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:
  - 11 shortlisted projects
  - 7 exclusive negotiations
  - 2 executed PPAs
  - 2 PPAs under negotiation

(1) Includes solar + storage PPA currently under negotiation
Lessons Learned

• CPA’s 6 evaluation criteria\(^1\) 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

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\(^1\) 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)

Less contracted generation in 2021 and 2022 results in large procurement needs in 2023 and 2024 (green bars)

- CPA Long-term Compliance (GWh)

- 2021: Existing LT RPS Supply
- 2022: Expected 2019 RFO Supply, Addl Compliance Supply Required
- 2023: LT Compliance Requirement (straightline)
- 2024: LT Compliance Requirement (straightline)
Path to Compliance – Earlier Online Dates (Illustrative)

Securing projects with 2021 and 2022 online dates results in less procurement need in 2023 and 2024.

- Existing LT RPS Supply
- Expected 2019 RFO Supply
- Addl Compliance Supply Required
- LT Compliance Requirement (straightline)
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 25th Energy Committee meeting
## 2019 RFO Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Action</th>
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<tbody>
<tr>
<td>Mid-October</td>
<td>Launch 2019 Clean Energy RFO</td>
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<tr>
<td>Late-October</td>
<td>Conduct RFO Bidder Webinar</td>
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<td>Mid-November</td>
<td>Bids Due</td>
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<td>Mid-December</td>
<td>Longlist Selection</td>
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<td>Mid-January</td>
<td>Energy Committee Shortlist Approval</td>
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<td>Early February</td>
<td>Exclusivity Agreements Due</td>
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<td>February – April</td>
<td>PPA Negotiations</td>
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<td>May-June</td>
<td>Board Consideration of PPAs</td>
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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 5th Board Agenda

• Staff will provide a more detailed proposal for the Distributed Procurement Track to the Energy Committee on September 26th
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

Q4 2019
- Finalize and adopt CBO Outreach Program
- Finalize Local Programs Plan
- Marketing Coordinator begins/Update Marketing Materials

Q1 2020
- Launch CBO Outreach Program and increase sponsorships
- Launch DER Pilot Marketing
- Develop stakeholder support network (in tandem w/Policy staff)

Q2 2020
- Launch proactive residential educational outreach and support key accounts strategy
- Develop Local Programs stakeholder engagement and marketing plan

Q3 2020
- Launch first “Local Program” marketing and outreach
- Develop Community Relations capacity / build relationships with organizations and leaders
IV. Committee Member Comments
V. Items for Future Agendas
VI. Adjourn

Next Meeting – October 10, 2019