



COMMUNITY CHOICE  
PARTNERS

# Community Choice

California's 2.0 & 3.0 Evolution  
*ABAG General Assembly 2018*

# CCE Agencies across California

- **Rapid acceleration in CCE formation:**
  - 2014 = 0.5% of utility load served by CCE
  - 2019 = 38%
  - 2020 = 50%
  - 2025 = 85%
- **16 Agencies at present:**
  - 150 staff & counting
  - 18 counties
  - 141 cities
  - 3.8 million customers
  - ~4,700 GWh load
- **+ several forming**



**Trade Association:**



# Community Choice CEOs



## BOARD MEMBERS



**Ben Cardenas**

Assistant City Manager at City of Pico Rivera



**Cathy DeFalco**

Lancaster Choice Energy



**Don Eckert**

Silicon Valley Clean Energy



**Tom Habashi**

Monterey Bay Community Energy



**Barbara Hale**

CleanPowerSF



**Matthew Marshall**

Redwood Coast Energy Authority



**Lori Mitchell**

Director of the Community Energy Department



**Joseph Moon**

Treasurer -- Apple Valley Choice Energy



**Jan Pepper**

Secretary -- Peninsula Clean Energy



**Geof Syphers**

Vice President -- Sonoma Clean Power



**Dawn Weisz**

President -- MCE



**Nick Chaset**

East Bay Community Energy



**Jenine Windeshausen**

Pioneer



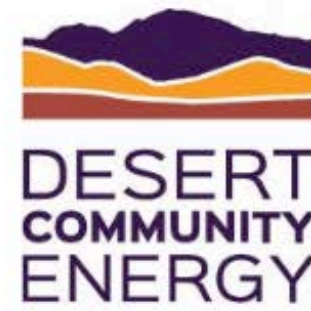
**Ted Bardacke**

Clean Power Alliance



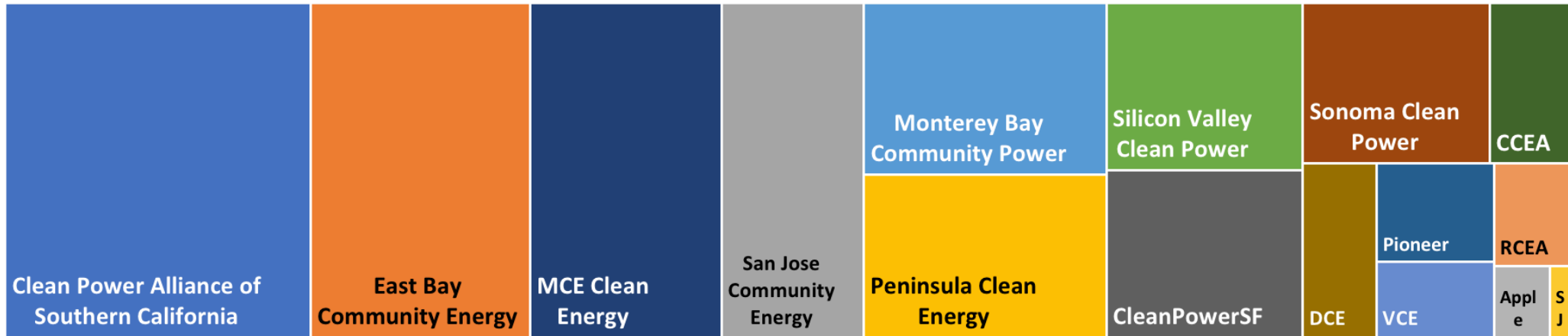
**Tom Kirk**

Desert Community Energy

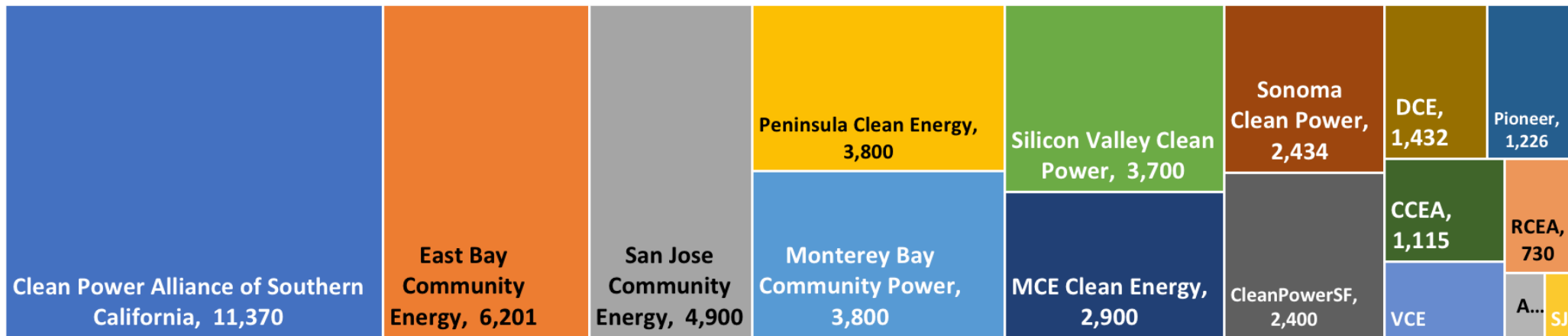


# 2019 Forecast

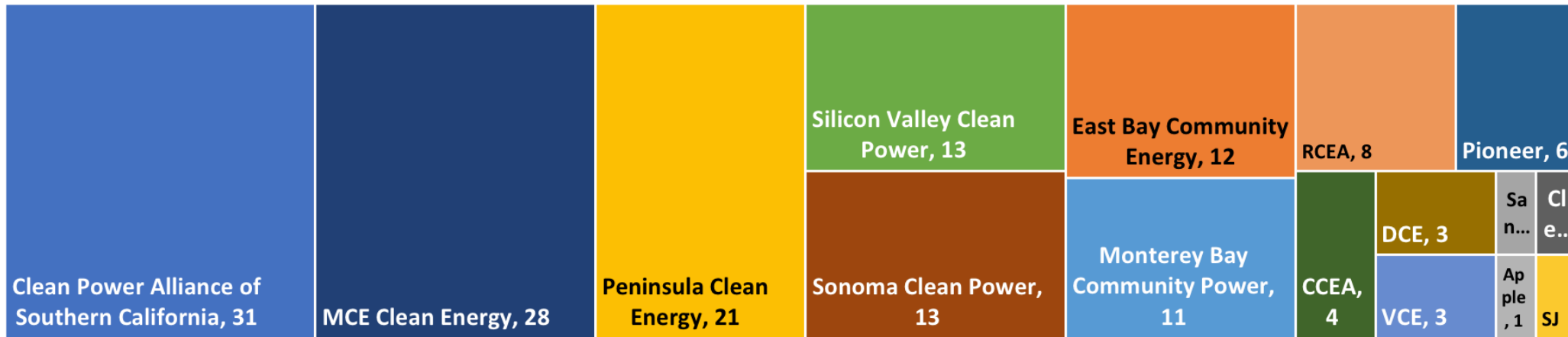
**Customers:  
3.9 Million**



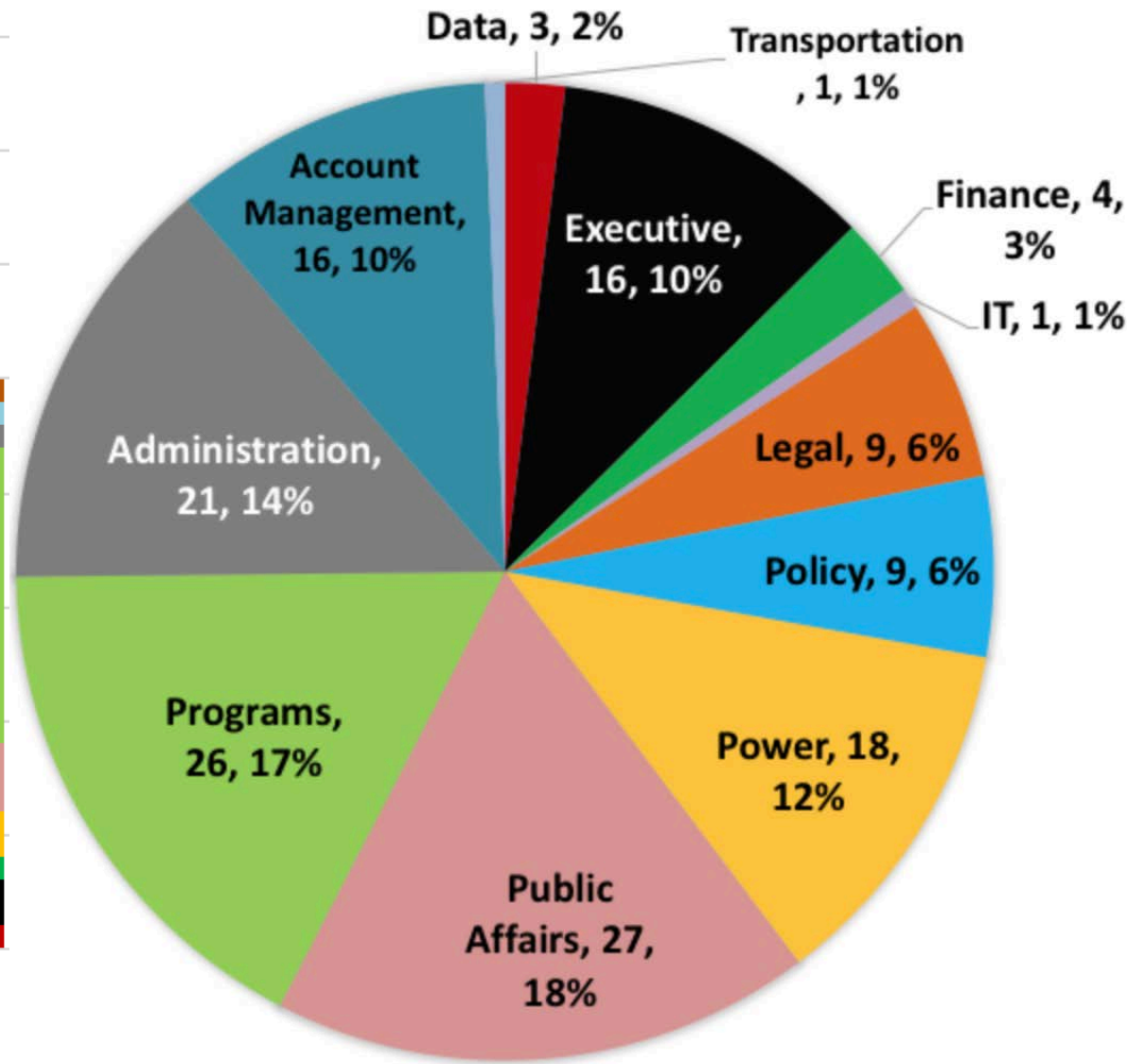
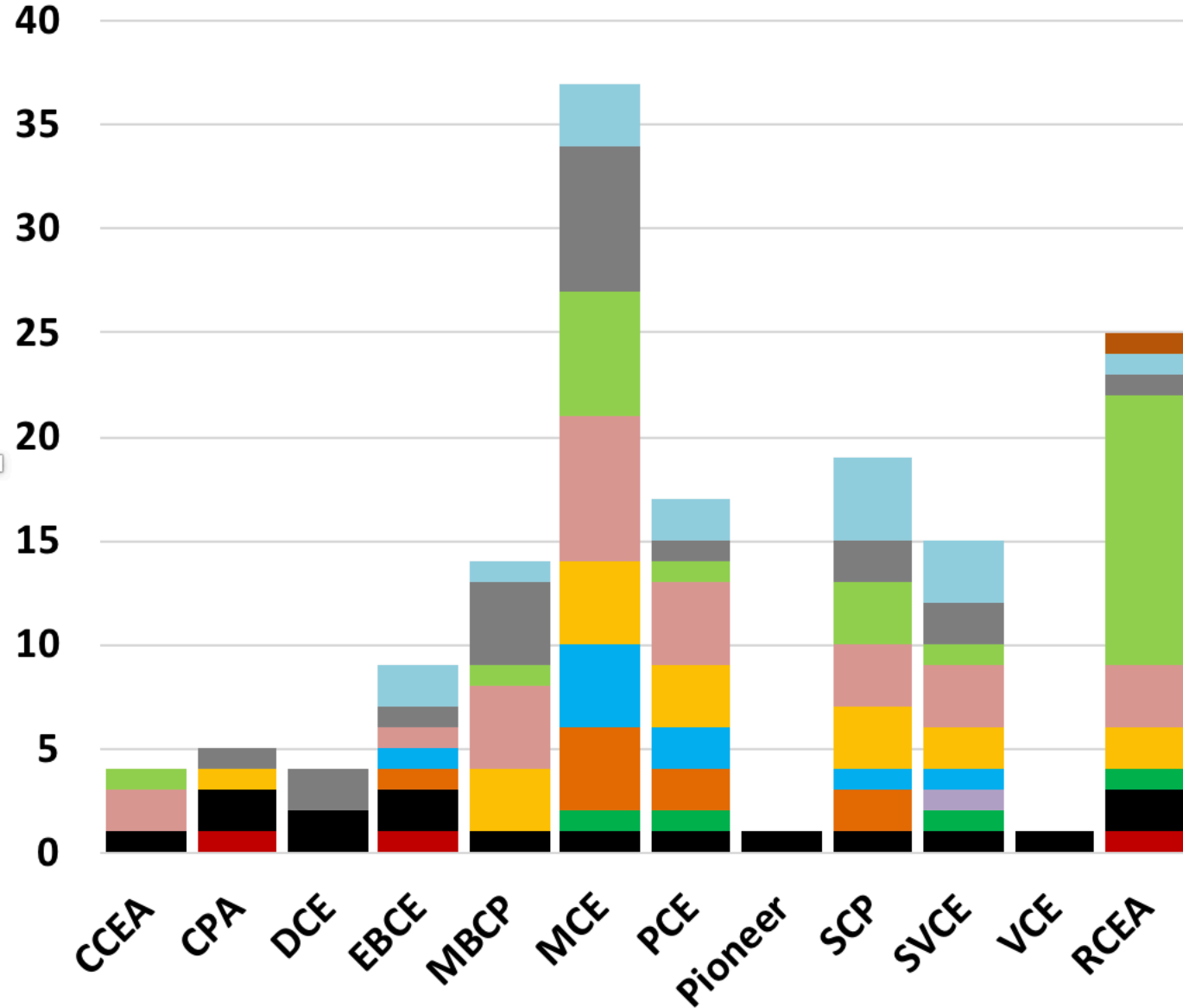
**Electricity:  
4,700 GWh**



**Municipalities:  
18 counties  
+142 cities  
= 160 total**



# CCE Staff by Agency & Department (~150 total)



# CCE Local Energy Innovations

## Microgrid Development



- CEC grant application with PG&E
- Multi-customer microgrid allows indefinite islanding of County airport (rural) & US Coast Guard base
- BTM PV, EV charging, EE & DR, CCE-owned 2MW AES & 2MW PV
- Controls for market integration

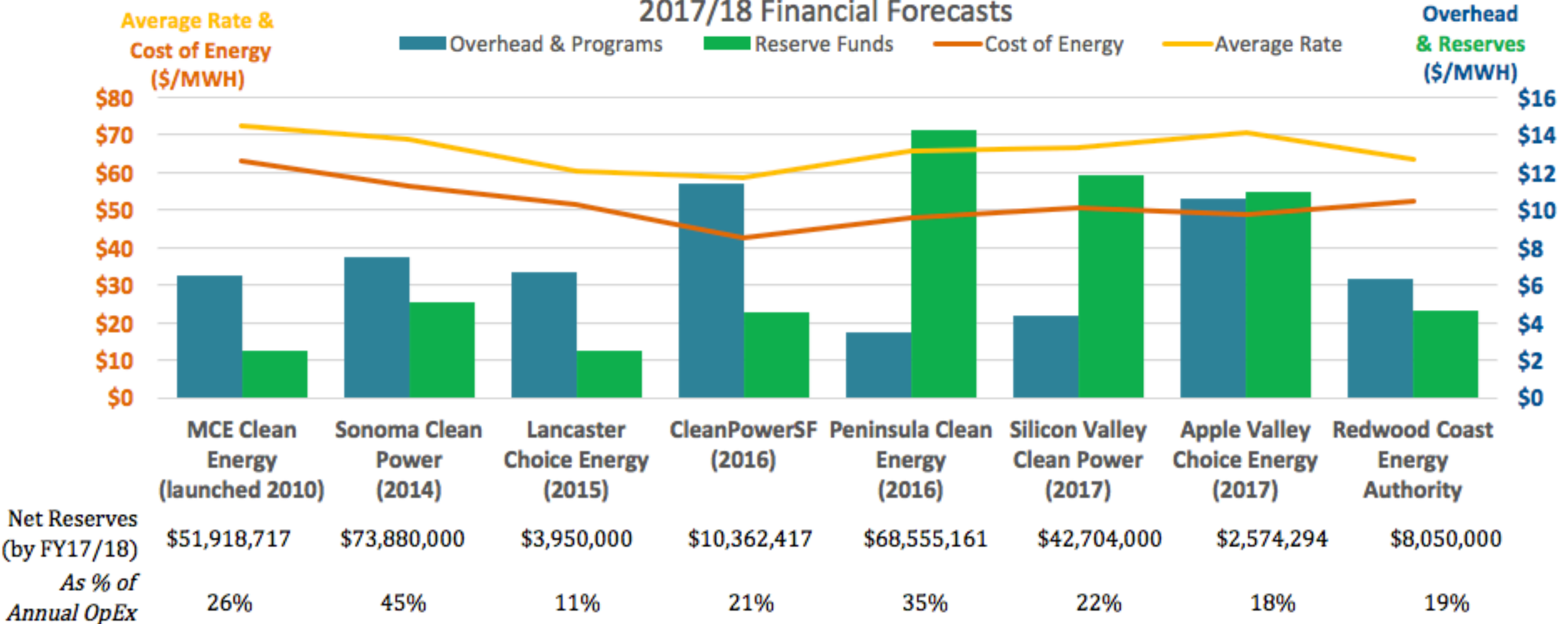


	Launched 2010	2014	2015	2016	2016	2017
	MCE Clean Energy	Sonoma Clean Power	Lancaster Choice Energy	CleanPowerSF	Peninsula Clean Energy	Redwood Coast Energy Authority
	PG&E	PG&E	SCE	PG&E	PG&E	PG&E
<b>Active Integration of Distributed Energy into Power Operations</b>						
Demand Response	In Development	✓			In Development	In Development
Electric Vehicle Load Shifting	✓	✓	✓			In Development
Customer Load Shifting	✓	✓				In Development
Aggregated Energy Storage		In Development				In Development
<b>Administration of Distributed Energy Programs</b>						
Residential Energy Efficiency (EE)	✓	✓	In Development			✓
Low-Income & Multifamily EE	✓					✓
Commercial Energy Efficiency	In Development					✓
Fuel Switching Gas to Electric	✓	✓				
Electric Bus Program			✓			
<b>Local Infrastructure Development</b>						
Microgrid Development						✓
Local Utility-Scale Renewables		✓	✓			✓
EV Charging Stations	✓	✓				✓
Energy Efficiency Financing	✓	In Development		In Development		✓
Electric Vehicle Incentives	✓	✓	✓			✓
Low Income Solar Incentives	✓					
Solar Net Energy Metering (NEM)	✓	✓	✓	✓	✓	✓
Renewable Feed-In Tariff (FIT)	✓	✓		In Development	In Development	In Development
<b>Customer Rate Options</b>						
Opt-Up Renewable Tariffs	✓	✓	✓	✓	✓	✓
Balanced Payment Plan		In Development	✓	In Development		
Electric Vehicle Rate	✓	✓		✓		✓
Battery Storage Rate	✓					
<b>Intra-Agency Coordination for Planning and Programs</b>						
Transportation Electrification		✓				✓
Water & Energy		✓		✓		
Building Codes & Fees		✓	✓	✓		
Land Use						
<b>T&amp;D Grid Modeling for Local &amp; Distributed Energy Development</b>						
		Electric Vehicles				Localization Study
<b>Partnership with Utility on Distributed Resources</b>						
						Microgrid Grant

# Rates, Reserves, Energy and Operating Costs

## Community Choice Agencies

### 2017/18 Financial Forecasts



DRAFT — data sources: UCLA Luskin Center & CCPartners (update from CalCCE expected)



# Evolution of CCE 2.0 & 3.0 Maturity Models

# Context: Rapid Evolution of CCE (2017-18)

1. Redwood Coast Energy Authority (Humboldt) led by example
2. Public power waded in to help the CCE industry
3. Multiple CCEs began hiring experienced CEOs



**Girish Balachandran**  
Chief Executive Officer

*28 years of experience.*

*Former General Manager of  
Riverside Public Utilities &  
Alameda Municipal Power*



**Tom Habashi**  
Chief Executive Officer

*30 years of experience.*

*Former General Manager of  
Roseville Electric Utility*



**Lori Mitchell**  
Director of Community Energy

*20 years of experience.*

*Former Manager of Procurement  
for the San Francisco Public  
Utilities Commission (SFPUC)*



# Community Choice 2.0 & 3.0 Maturity Models

## CCE 2.0: BUSINESS MODEL

1. Portfolio Management Services
2. Virtual Power Plant Services
3. In-house Enterprise Data Pipeline
4. Other hallmarks:
  - CEO with industry experience
  - Experienced staff in key positions (energy risk management, data analytics, etc.)
  - Comprehensive Risk Policy
  - Dedicated Risk Committee
  - Flexibility & at-risk service contracts

## CCE 3.0: JOINT-ACTION

- Individual agencies working together
- Sharing resources, staff, jointly contracting for services and power, etc.
- Assist new CCE initiatives & avoid re-inventing the wheel
- In future: establishing a separate Joint Powers Authority (“JPA of CCEs”) to provide advanced services at-scale (low cost)

***Goal: develop institutional capacity so CCE’s (deeply) understand the business***

# CCE 2.0: 2017 “Tipping Point” in Sophistication

Public Power  
Portfolio Managers



Community  
Choice Clients



# CCE 3.0: current joint-action initiatives

## Trade Association:



- Sharing best practices
- Joint regulatory engagement
- Coordination for lobbying
- Discussing joint procurement & shared services

## Ongoing Developments

- CCEs sharing models/ resources, discussing joint procurement and shared services
- CCEs assisting new initiatives

## Joint Procurement:



### 2017 Request for Offers – Carbon Free Energy with Storage

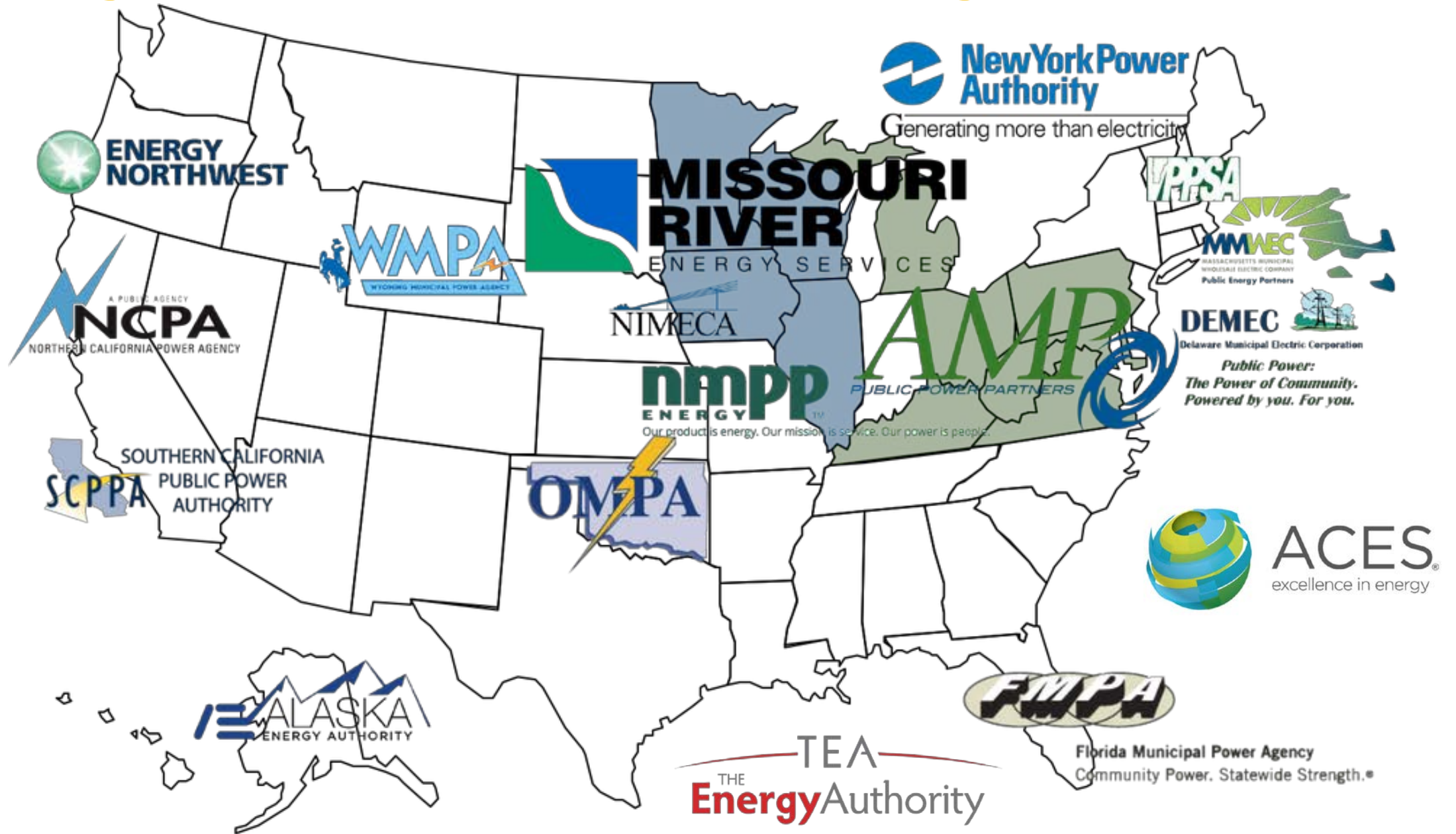
Monterey Bay Community Power (MBCP), along with SVCE, are soliciting offers for Carbon Free Energy with Storage.

The goal of this Joint RFO is for SVCE and MBCP to each enter into one or more long-term Power Purchase and Sale Agreements (PPAs) to secure up to 700 GWh per year of energy, combined, from Carbon Free generation facilities. For Solar PV generating facilities to bid into this RFO, the offer must contain an Energy Storage Facility.

### Joint RFO Timeline

Date	Event
September 15, 2017	Issuance Notice of RFO
September 28, 2017	Bidders Web Conference
October 13, 2017 5pm	Deadline to submit Offer(s)
Second half of October, early November 2017	Review offers, short-list identification, Board Approval, Short-listed Participant Notification
7 days after notification	Offer deposits due from short-list bidders
November through late December 2017	Negotiations and Execution of PPA(s)

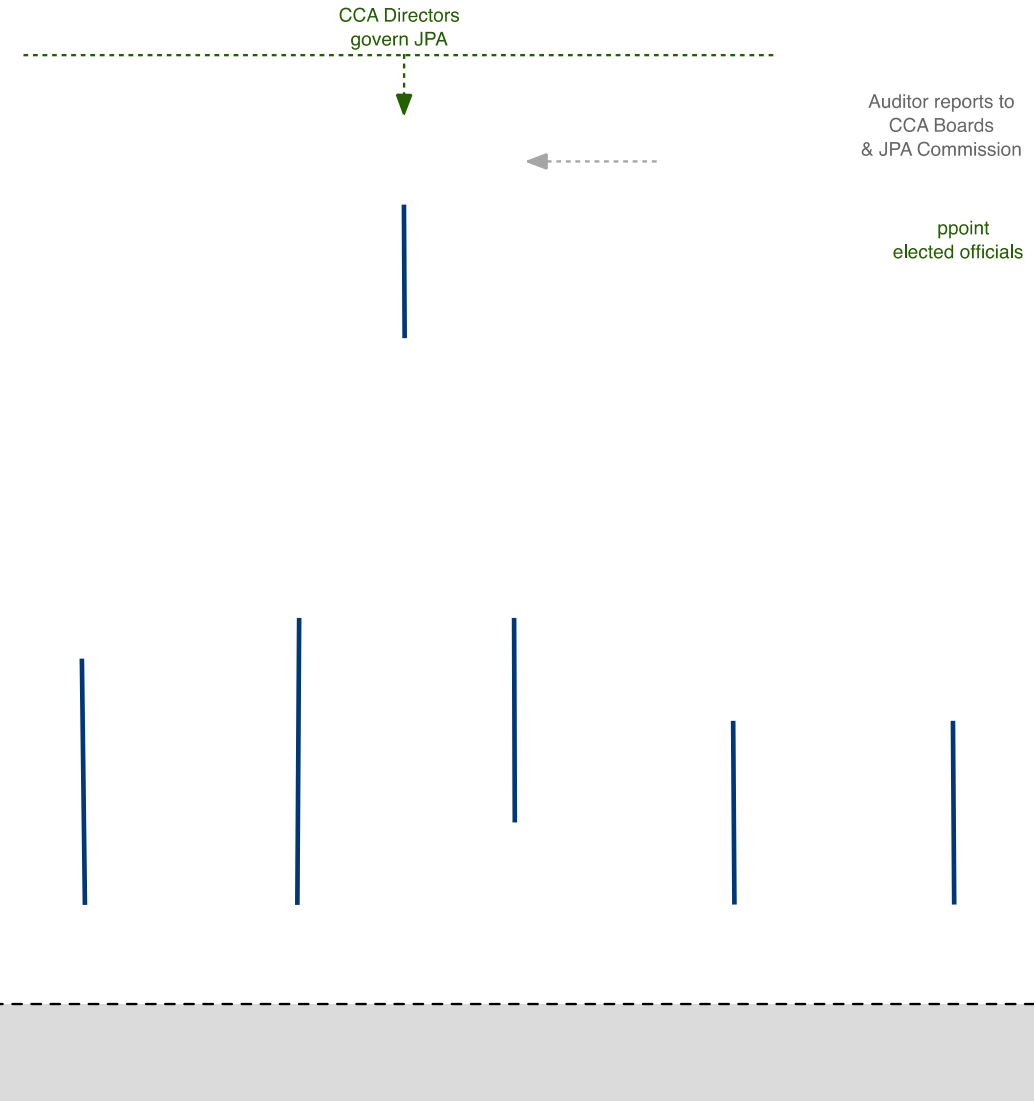
# Existing Public Power “Joint Action” Agencies



# CCE 3.0: “JPA of CCEs”

- Should we create one?
  - How to phase-in across 16+ agencies?
  - Which functions are provided & when?
  - Cost allocation issues?
  - Business case analysis?
- Governance options:
  - CCE CEOs form Board?
  - Elected officials on committee?
  - Role of Community Committees?
- Advantages of scale:
  - Combined expertise > than sum of parts
  - Low marginal cost of increasingly advanced & holistic services
  - Automatic coordination and standardization across a range of disciplines, business processes & territories (various benefits)

CCA Board 1  
(elected officials)



# Questions?

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