

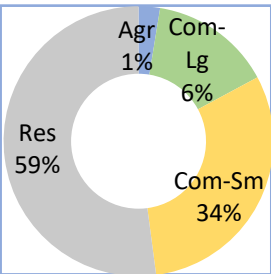
YTD  
Mar  
2021

Active Accounts  
1,006,000

Participation Rate  
95.22%

YTD Sales Volume  
11,101 GWh

Mar Sales Volume  
878 GWh



## Summary of Financial Results

in \$000,000's	March				Year-to-Date			
	Actual	Budget	Var	%	Actual	Budget	Var	%
Energy Revenues	\$52.4	47.7	4.7	10%	617.3	568.4	48.9	9%
Cost of Energy	\$50.2	49.4	0.8	2%	596.1	537.8	58.3	11%
Net Energy Revenue	\$2.2	-1.8	3.9	223%	21.2	30.7	-9.4	-31%
Operating Expenditures	\$2.2	2.6	-0.4	-15%	18.3	24.1	-5.8	-24%
Net Income	-\$0.1	-4.4	4.3	99%	2.9	6.6	-3.6	-55%

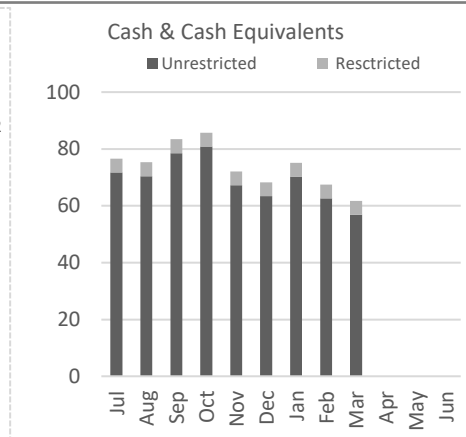
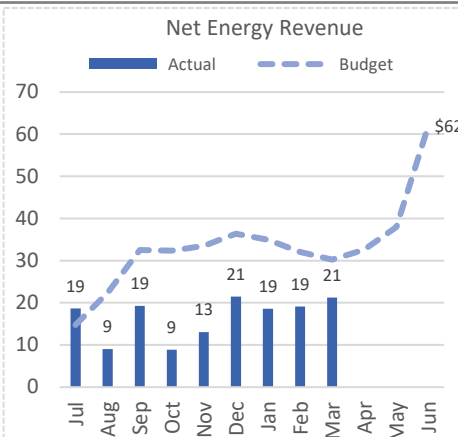
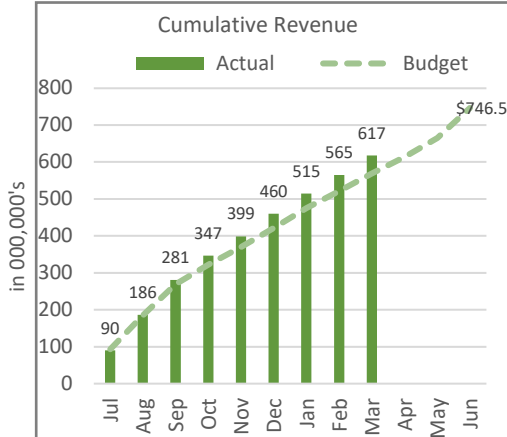
*Note: Numbers may not sum up due to rounding.*

CPA recorded a loss of \$79 thousand in March 2021, decreasing year to date net income to \$2.9 million. March net income was \$4.3 million above the budgeted loss of -\$4.4 million. Year to date net income is \$3.6 million or 55% below budget.

March results were positively impacted by higher than budgeted retail energy use and revenue, the \$1.3 million sale of surplus 2020 renewable energy credits that were not needed to meet CPA's 2020 targets, and operating expenses that were below budget.

As of March 31, 2021 CPA had \$56.8 million in cash and cash equivalents, \$36.85 million available on its line of credit and no bank or other debt outstanding. The net position was \$49.6 million and Fiscal Stabilization Fund balance was \$17.39 million. CPA renewed its \$37 million credit facility with River City Bank in April 2021.

CPA is in compliance with its bank and other credit covenants and is in sound financial health.



### Definitions:

**Accounts:** Active Accounts represent customer accounts of active customers served by CPA per Calpine Invoice.

**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, 2020

**CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA**  
**STATEMENT OF NET POSITION**  
**As of March 31**

	<b>2021</b>	<b>2020</b>
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 56,883,382	\$ 58,571,859
Accounts receivable, net of allowance	65,342,208	51,230,278
Accrued revenue	30,654,440	30,455,759
Market settlements receivable	-	1,540,831
Other receivables	3,090,307	190,150
Prepaid expenses	1,350,724	1,929,464
Deposits	7,386,767	612,000
Restricted cash	4,826,700	6,097,000
Total current assets	169,534,528	150,627,341
Noncurrent assets		
Capital assets, net of depreciation	497,610	56,534
Deposits	188,875	248,185
Total noncurrent assets	686,486	304,719
Total assets	170,221,013	150,932,060
<b>LIABILITIES</b>		
Current liabilities		
Accounts payable	1,984,596	1,218,229
Accrued cost of electricity	77,964,100	85,042,203
Other accrued liabilities	1,415,130	3,369,896
User taxes and energy surcharges due to other governments	5,983,145	4,446,725
Loans payable to County of Los Angeles	-	9,835,608
Supplier security deposits	8,024,000	3,367,200
Unearned Program Funds	1,146,733	-
Total current liabilities	96,517,704	107,279,861
Noncurrent liabilities		
Loans payable to County of Los Angeles	-	-
Loans payable to River City Bank	-	-
Supplier security deposits	6,724,000	1,157,000
Deferred rent	1,667	-
Total noncurrent liabilities	6,725,667	1,157,000
Total liabilities	103,243,371	108,436,861
<b>DEFERRED INFLOWS OF RESOURCES</b>		
Fiscal Stabilization Fund	17,392,965	-
<b>NET POSITION</b>		
Investment in capital assets	497,610	56,534
Restricted for collateral	4,826,700	6,097,000
Unrestricted	44,260,367	36,341,665
Total net position	\$ 49,584,677	\$ 42,495,199

**CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA**  
**STATEMENT OF REVENUES, EXPENSES**  
**AND CHANGES IN NET POSITION**  
**July 1 through March 31**

	<b>2021</b>	<b>2020</b>
<b>OPERATING REVENUES</b>		
Electricity sales, net	\$ 607,619,632	\$ 596,622,170
Revenue transferred from/(to) Fiscal Stabilization Fund	9,607,035	-
Other revenue	119,479	-
Total operating revenues	617,346,146	596,622,170
<b>OPERATING EXPENSES</b>		
Cost of electricity	596,103,440	553,747,256
Contract services	12,468,958	12,816,203
Staff compensation	4,755,947	2,848,018
General and administration	1,114,991	713,760
Total operating expenses	614,443,336	570,125,237
Operating income (loss)	2,902,810	26,496,933
<b>NONOPERATING REVENUES (EXPENSES)</b>		
Interest income	207,605	211,153
Interest and related expenses	(111,373)	(201,867)
Other revenue	-	-
Financing costs	-	-
Total nonoperating revenues (expenses)	96,232	9,286
<b>CHANGE IN NET POSITION</b>	2,999,042	26,506,219
Net position at beginning of period	46,585,635	15,988,978
Net position at end of period	\$ 49,584,677	\$ 42,495,197

**CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA**  
**STATEMENT OF CASH FLOWS**  
**July 1 through March 31**

	<b>2021</b>	<b>2020</b>
<b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>		
Net operating income (loss)	\$ 2,902,810	\$ 26,496,935
Adjustments to reconcile operating income to net cash provided (used) by operating activities		
Depreciation expense	41,936	14,066
Revenue adjusted for allowance for uncollectible accounts	7,213,646	5,682,249
Expenses paid directly from loan proceeds		
(Increase) decrease in:		
Accounts receivable	(7,023,378)	(6,238,479)
Energy market settlements receivable	147,873	4,032,826
Other receivables	(2,743,969)	167,304
Accrued revenue	18,538,110	38,323,567
Prepaid expenses	4,994,856	95,086
Deposits	(4,154,057)	(732,185)
Increase (decrease) in:		
Accounts payable	(675,205)	(1,422,791)
Energy market settlements payable	1,146,394	-
Accrued cost of electricity	(9,517,283)	(4,009,434)
Other accrued liabilities	(1,768,546)	900,576
User taxes due to other governments	1,023,397	1,476,088
Loans payable	-	-
Fiscal stabilization fund	(9,607,035)	-
Supplier security deposits	9,318,400	3,774,200
Unearned program funds	1,146,733	
Net cash provided (used) by operating activities	\$ 10,984,682	\$ 68,560,008
<b>CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES</b>		
Loan proceeds	-	29,775,000
Principal payments on loan	(9,945,750)	(48,825,000)
Interest and related expense payments	(70,392)	(228,229)
Net cash provided (used) by non-capital financing activities	(10,016,142)	(19,278,229)
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>		
Payments to acquire capital assets	(524,038)	(34,652)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of certificate of deposit	-	-
Interest income received	209,812	211,153
Net cash provided (used) by investing activities	209,812	211,153
Net change in cash and cash equivalents	654,314	49,458,277
Cash and cash equivalents at beginning of period	61,055,767	15,210,580
Cash and cash equivalents at end of period	\$ 61,710,082	\$ 64,668,857
<b>Reconciliation to the Statement of Net Position</b>		
Cash and cash equivalents (unrestricted)	56,883,382	58,571,859
Investment in Los Angeles County Investment Pool	-	
Restricted cash	4,826,700	6,097,000
Cash and cash equivalents	\$ 61,710,082	\$ 64,668,859

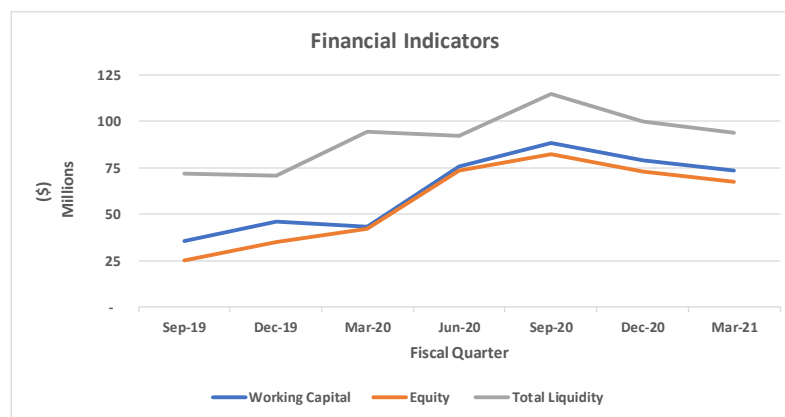
**CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA**  
**BUDGETARY COMPARISON SCHEDULE**  
**July 1, 2020 through March 31, 2021**

	2020/21 YTD Budget	2020/21 YTD Actual	2020/21 YTD Budget Variance (Under) Over	2020/21 YTD Actual / Budget %	2020/21 Budget	2020/21 Remaining Budget	2020/21 Remaining Budget %
<b>Operating revenues</b>							
Revenue - electricity, net	\$ 568,004,836	\$ 607,619,632	\$ 39,614,796	107%	\$ 745,942,000	\$ 138,322,368	19%
Revenue transferred from/(to) Fiscal Stabilization Fund	-	9,607,035	9,607,035		-	-	
Other revenues	406,542	119,479	(287,063)		566,000	446,521	79%
Total operating revenues	568,411,378	617,346,146	48,934,768	109%	746,508,000	138,768,889	19%
<b>Energy costs</b>							
Energy procurement	537,755,508	596,103,440	58,347,932	111%	683,946,000	87,842,560	13%
<b>Operating revenues less energy costs</b>	30,655,870	21,242,706	(9,413,164)	69%	62,562,000	50,926,329	81%
<b>Operating Expenditures</b>							
Communications and outreach	328,006	254,276	(73,730)	78%	525,000	270,724	52%
General and administrations	988,972	1,014,015	25,043	103%	1,325,000	310,985	23%
Occupancy	387,375	59,040	(328,335)	15%	516,000	456,960	89%
Billing data manager	8,910,927	8,633,200	(277,727)	97%	11,881,000	3,247,800	27%
SCE services	1,733,532	1,199,264	(534,268)	69%	2,315,000	1,115,736	48%
Technical services	2,249,222	886,384	(1,362,838)	39%	2,752,000	1,865,616	68%
Legal services	1,429,075	371,310	(1,057,765)	26%	1,849,000	1,477,690	80%
Other professional services	809,095	658,836	(150,259)	81%	1,003,000	344,164	34%
Mailers	626,289	404,831	(221,457)	65%	865,000	460,169	53%
Staffing	5,712,051	4,755,947	(956,104)	83%	7,791,000	3,035,053	39%
Customer programs	924,000	60,856	(863,144)	7%	1,360,000	1,299,144	96%
Total operating expenditures	24,098,544	18,297,960	(5,800,584)	76%	32,182,000	13,884,040	43%
<b>Operating income</b>	6,557,326	2,944,746	(3,612,580)		30,380,000	37,042,289	122%
<b>Non-operating revenues (expenditures)</b>							
Interest income	206,667	207,605	938	100%	250,000	42,395	17%
Finance and interest expense	(206,000)	(111,373)	94,627	54%	(298,000)	(186,627)	63%
Depreciation	(132,000)	(41,936)	90,064	32%	(176,000)	(134,064)	76%
Total non-operating revenues (expenditures)	(131,333)	54,296	185,629	-41%	(224,000)	(278,296)	
<b>Change in net position</b>	6,425,993	2,999,042	(3,426,951)		30,156,000	36,763,993	122%
<b>Other uses</b>							
Capital outlay	988,500	442,158	(546,342)	45%	1,074,000	631,842	59%
Depreciation	132,000	41,936	(90,064)	32%	176,000	134,064	76%
Total other uses	1,120,500	484,094	(636,406)	43%	1,250,000	765,906	61%
<b>Change in fund balance</b>	\$ 5,305,493	\$ 2,514,948	\$ (2,790,545)	47%	\$ 28,906,000	\$ 35,998,087	

Electricity revenue, net includes COVID-19 bill credits totaling \$125,132.23 and 1,423,108.01 for the month and fiscal year to date respectively.  
The CPA Board of Directors approved bill credits up to \$1.42 million in FY 2020-21.  
Electricity revenue, net also includes Power Response bill credits totaling \$291.67 and \$875.01 for the month and fiscal year to date respectively.

### Select Financial Indicators

Note		Sep-19	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
1	Working Capital	35,632,454	46,020,284	43,347,480	75,961,937	88,675,360	79,265,635	73,552,500
2	Current Ratio	1.21	1.43	1.40	1.69	1.58	1.76	1.76
3	Days Sales Outstanding	31	26	24	31	32	27	29
4	Equity	25,214,527	35,227,006	42,495,199	73,585,635	82,421,734	73,248,055	67,513,318
5	Equity to Assets %	13%	18%	28%	40%	34%	40%	40%
6	Available Cash	35,940,412	35,044,280	58,571,859	56,158,767	78,579,868	63,431,862	56,883,382
7	Available Line of Credit	36,030,000	36,030,000	36,030,000	36,030,000	36,030,000	36,733,000	36,853,000
8	Total Liquidity	71,970,412	71,074,280	94,601,859	92,188,767	114,609,868	100,164,862	93,736,382
9	Days Liquidity on Hand (TTM)	55	42	49	47	58	49	46
10	Gross Margin	5%	9%	9%	6%	7%	5%	4%
11	Net Margin	3%	6%	5%	3%	5%	-2%	-4%
<b>Percentage Change from Prior Quarter</b>								
	Working Capital	31%	29%	-6%	75%	17%	-11%	-7%
	Current Ratio	-2%	18%	-2%	20%	-7%	12%	0%
	Days Sales Outstanding	-57%	-16%	-10%	31%	4%	-16%	9%
	Equity	50%	40%	21%	73%	12%	-11%	-8%
	Equity to Assets %	4%	40%	59%	40%	-14%	17%	0%
	Available Cash	395%	-2%	67%	-4%	40%	-19%	-10%
	Available Line of Credit	112%	0%	0%	0%	0%	2%	0%
	Total Liquidity	197%	-1%	33%	-3%	24%	-13%	-6%
	Days Liquidity on Hand (TTM)	45%	-23%	17%	-6%	24%	-15%	-6%



Note	Description	Note	Description
1	Current Assets less Current Liabilities	7	Total Line of Credit less Borrowing and Letters of Credit
2	Current Assets divided by Current Liabi	8	Sum of Available Cash and Line of Credit
3	Accounts receivable divided by Sales di	9	Total Liquidity divided by trailing 12 month expenses divided by 365
4	Net Position plus Fiscal Stabilization Fu	10	Operating revenue less energy cost divided by operating revenue
5	Equity (Net Position + FSF) divided by T	11	Change in net position divided by operating revenue
6	Total cash less restricted cash		