

Financial Dashboard

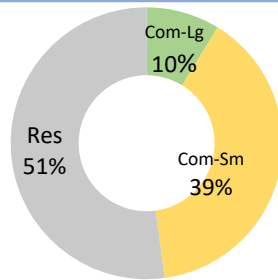
YTD
Sept
2021

Active Accounts
998,986

Participation Rate
95.65%

YTD Sales Volume
3,355 GWh

Sept Sales Volume
1,045 GWh



Summary of Financial Results

in \$000,000's	September				Year-to-Date			
	Actual	Budget	Var	%	Actual	Budget	Var	%
Energy Revenues	\$94.1	95.9	-1.8	-2%	297.8	303.5	-5.7	-2%
Cost of Energy	\$87.4	99.3	-11.8	-12%	281.7	327.2	-45.5	-14%
Net Energy Revenue	\$6.6	-3.3	10.0	300%	16.1	-23.7	39.8	168%
Operating Expenditures	\$2.4	3.0	-0.6	-19%	6.8	8.6	-1.7	-20%
Net Income	\$4.2	-6.3	10.5	166%	9.2	-32.3	41.5	129%

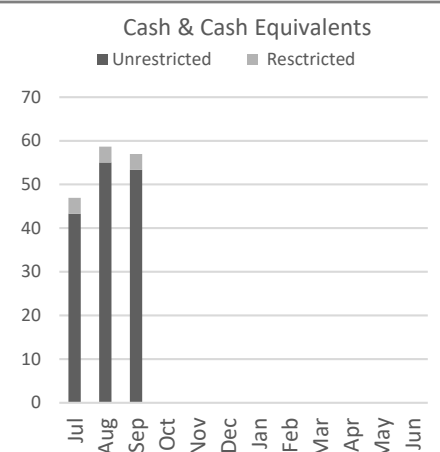
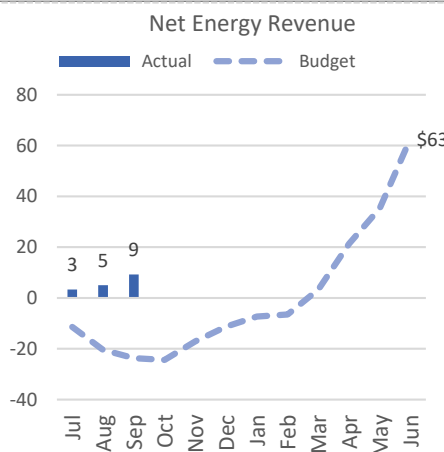
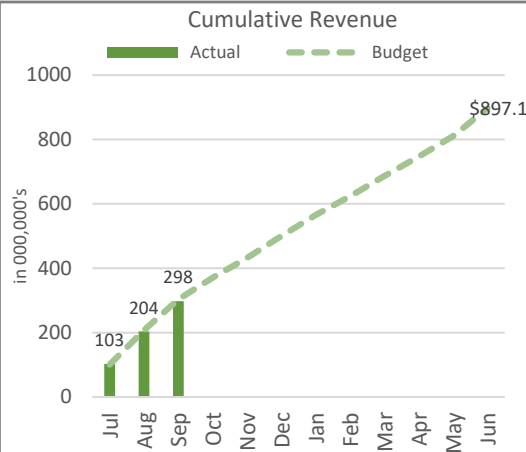
Note: Numbers may not sum up due to rounding.

CPA recorded a \$4.2 million gain in September 2021. The gain in September was \$10.5 million above the budgeted net loss of \$6.3 million. For the year to date, CPA recorded a \$9.2 million gain, \$41.5 million above a budgeted net loss of \$32.5 million for the first quarter.

September and year to date revenue was slightly lower than budget due to cooler than normal weather in coastal areas of CPA's service territory and higher than budgeted bad debt expense. Cost of energy was favorably impacted by lower than budgeted energy use, CAISO spot market prices that were significantly lower than energy forward prices that were used for budgeting purposes, and the absence of significant heat events or price spikes in CPA's service area. Operating costs were lower than budget due to lower than budgeted customer programs costs and the non utilization of contingencies.

As of September 30, 2021 CPA had \$53 million in unrestricted cash and cash equivalents, and \$80 million available on its bank line of credit. In August 2021 CPA received proceeds of a \$30 million term loan from the County of Los Angeles. In September 2021 CPA opened an \$80 million line of credit with JPMorgan Chase expiring in November 2023. The JPMorgan borrowing facility replaced CPA's \$37 million borrowing facility with River City Bank.

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.

Participation Rate %: Participation Rate represent active accounts 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, 2021

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
STATEMENT OF NET POSITION
As of September 30

	2021	2020
ASSETS		
Current assets		
Cash and cash equivalents	\$ 53,357,388	\$ 70,434,141
Accounts receivable, net of allowance	131,919,867	94,931,787
Accrued revenue	55,978,851	61,173,104
Market settlements receivable	-	-
Other receivables	3,453,783	497,970
Prepaid expenses	3,580,033	5,448,055
Deposits	17,894,808	3,857,150
Restricted cash	3,614,700	4,897,000
Total current assets	269,799,430	241,239,207
Noncurrent assets		
Capital assets, net of depreciation	608,858	452,554
Deposits	88,875	188,875
Total noncurrent assets	697,733	641,430
Total assets	270,497,163	241,880,637
LIABILITIES		
Current liabilities		
Accounts payable	4,611,547	3,889,340
Accrued cost of electricity	127,308,417	134,185,154
Other accrued liabilities	2,020,200	3,169,990
User taxes and energy surcharges due to other governments	8,353,140	6,658,602
Loans payable to County of Los Angeles	30,000,000	9,945,750
Supplier security deposits	5,769,400	1,963,500
Unearned program funds	2,005,420	-
Total current liabilities	180,068,125	159,812,336
Noncurrent liabilities		
Loans payable to County of Los Angeles	-	-
Loans payable to River City Bank	-	-
Supplier security deposits	6,904,000	2,662,400
Deferred rent	183,855	-
Total noncurrent liabilities	7,087,855	2,662,400
Total liabilities	187,155,980	162,474,736
DEFERRED INFLOWS OF RESOURCES		
Fiscal Stabilization Fund	-	27,000,000
NET POSITION		
Investment in capital assets	608,858	452,554
Restricted for collateral	3,614,700	4,897,000
Unrestricted	79,117,626	47,056,347
Total net position	\$ 83,341,183	\$ 52,405,901

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
STATEMENT OF REVENUES, EXPENSES
AND CHANGES IN NET POSITION
July 1 through September 30

	<u>2021</u>	<u>2020</u>
OPERATING REVENUES		
Electricity sales, net	\$ 297,566,657	\$ 276,701,958
Revenue transferred from/(to) Fiscal Stabilization Fund	-	4,407,035
Other revenue	225,638	-
Total operating revenues	<u>297,792,295</u>	<u>281,108,993</u>
OPERATING EXPENSES		
Cost of electricity	281,724,860	261,834,703
Contract services	4,340,088	4,431,000
Staff compensation	2,004,434	1,417,789
General and administration	505,528	238,232
Total operating expenses	<u>288,574,910</u>	<u>267,921,724</u>
Operating income (loss)	9,217,385	13,187,269
NONOPERATING REVENUES (EXPENSES)		
Interest income	8,746	92,644
Interest and related expenses	(114,247)	(36,779)
Other revenue	-	-
Total nonoperating revenues (expenses)	<u>(105,501)</u>	<u>55,865</u>
CHANGE IN NET POSITION	9,111,884	13,243,134
Net position at beginning of period	74,229,299	46,585,635
Net position at end of period	<u>\$ 83,341,183</u>	<u>\$ 59,828,769</u>

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
STATEMENT OF CASH FLOWS
July 1 through September 30

	<u>2021</u>	<u>2020</u>
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		
Net operating income (loss)	\$ 9,217,385	\$ 16,890,154
Adjustments to reconcile operating income to net cash provided (used) by operating activities		
Depreciation expense	27,470	3,057
Revenue adjusted for allowance for uncollectible accounts	4,696,311	848,836
Expenses paid directly from loan proceeds		
(Increase) decrease in:		
Accounts receivable	(48,392,277)	(18,684,246)
Energy market settlements receivable	-	(2,932,908)
Other receivables	(1,040,730)	262,497
Accrued revenue	(79,787)	(2,869,284)
Prepaid expenses	608,171	143,185
Deposits	(4,567,966)	(580,165)
Increase (decrease) in:		
Accounts payable	(172,600)	(745,871)
Energy market settlements payable	(6,719,550)	-
Accrued cost of electricity	45,869,635	23,085,815
Other accrued liabilities	295,746	(46,475)
User taxes due to other governments	3,024,040	746,496
Loans payable	-	-
Fiscal stabilization fund	-	-
Supplier security deposits	(37,789,000)	(150,000)
Unearned program funds	407,433	-
Net cash provided (used) by operating activities	<u>\$ (34,615,719)</u>	<u>\$ 15,971,091</u>
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES		
Loan proceeds	30,000,000	-
Principal payments on loan	-	-
Interest and related expense payments	(81,492)	(7,708)
Net cash provided (used) by non-capital financing activities	<u>29,918,508</u>	<u>(7,708)</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Payments to acquire capital assets	(146,415)	(413,137)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of certificate of deposit	-	-
Interest income received	8,746	33,210
Net cash provided (used) by investing activities	<u>8,746</u>	<u>33,210</u>
Net change in cash and cash equivalents	(4,834,880)	15,583,456
Cash and cash equivalents at beginning of period	61,806,968	61,055,767
Cash and cash equivalents at end of period	<u>\$ 56,972,088</u>	<u>\$ 76,639,224</u>
Reconciliation to the Statement of Net Position		
Cash and cash equivalents (unrestricted)	53,357,388	71,742,224
Investment in Los Angeles County Investment Pool	-	-
Restricted cash	3,614,700	4,897,000
Cash and cash equivalents	<u>\$ 56,972,088</u>	<u>\$ 76,639,224</u>

CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA
BUDGETARY COMPARISON SCHEDULE
July 1, 2021 through September 30, 2021

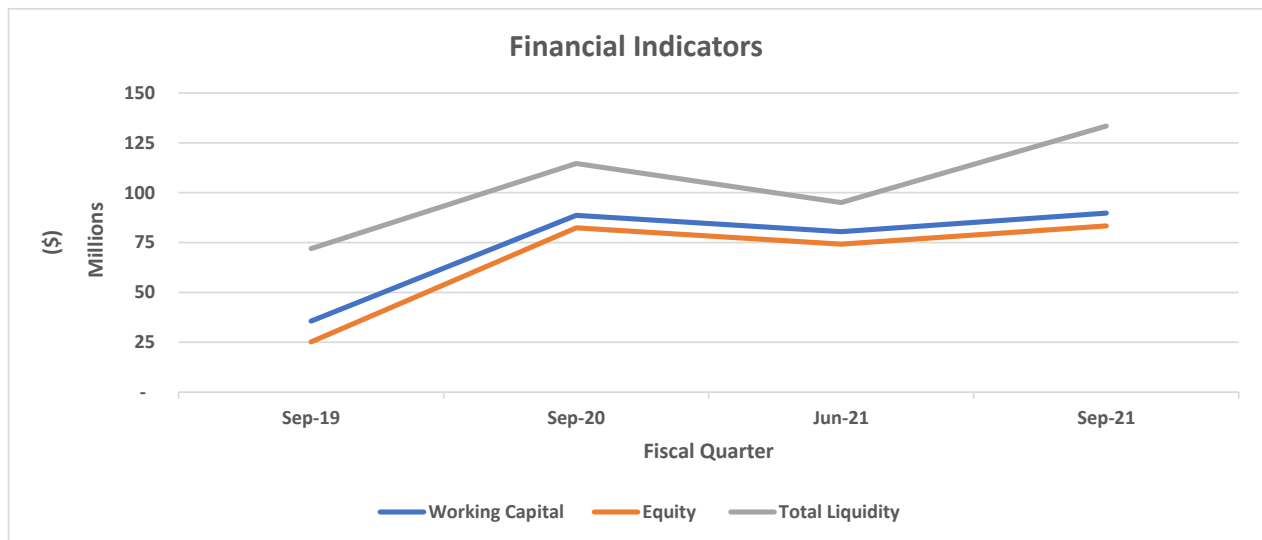
	<u>2021/22 YTD Budget</u>	<u>2021/22 YTD Actual</u>	<u>2021/22 YTD Budget Variance (Under) Over</u>	<u>2021/22 YTD Actual / Budget %</u>	<u>2021/22 Budget</u>	<u>2021/22 Remaining Budget</u>	<u>2021/22 Remaining Budget %</u>
Operating revenues							
Revenue - electricity, net	\$ 303,047,556	\$ 297,566,658	\$ (5,480,898)	98%	\$ 895,246,680	\$ 597,680,022	67%
Revenue transferred from/(to) Fiscal Stabilization	-	-	-		-	-	
Other revenues	466,000	225,638	(240,362)	48%	1,868,000	1,642,362	88%
Total operating revenues	<u>303,513,556</u>	<u>297,792,295</u>	<u>(5,721,260)</u>	98%	<u>897,114,680</u>	<u>599,322,385</u>	67%
Energy costs							
Energy procurement	327,233,632	281,724,860	(45,508,772)	86%	834,281,512	552,556,652	66%
Total energy costs	<u>327,233,632</u>	<u>281,724,860</u>	<u>(45,508,772)</u>	86%	<u>834,281,512</u>	<u>552,556,652</u>	66%
Operating revenues less energy costs	(23,720,076)	16,067,436	39,787,512	-68%	62,833,168	46,765,732	74%
Operating Expenditures							
Staffing	2,473,200	2,004,434	(468,766)	81%	9,893,000	7,888,566	80%
Technical services	282,500	287,355	4,855	102%	1,184,000	896,645	76%
Legal services	456,400	195,523	(260,877)	43%	1,237,000	1,041,477	84%
Other professional services	573,050	218,326	(354,724)	38%	1,612,000	1,393,674	86%
Communications and outreach	437,572	291,852	(145,720)	67%	1,505,000	1,213,148	81%
Mailers	484,000	63,476	(420,524)	13%	797,000	733,524	92%
Billing data manager	2,604,100	2,582,756	(21,344)	99%	10,417,000	7,834,244	75%
SCE services	504,000	480,000	(24,000)	95%	2,016,000	1,536,000	76%
Customer programs	231,000	220,800	(10,200)	96%	1,872,000	1,651,200	88%
General and administrations	373,570	370,067	(3,503)	99%	1,584,000	1,213,933	77%
Occupancy	136,975	107,991	(28,984)	79%	548,000	440,009	80%
Total operating expenditures	<u>8,556,367</u>	<u>6,822,581</u>	<u>(1,733,786)</u>	80%	<u>32,665,000</u>	<u>25,842,419</u>	79%
Operating income	(32,276,443)	9,244,855	41,521,299	-29%	30,168,168	20,923,313	69%
Non-operating revenues (expenditures)							
Interest income	36,000	8,746	(27,254)	24%	144,000	135,254	94%
Finance and interest expense	(193,987)	(114,247)	79,740	59%	(287,000)	(172,753)	60%
Depreciation	(39,000)	(27,470)	11,530	70%	(156,000)	(128,530)	82%
Total non-operating revenues (expenditures)	<u>(196,987)</u>	<u>(132,970)</u>	<u>64,017</u>	68%	<u>(299,000)</u>	<u>(166,030)</u>	
Change in net position	<u>(32,473,430)</u>	<u>9,111,885</u>	<u>41,585,315</u>		<u>29,869,168</u>	<u>20,757,283</u>	69%
Other uses							
Capital outlay	198,000	44,149	(153,851)	22%	297,000	252,851	85%
Depreciation	(39,000)	(27,470)	11,530	70%	(156,000)	(128,530)	82%
Total other uses	<u>159,000</u>	<u>16,679</u>	<u>(142,321)</u>	10%	<u>141,000</u>	<u>124,321</u>	88%
Change in fund balance	<u>\$ (32,632,430)</u>	<u>\$ 9,095,206</u>	<u>\$ 41,727,636</u>	-28%	<u>\$ 29,728,168</u>	<u>\$ 20,632,963</u>	

Select Financial Indicators

Note		Sep-19	Sep-20	Jun-21	Sep-21
1	Working Capital	35,632,454	88,675,360	80,451,054	89,731,305
2	Current Ratio	1.21	1.58	1.55	1.50
3	Days Sales Outstanding	31	32	40	40
4	Equity	25,214,527	82,421,734	74,229,299	83,341,183
5	Equity to Assets %	13%	34%	33%	31%
6	Available Cash	35,940,412	78,579,868	58,192,268	53,357,388
7	Available Line of Credit	36,030,000	36,030,000	36,853,000	80,000,000
8	Total Liquidity	71,970,412	114,609,868	95,045,268	133,357,388
9	Days Liquidity on Hand (TTM)	55	58	44	60
10	Gross Margin	5%	7%	6.4%	5.4%
11	Net Margin	3%	5%	3.4%	3.1%

Percentage Change from Prior Quarter

Working Capital	9%	12%
Current Ratio	-12%	-4%
Days Sales Outstanding	37%	0%
Equity	10%	12%
Equity to Assets %	-17%	-6%
Available Cash	2%	-8%
Available Line of Credit	0%	117%
Total Liquidity	1%	40%
Days Liquidity on Hand (TTM)	-3%	37%



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 Liabilities	8	Sum of Available Cash and Line of Credit
3	Accounts receivable divided by Sales divided by 365	9	Total Liquidity divided by trailing 12 month expenses divided by 365
4	Net Position plus Fiscal Stabilization Fund	10	Operating revenue less energy cost divided by operating revenue
5	Equity (Net Position + FSF) divided by Total Assets	11	Change in net position divided by operating revenue
6	Unrestricted cash and cash equivalents		