

# Financial Dashboard

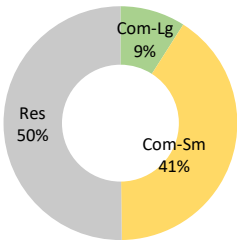
YTD  
Dec  
2021

Active Accounts  
1,000,044

Participation Rate  
95.77%

YTD Sales Volume  
6,064 GWh

Dec Sales Volume  
968 GWh



## Summary of Financial Results

in \$000,000's	December				Year-to-Date			
	Actual	Budget	Var	%	Actual	Budget	Var	%
Energy Revenues	69.5	67.4	2.1	3%	484.1	499.9	-15.8	-3%
Cost of Energy	62.0	61.6	0.4	1%	443.4	511.2	-67.8	-13%
Net Energy Revenue	7.5	5.8	1.7	29%	40.7	-11.3	52.1	460%
Operating Expenses	2.2	2.6	-0.4	-14%	13.5	16.4	-2.9	-18%
Operating Income	5.3	3.2	2.1	64%	27.2	-27.7	55.0	198%

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

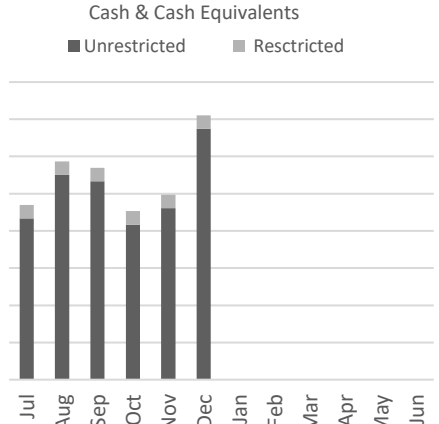
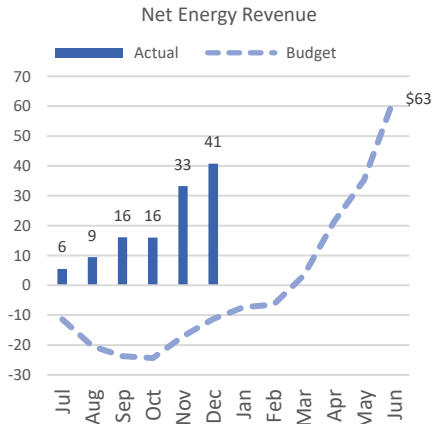
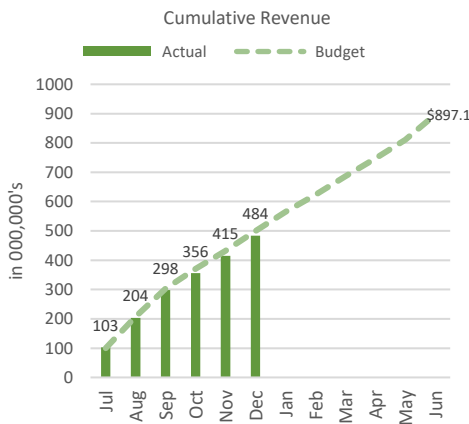
CPA recorded operating income of \$5.3 million in December 2021, which was \$2.1 million more than the budgeted operating income of \$3.2 million. For the year to date, CPA recorded operating income of \$27.2 million, \$55 million more than the budgeted, year to date operating loss of \$27.7 million.

Year to date results were impacted by the following factors:

- Revenue was \$484.1 million or \$15.8 million (3%) lower than budgeted primarily due to cooler temperatures in CPA's service area resulting in lower electricity use by CPA customers.
- Cost of energy was \$67.8 million or 13% lower than budgeted primarily as result of the following: i) net sales of CRRs in the annual auction were \$7.2 million higher than budget as described in the November 2021 Dashboard ii) lower energy use and wholesale energy prices and costs than budgeted, and iii) higher bilateral sales of energy to wholesale purchasers than budgeted.
- Operating costs were lower than budget primarily because of lower staffing costs resulting from delayed hiring and staff turnover, the performance of services later in the year than budgeted, and the non-utilization of contingencies.

As of December 31, 2021, CPA had \$67 million in unrestricted cash and cash equivalents, and \$79.853 million available on its bank line of credit. CPA has a \$30 million loan outstanding from LA County.

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



### 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 December 31**

	<b>2021</b>	<b>2020</b>
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 67,450,194	\$ 63,431,862
Accounts receivable, net of allowance	103,408,024	66,678,499
Accrued revenue	44,419,776	37,095,112
Other receivables	7,578,663	376,390
Prepaid expenses	2,193,981	1,598,689
Deposits	13,903,151	10,411,925
Restricted cash	3,614,700	4,861,700
Total current assets	242,568,489	184,454,178
Noncurrent assets		
Capital assets, net of depreciation	628,115	517,544
Deposits	88,875	188,875
Total noncurrent assets	716,991	706,420
Total assets	243,285,480	185,160,597
<b>LIABILITIES</b>		
Current liabilities		
Accounts payable	3,329,969	2,236,719
Accrued cost of electricity	84,695,457	87,073,852
Other accrued liabilities	2,917,480	4,244,748
User taxes and energy surcharges due to	6,460,038	5,706,224
Loans payable to County of Los Angeles	30,000,000	-
Supplier security deposits	5,522,400	5,927,000
Unearned program funds	1,750,941	-
Total current liabilities	134,676,285	105,188,542
Noncurrent liabilities		
Supplier security deposits	7,142,000	6,724,000
Deferred rent	291,167	-
Total noncurrent liabilities	7,433,167	6,724,000
Total liabilities	142,109,452	111,912,542
<b>DEFERRED INFLOWS OF RESOURCES</b>		
Fiscal Stabilization Fund	-	17,392,965
<b>NET POSITION</b>		
Investment in capital assets	628,115	517,544
Restricted for collateral	3,614,700	4,861,700
Unrestricted	96,933,212	50,475,846
Total net position	\$ 101,176,027	\$ 55,855,090

**CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA**  
**STATEMENT OF REVENUES, EXPENSES**  
**AND CHANGES IN NET POSITION**

**As of December 31**

	<u>2021</u>	<u>2020</u>
<b>OPERATING REVENUES</b>		
Electricity sales, net	\$ 483,626,589	\$ 392,511,979
Revenue transferred from/(to) Fiscal Stabilization Fund	-	6,407,035
Other revenue	480,116	-
Total operating revenues	<u>484,106,706</u>	<u>398,919,014</u>
<b>OPERATING EXPENSES</b>		
Cost of electricity	443,361,578	385,876,353
Contract services	8,844,581	7,308,945
Staff compensation	3,843,067	2,448,678
General and administration	835,379	398,214
Total operating expenses	<u>456,884,606</u>	<u>396,032,190</u>
Operating income (loss)	27,222,100	2,886,824
<b>NONOPERATING REVENUES (EXPENSES)</b>		
Interest income	17,963	139,563
Interest and related expenses	(293,335)	(61,376)
Total nonoperating revenues (expenses)	<u>(275,372)</u>	<u>78,187</u>
<b>CHANGE IN NET POSITION</b>	26,946,728	2,965,011
Net position at beginning of period	74,229,299	46,585,635
Net position at end of period	<u>\$ 101,176,027</u>	<u>\$ 49,550,646</u>

**CLEAN POWER ALLIANCE OF SOUTHERN CALIFORNIA**  
**STATEMENT OF CASH FLOWS**  
**As of December 31**

	<u>2021</u>	<u>2020</u>
<b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>		
Net operating income (loss)	\$ 27,222,100	\$ 735,631
Adjustments to reconcile operating income to net cash provided (used) by operating activities		
Depreciation expense	63,220	14,059
Revenue adjusted for allowance for uncollectible accounts	10,431,641	4,960,138
Expenses paid directly from loan proceeds		
(Increase) decrease in:		
Accounts receivable	(25,615,765)	(27,487,743)
Energy market settlements receivable	-	147,873
Other receivables	(5,165,610)	206,982
Accrued revenue	11,479,288	12,895,305
Prepaid expenses	1,994,223	5,221,193
Deposits	(576,309)	(846,728)
Increase (decrease) in:		
Accounts payable	(1,454,179)	595,073
Energy market settlements payable	1,116,385	13,273,665
Accrued cost of electricity	(4,579,261)	20,172,832
Other accrued liabilities	1,150,128	557,964
User taxes due to other governments	1,130,939	1,811,471
Loans payable	-	-
Fiscal stabilization fund	-	(6,407,035)
Supplier security deposits	(37,798,000)	9,164,580
Unearned program funds	152,955	-
Net cash provided (used) by operating activities	<u>\$ (20,448,245)</u>	<u>\$ 35,015,259</u>
<b>CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES</b>		
Loan proceeds	30,000,000	-
Principal payments on loan	-	(9,945,750)
Interest and related expense payments	(110,370)	(30,865)
Net cash provided (used) by non-capital financing activities	<u>29,889,630</u>	<u>(9,976,615)</u>
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>		
Payments to acquire capital assets	(201,423)	(465,967)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Interest income received	17,963	124,443
Net cash provided (used) by investing activities	<u>17,963</u>	<u>124,443</u>
Net change in cash and cash equivalents	9,257,925	24,697,120
Cash and cash equivalents at beginning of period	61,806,968	61,055,767
Cash and cash equivalents at end of period	<u>\$ 71,064,894</u>	<u>\$ 85,752,887</u>
<b>Reconciliation to the Statement of Net Position</b>		
Cash and cash equivalents (unrestricted)	67,450,194	80,855,887
Restricted cash	3,614,700	4,897,000
Cash and cash equivalents	<u>\$ 71,064,894</u>	<u>\$ 85,752,887</u>

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

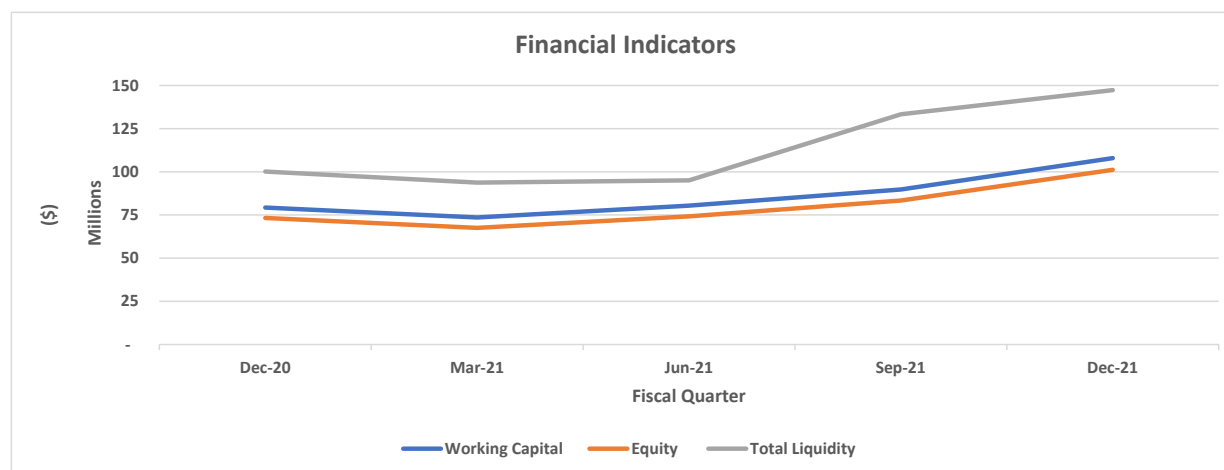
	2021/22 YTD Budget	2021/22 YTD Actual	2021/22 YTD Budget Variance (Under) Over	2021/22 YTD Actual / Budget %	2021/22 Budget	2021/22 Remaining Budget	2021/22 Remaining Budget %
<b>Operating revenues</b>							
Revenue - electricity, net	\$ 498,932,133	\$ 483,626,590	\$ (15,305,543)	97%	\$ 895,246,680	\$ 411,620,090	46%
Revenue transferred from/(to) Fiscal Stabilization Fund	-	-	-		-	-	
Other revenues	937,000	480,116	(456,884)	51%	1,868,000	1,387,884	74%
Total operating revenues	499,869,133	484,106,706	(15,762,427)	97%	897,114,680	413,007,974	46%
<b>Energy costs</b>							
Energy procurement	511,177,604	443,361,578	(67,816,026)	87%	834,281,512	390,919,934	47%
Total energy costs	511,177,604	443,361,578	(67,816,026)	87%	834,281,512	390,919,934	47%
<b>Operating revenues less energy costs</b>	(11,308,471)	40,745,128	52,053,599	-360%	62,833,168	22,088,040	35%
<b>Operating Expenses</b>							
Staffing	4,946,400	3,843,067	(1,103,333)	78%	9,893,000	6,049,933	61%
Technical services	619,000	584,839	(34,161)	94%	1,184,000	599,161	51%
Legal services	700,800	283,758	(417,042)	40%	1,237,000	953,242	77%
Other professional services	1,010,500	511,307	(499,193)	51%	1,612,000	1,100,693	68%
Communications and outreach	779,148	524,561	(254,587)	67%	1,505,000	980,439	65%
Mailers	553,000	429,205	(123,795)	78%	797,000	367,795	46%
Billing data manager	5,208,400	5,126,486	(81,914)	98%	10,417,000	5,290,514	51%
SCE services	1,008,000	960,000	(48,000)	95%	2,016,000	1,056,000	52%
Customer programs	536,000	424,425	(111,575)	79%	1,872,000	1,447,575	77%
General and administrations	773,840	555,647	(218,194)	72%	1,584,000	1,028,354	65%
Occupancy	273,970	216,513	(57,457)	79%	548,000	331,487	60%
Total operating expenses	16,409,058	13,459,808	(2,949,250)	82%	32,665,000	19,205,192	59%
<b>Operating income</b>	(27,717,529)	27,285,320	55,002,849		30,168,168	2,882,848	10%
<b>Non-operating revenues (expenditures)</b>							
Interest income	72,000	17,963	(54,037)	25%	144,000	126,037	88%
Finance and interest expense	(224,978)	(293,335)	(68,357)	130%	(287,000)	6,335	-2%
Depreciation	(78,000)	(63,220)	14,780	81%	(156,000)	(92,780)	59%
Total non-operating revenues (expenditures)	(230,978)	(338,592)	(107,614)	147%	(299,000)	39,592	
<b>Change in net position</b>	(27,948,507)	26,946,729	54,895,236		29,869,168	2,922,440	10%
<b>Other uses</b>							
Capital outlay	231,000	201,423	(29,577)	87%	297,000	95,577	32%
Depreciation	(78,000)	(63,220)	14,780	81%	(156,000)	(92,780)	59%
Total other uses	153,000	138,203	(14,797)	90%	141,000	2,797	2%
<b>Change in fund balance</b>	\$ (28,101,507)	\$ 26,808,525	\$ 54,910,032	-95%	\$ 29,728,168	\$ 2,919,643	

### Select Financial Indicators

Note		Dec-20	Mar-21	Jun-21	Sep-21	Dec-21
1	Working Capital	79,265,635	73,552,500	80,451,054	89,731,305	107,892,204
2	Current Ratio	1.76	1.76	1.55	1.50	1.80
3	Days Sales Outstanding	27	29	40	40	39
4	Equity	73,248,055	67,513,318	74,229,299	83,341,183	101,176,027.15
5	Equity to Assets %	40%	40%	32.78%	31%	42%
6	Available Cash	63,431,862	56,883,382	58,192,268	53,357,388	67,450,193.67
7	Available Line of Credit	36,733,000	36,853,000	36,853,000	80,000,000	79,853,000.00
8	Total Liquidity	100,164,862	93,736,382	95,045,268	133,357,388	147,303,194
9	Days Liquidity on Hand (TTM)	49	45	44	60	67
10	Gross Margin	5%	4%	6.4%	5.4%	8.4%
11	Net Margin	-2%	-4%	3.4%	3.1%	5.6%

#### Percentage Change from Prior Quarter

Working Capital	-7%	9%	12%	20%
Current Ratio	0%	-12%	-4%	20%
Days Sales Outstanding	9%	37%	0%	-4%
Equity	-8%	10%	12%	21%
Equity to Assets %	0%	-17%	-6%	35%
Available Cash	-10%	2%	-8%	26%
Available Line of Credit	0%	0%	117%	0%
Total Liquidity	-6%	1%	40%	10%
Days Liquidity on Hand (TTM)	-9%	-3%	37%	12%



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		