selection





## 2019 Clean Energy RFO

- CPA plans to launch its 2019 Clean Energy RFO in October
- To enhance competitiveness of smaller local projects, a two-track RFO is contemplated:
  - Utility-Scale Procurement Track (10 MW or larger)
  - Distributed Procurement Track (less than 10 MW and located in Los Angeles and Ventura counties)
- The Utility-Scale Procurement Track will seek proposals from projects with online dates of 2023 and earlier and use the same 6 evaluation criteria as the 2018 Clean Energy RFO
- Criteria for the Distributed Procurement Track will be discussed during the September 25<sup>th</sup> Energy Committee meeting

## 2019 RFO Schedule

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<b>Date</b>	<b>Action</b>
Mid-October	Launch 2019 Clean Energy RFO
Late-October	Conduct RFO Bidder Webinar
Mid-November	Bids Due
Mid-December	Longlist Selection
Mid-January	Energy Committee Shortlist Approval
Early February	Exclusivity Agreements Due
February – April	PPA Negotiations
May-June	Board Consideration of PPAs

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*Schedule may be subject to change*

## Summary

- CPA will be launching its 2019 Clean Energy RFO in October and will incorporate lessons learned from the 2018 solicitation
- Task Order for RFO Support Services for the 2019 Clean Energy RFO is on the September 5<sup>th</sup> Board Agenda
- Staff will provide a more detailed proposal for the Distributed Procurement Track to the Energy Committee on September 26<sup>th</sup>

# Item 3

Discuss 2019/2020 Marketing and Outreach  
Plan

# Marketing & Outreach Plan: FY 19-20

September 12, 2019 CAC Meeting

# Marketing & Outreach Plan – 2019/2020

## OBJECTIVES

**Engage customers  
in new actions**

**Expand external  
presence and grow  
audience**

# Marketing & Outreach Plan – Objective #1: Engage Customers in New Actions

## What would this look like?

- Encourage more opt ups / Green Leaders
- Enroll commercial and residential customers in DER, Community Solar, and local programs
- Show tangible benefits of CPA to local communities
- Boost CARE and FERA enrollment



## How can CPA best achieve that? (A few examples are below)

- Educate customers and solicit their enrollment in DER pilot and Local Programs to hit our program target goals
- Leverage CAC, cities, stakeholders, & Community Based Organizations (CBO Program)
- Promote opt up campaign

# Marketing & Outreach Plan – Objective #2: Expand presence and grow audience

## What would this look like?

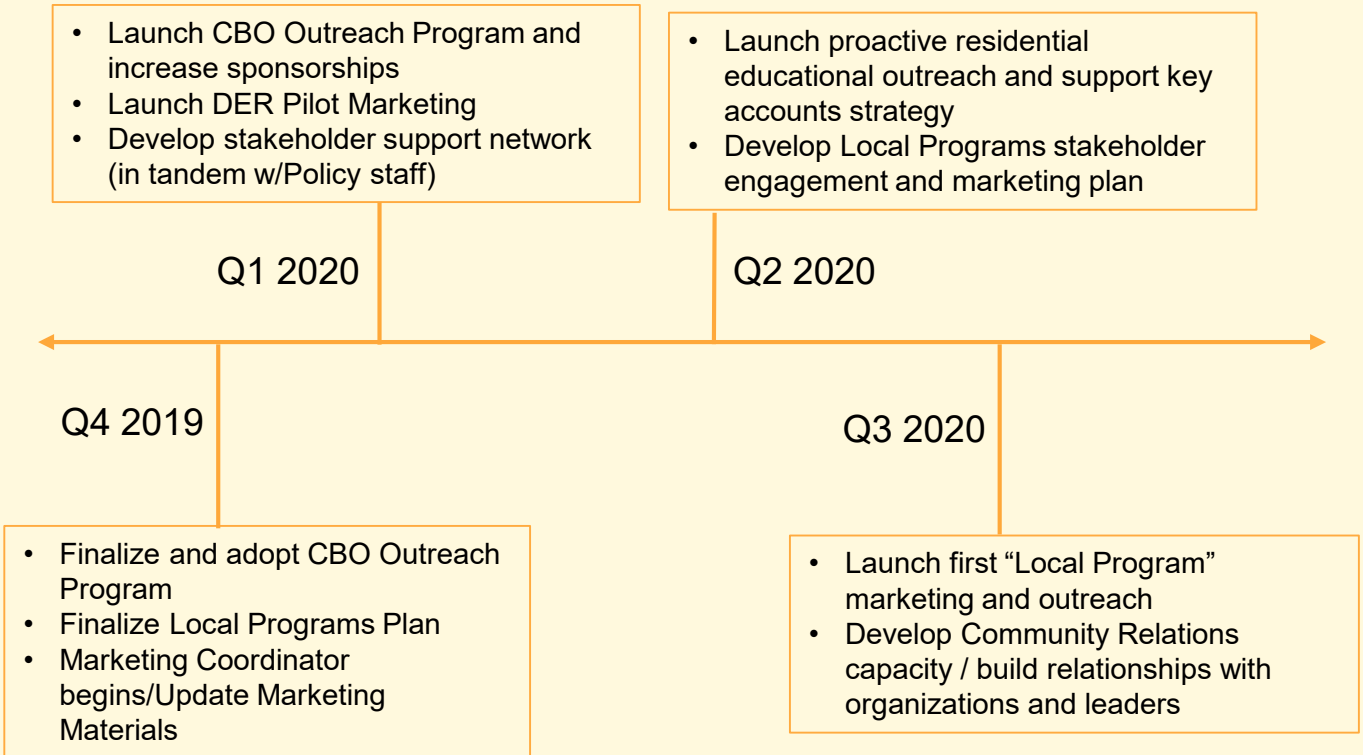
- Build proactive and long-term community partnerships
  - Partner with and engage customers and organizations
  - Organize / activate broader support network
  - Engage with and ensure underserved and low-income customers benefit from our programs
  - Marketing support for commercial customer engagement and partnerships
- Position ourselves as industry and legislative/ regulatory policy leaders

## How can CPA best achieve that? (A few examples are below)

- Strengthen relationships with legislators through one-on-one meetings
- Become a member of influential organizations
- Launch more stakeholder facing communications – e.g. CPA “e-newsletter”



# Marketing & Outreach Expansion Timeline 2019-2020



# **IV. Committee Member Comments**

# **V. Items for Future Agendas**

# **VI. Adjourn**

**Next Meeting – October 10, 2019**

