

Board of Directors

Regular Meeting

June 23, 2022

Regular Meeting Agenda

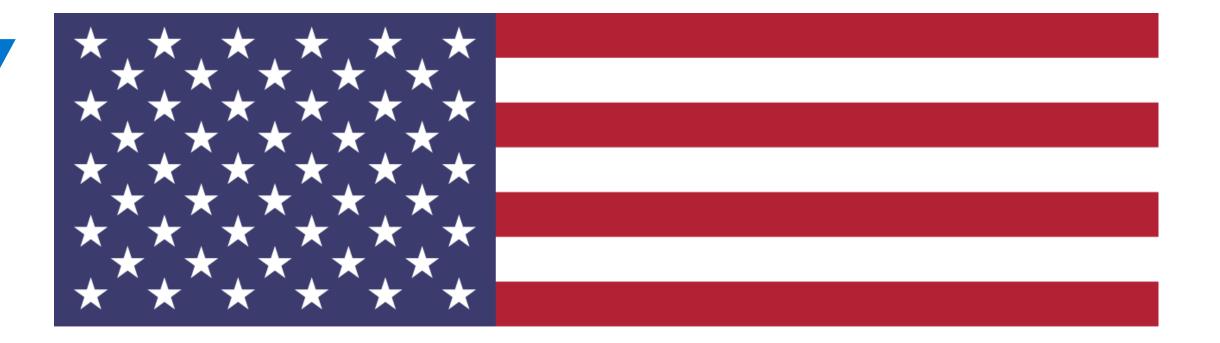
Welcome Call to Order Pledge of Allegiance Roll Call Items to be Added, Withdrawn, or Reordered on the Agenda Public Comment for Items Not on the Agenda Consent Agenda Regular Agenda Items:

- 9. Consideration of SDCP Mission, Vision, Core Values and Goals for 2023-2027
- 10. Approval of FY 2023 Operating Budget
- 11. Approval of SDG&E Modified Cost Allocation Mechanism (mCAM) Resource Adequacy Transaction

Reports by Management and General Counsel

Director Comments

Adjournment









Public Comment for Items **NOT on** the Agenda

Consent Agenda

- 1. Approval of Findings to Continue Holding Remote/Teleconference Meetings Pursuant to Assembly Bill 361
- 2. Receive and File Treasurer's Report for Period Ending 4/30/22
- 3. Approval of Amendment to Professional Services Agreement with Maher Accountancy for up to \$223,000 for services in FY2023
- 4. Approval of Amendment to Professional Services Agreement with Tosdal APC for up to \$314,000 for Legal and Regulatory Services in FY2023.
- 5. Approval of Amendment to Professional Services Agreement with Keys & Fox, LLP for up to \$250,000 for Legal Services in FY2023.
- 6. Update on Regulatory and Legislative Affairs
- 7. Update on Back Office Metrics/Dashboard
- 8. Approval of Community Advisory Committee (CAC) Reappointment of Members for Terms Ending in 2022 7

Item 9 Consideration of SDCP Mission, Vision, Core Values and Goals for 2023-2027

Recommendation:

Discuss and consider approval of SDCP Mission, Vision, Core Values and Goals for 2023-2027 as identified at the June 11, 2022 Board Workshop and Strategic Planning Session.



Presenter:

Karin Burns Chief Executive Officer

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Strategic Planning Presentation

Consideration of SDCP Mission, Vision, Core Values & Goals 2023 – 2027

Karin L Burns, CEO

June 23, 2022

Our Purpose

Develop the mission, vision, core values and key organizational focus areas Vision Mission

Core Values

Key Focus Areas

Organizational Goals & Objectives

Implementation & Monitoring



Introduction and

plan

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Overview

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COMMUNITY CO 45

Proposed SDCP Mission Statement

San Diego Community Power is a community-owned organization that provides affordable clean energy and invests in the community to create an equitable and sustainable future for the San Diego region.



Proposed SDCP Vision Statement

A global leader inspiring innovative solutions to climate change by powering our communities with 100% clean affordable energy while prioritizing equity, sustainability, and high-quality jobs.



Proposed Core Values

Proposed Core Values

Core Values – The 'JIST' of SDCP



Core Values Cont'd

- 1. Justice, Equity, Diversity and Inclusion
 - We prioritize inclusivity and champion environmental justice.
 - We believe we are stronger together and it is important to have a team that represents our diverse communities through a lens of equity.
 - We are **intentional** about inclusion and collaboration.

2. Impact

- We will be 100% renewable and consider **environmental** impact in all decisions.
- We are committed to making an **impact** by reducing GHGs while prioritizing our communities' needs.

3. Integrity

- We value and encourage mutual transparency and respect.
- We report to the people we serve. We respect each other and our communities.



Core Values Cont'd

4. Innovation

- We are **proactive** in our approach to innovation.
- Inspire creativity
- We recognize we are doing something that has not been done before.
- We believe in the creation of an organization fueled on innovative and sustainable solutions.

5. Servant Leadership

- We will demonstrate **leadership** in sustainability by constantly pursuing an innovative approach.
- We believe that climate change is a generational challenge. We believe community choice energy is our way to affect change and make a positive difference.
- We are intentional in our mission to serve our communities.
- We are **stewards** of the environment, our communities, and each other.
- We strive for **excellence** in all we do.



Core Values Cont'd

6. Togetherness

- We value, respect, and empower all people at the table in this transition.
- We will value **customers** by being approachable, transparent, and responsive.
- Ensure community empowerment through transparency and accountability.
- Community Empowerment (Notes)
- Inclusivity and champion environment justice
- Innovative and sustainable solutions
- We are together in our mission to serve our communities.





Proposed Key Focus Areas & Organizational Goals

Financial Stability

Practice fiscal strategies to promote long-term organizational sustainability

- Adopt financial controls and policies to meet or exceed best practices and manage risk.
- ✓ Obtain an investment grade credit rating by Nov 2025.
- Adopt plan to increase reserves to \$175M by 10/2023 (90 DCOH) and \$360M by 10/2025 (180 DCOH).
- Develop Rate Stabilization Reserve of \$70M to mitigate power cost fluctuations and economic downturns.



Energy Portfolio Development

Provide sufficient, reasonably priced, clean electricity to our customers

- Manage portfolio to manage risk, cost, and reliability objectives through risk management tools, sufficient staffing, and staff training.
- Develop secure Clean Energy Portfolio with goals of 50% RE (2022), 75% (2027), 85% (2030), and 100% (2035).
- ✓ 15% of our energy coming from new, distributed infill storage/solar+ storage resources in Member Agencies by 2035.
- ✓ 600MW of new Local Wholesale Energy and/or Battery Storage Projects (utility scale projects within San Diego and Imperial counties) by 2035
- Support development of innovative energy sources to improve resiliency through pilot programs, grant programs, and partnerships.
- Create high quality local jobs in renewable energy that support healthy families and vibrant communities.



Community Program Delivery

Implement energy projects and programs that reduce greenhouse gas emissions, align energy supply and demand, and provide benefits to community stakeholder groups

- Implement CPP recommended programs through continuous community engagement and assessment of community benefits while considering technology/ market changes and changing community needs.
- Invest in programs that target underserved communities (communities of concern) and are distributed throughout our Member Agencies.
- Invest in programs that promote residential and commercial solar, infill solar and/or distributed battery storage.
- Develop local support for deep decarbonization through building and transportation electrification.

GOALS (Continued)

 Develop workforce opportunities in the local clean energy economy (green careers).

 Support local government and state initiatives to advance decarbonization in alignment with Member Agency Climate Action Plans.

 Provide all customers with actionable clean energy education.

 Maintain appropriate and sufficient data sources to support smart program design, implementation and evaluation.



Marketing/Branding (Trusted Brand Building)

Develop trusted brand reputation to help drive participation in programs and support customer service and retention

- ✓ Identify and address gaps between perception and desired brand identity.
- ✓ Translate policy issues into consumerfriendly information and communication.
- ✓ Become known as leadership experts on the CCA model and the industry.
- ✓ Foster relationships with city planning offices, CBOs, NGOs, and Trade Associations.
- ✓ Develop relationships with industry media and influencers.
- ✓ Engage community through participation in local events.



Legislative/Regulatory

Advocate for public policies that advance SDCP organizational priorities

- Proactively educate and engage policymakers to develop policies that support SDCP's organizational priorities, including advocacy around PCIA reductions.
- Sponsor and support legislation and regulation that is consistent with SDCP's mission, vision, and goals.
- Develop annual legislative plan to advance and support SDCP objectives and share with local Senate and Assembly members and staff.
- ✓ Develop plan to meet more proactively with and educate key decisionmakers (e.g. CEC, CPUC commissioners).
- Coordination with Member Agency government affairs' teams to align on legislative positions.
- Continue to be an active participant in CalCCA and develop partnerships and coalitions to advance SDCP's policy and legislative agenda through CalCCA efforts.



Customer Service

Ensure high customer retention and satisfaction

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- Ensure customer satisfaction through key relationships including back-office support and key stakeholders.
- ✓ Continually strive to offer competitive rates.
- Maintain and grow high levels of customer participation and satisfaction.
- ✓ Achieve 10% of our load at the Power 100 service level by 2027.
- Build a robust data ecosystem for effective procurement, including program design, management & evaluation.

Organizational Development & Excellence

Ensure excellence by adopting sustainable business practices and fostering a workplace culture of innovation, diversity, transparency and integrity

- Create an organizational culture of inclusion, mutual respect, trust, innovation, and collaboration that upholds organization's core values.
- ✓ Develop an annual staffing plan that identifies and addresses resource needs and gaps.
- Provide training and professional development opportunities that build new skills and abilities.
- ✓ Foster culture of innovation to yield solutions that accelerate our mission and drive toward SDCP's vision.
- Design & implement an internal program that attracts workforce from our member cities and creates opportunities for candidates new to CCAs and the industry.
- ✓ Build institutional capacity of CAC to support the mission and core goals of SDCP.

Item 9 Consideration of SDCP Mission, Vision, Core Values and Goals for 2023-2027

Recommendation:

Discuss and consider approval of SDCP Mission, Vision, Core Values and Goals for 2023-2027 as identified at the June 11, 2022 Board Workshop and Strategic Planning Session.



Presenter:

Karin BurnsChief Executive Officer35

Item 10 Approval of FY 2023 Operating Budget

Recommendation: Approve the FY2023 Operating Budget

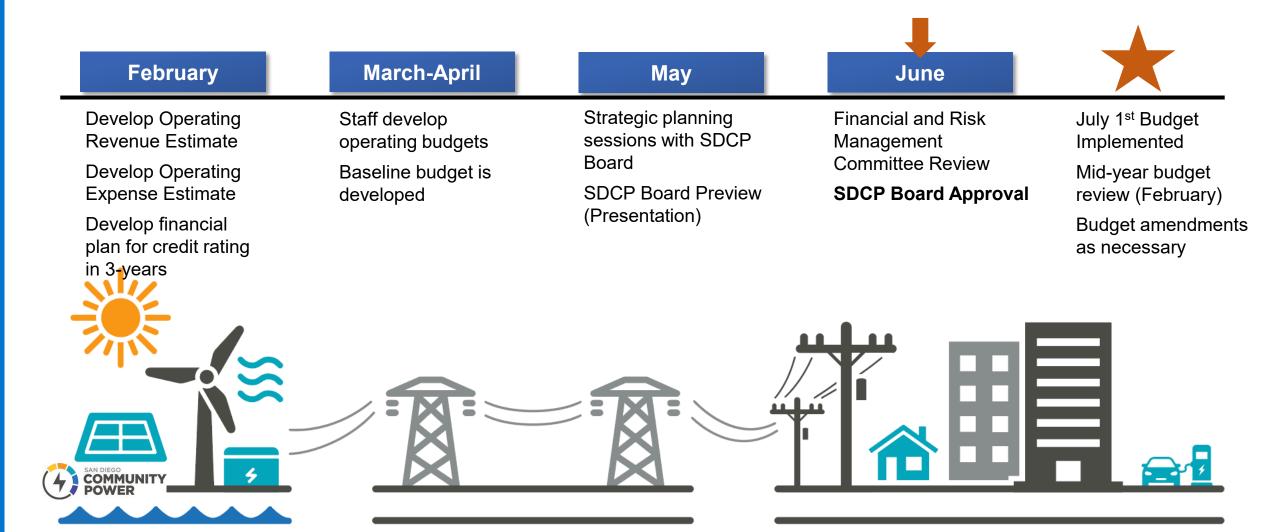


Presenter:

Eric Washington Chief Financial Officer

Budget Development for FY 2022-23

The schedule for budget development is the following.



Budget - Highlights

- Focus on **community programs** by staffing up our Programs team and launching initial pilot programs.
- Phase 4 enrollment of the County of San Diego and National City during the first half of calendar year 2023.
- Continued outreach through community events, sponsorships and advertising to inform customers about SDCP.
- **High cost of energy** with continued increases in forward electricity prices.



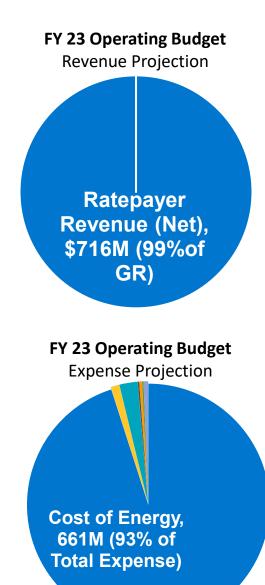
SAN DIEGO COMMUNITY POWER Operating Budget Fiscal Year 2022-23 Proposed Draft

June 23, 2022

SAN DIEGO COMMUNITY POWER

Budget – Summary

ltem	FY 23 Proposed Budget, \$M	FY 22 Amended, \$M
Gross Revenue	716.1	380.8
Less Uncollectible Accounts	(7.2)	(2.7)
Net Revenue	709.0	378.1
Cost of Energy	661.6	329.5
Non-Energy Costs	33.0	11.7
Subtotal Operating Expense	694.6	341.1
Debt Service	1.3	0.7
Total Expense	695.9	341.9
Net Position	13.0	36.1
Cumulative Net Position	49.1	
Days Cash on Hand	35.6	





Budget – Changes since 5/26 Board Meeting

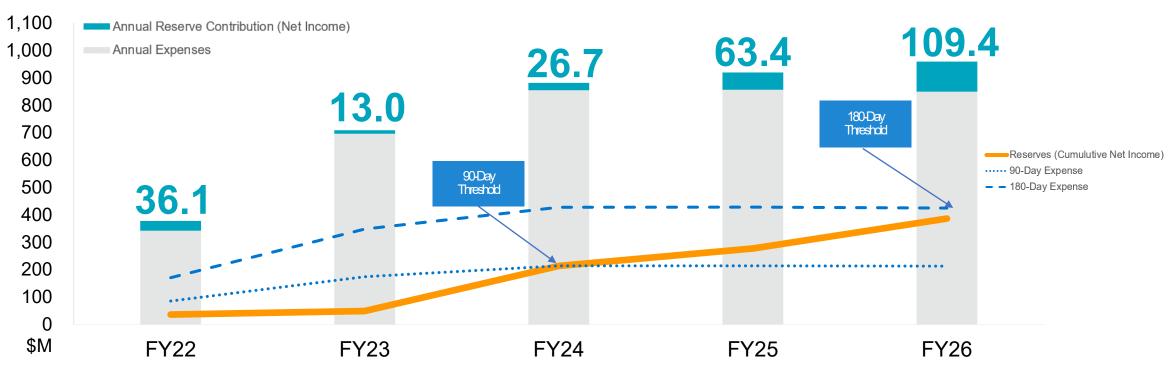
ltem		6/23 Board Meeting, \$M	Net Change	Update
Net Revenue	689.2	709.0	19.8	ERRA reduction removed due to higher energy costs
Cost of Energy	641.9	661.6	19.7	Forward market prices continue to increase since May 2022
Interest and Related Expense	6.3	1.3	(5.0)	Principal payments offset by restricted cash
Professional Services and Consultants	17.0	16.8	(0.2)	Reclass programs consultant to Programs
Personnel Costs	7.5	8.0		Administrative adjustments. Two positions added related to data analytics (database).
General and Administration	2.5	2.6	0.1	Minor addition related to software/database procurement.
Programs	0.7	1.4	0.7	Reclass programs consultant. Add'l community engagement resulting from strategic planning.
Marketing and Outreach	4.1	4.2	0.1	Minor addition to sponsorships related to the Community Power plan.
Total			3.9	



Budget – Reserves

ltem	FY 23 Proposed Budget, \$M	FY 22 Amended, \$M
Gross Revenue	716.1	380.8
Net Revenue	709.0	378.1
Subtotal Operating Expense	694.6	341.1
Total Expense	695.9	341.9
Net Position	13.0	36.1
Days Cash on Hand	35.6	
SDCP will allocate up to 15% of gross revenue annually toward building an Operating/Working Capital Reserve equivalent to 90 days of total operating expenses held as unrestricted cash.90-Day Total Reserve Goal	Year-end 90-day res Total \$49.1 m (35.6 days cash on hand w/ LOC) FY23 \$13.0 m	ected to hit 28.2% of its serve target in FY23 Goal (90-Days) \$173.7 m
SAN DIEGO COMMUNITY POWER	\$36.1 m	

Budget – Current Projection



	Operating Budget, \$M	FY22	FY23	FY24	FY25	FY26
	Net Revenue	378.1	709.0	872.7	910.7	949.6
	Total Expense	341.9	695.9	854.8	856.5	849.8
	Annual Reserve (Net Income)	36.1	13.0	26.7	63.4	109.4
	Reserves (Cumulative Net Surplus)	36.1	49.1	213.8	277.2	386.6
	90-Day Expense Target	85.5	173.7	213.7	214.1	212.5
COMMUNITY	180-Day Expense	171.0	347.4	427.4	428.3	424.9



Budget – Reserve Comparison

COMMUNITY

Reserves help with: Contingencies Power supply shocks Maintain rate competition economic downturns	Central Coast Community Energy S&P ('A' Issuer Credit Rating)	Maintains a minimum reserve balance equal to 30% of total operating budget expenditures, with a goal of increasing the reserve to 50% of total op budget expenditures . The maximum reserve is 75% of total operating budget expenditures.	180 days Of Operating Expense	\$179.3m FY22 Operating Expense
 Cash Availability Used to bridge temporary low levels of cash 	Marin Clean Energy Fitch (BBB+/Stable)	Staff will carefully monitor MCE's liquidity to ensure it meets the objectives of the organization with the goal of securing 240 days liquidity on hand (includes lines of credit).	240 days Of Operating Expense	\$295.9m FY22 Operating Expense
 Interest Avoids interest expense with borrowing debt 	Peninsula Clean Energy Fitch (BBB+/Stable)	PCE will maintain an Operating / Working Capital Reserve equal to one hundred eighty (180) days of total operating expenses.	180 days Of Operating Expense	\$120.9m FY22 Operating Expense
 Credit Rating Favorable terms with vendors Helps with issuing debt (bonds, commercial paper) 	SD Community Power	SDCP will allocate up to 15% of gross revenue annually toward building an Operating/Working Capital Reserve equivalent to 90 days of total operating expenses.	90 days Of Operating Expense	\$173.7m FY23 Operating Expense

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Budget – Personnel

Department	FY23 Proposed Budget, \$M	Current Positions	Proposed Positions
Power Services	1.74	2	8
Programs	0.85	2	7
Operations	1.46	4	6
Data Analytics and Account Services	1.10	3	6
External Affairs	0.95	3	6
Finance	1.19	2	4
Regulatory Affairs	0.7	3	3
Total	7.95	19	40

Budget increases Power Services team to 8 total positions

- Provides redundancy in SDCP's largest expense category
- > Currently 2 filled positions
- > 3 positions in active recruitment

Budget increases Programs team to 7 total positions

- Sets Programs team to be ready after Community Power Plan
- Expect full recovery of 2 positions from DAC GT-CSGT program

Budget funds key positions to **authorize full hiring by January 2023** subject to actual recruitment.

Budget generally increases positions to levels similar to other CCAs in California.



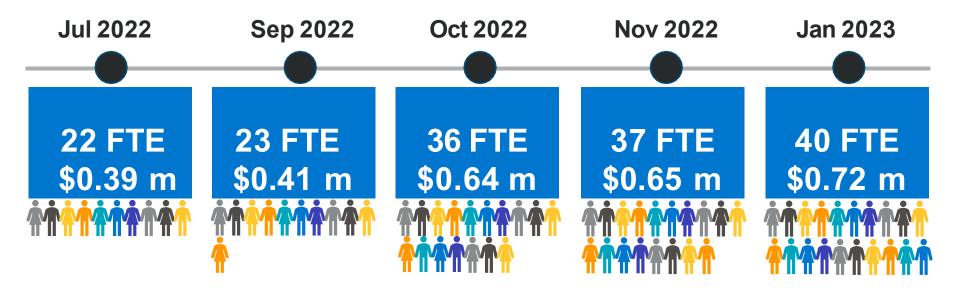
Budget – Personnel

Department	SDCP (Proposed)	Marin Clean Energy	Clean Power Alliance	East Bay Community Energy	Peninsula Clean Energy	Central Coast Com. Energy
Power Services	8	4	9	4	5	3
Programs	7	16	4	7	6	6
Operations	6	5	6	6	4	5
Data Analytics and Account Services	6	10	5	7	5	4
External Affairs	6	13	6	6	7	4
Finance	4	4	6	2	2	2
Regulatory Affairs	3	10	3	6	6	3
Total	40	62	39	38	35	27



Budget – Personnel

Position additions occur over time with recruitment expected starting on July 1st.



Costs above reflect monthly total personnel costs at the time a position is added.

The hiring strategy assumes SDCP will achieve **full staffing by January 2023**. This is a conservative estimate given current hiring timelines and the potential for attrition.



Budget – CCA Comparison

Community Choice Aggregator	Years Est. (JPA eff. Date)	Customer Accounts*	Cost of Energy, \$M**	Non-Energy Costs, \$M	Ratepayer	Energy Costs/Net Revenue (%)
Clean Power Alliance	Jun 2017	972,500	834.28	32.665	895.25	93%
San Diego Community Power	Oct 2019	931,675	661.64	33.983***	708.98	93%
East Bay Community Energy	Dec 2016	613,263	442.34	37.757	499.70	89%
Marin Clean Energy	Dec 2008	470,000	410.70	49.436	483.96	85%
Central Coast Community Energy	Mar 2018	296,000	326.30	32.179	351.53	93%
Peninsula Clean Energy	Feb 2016	296,000	216.70	24.994	222.24	98%

*Customer accounts from CalCCA as of October 2021, SDCP customer accounts are projected as of April 2023

**Cost of energy, non-energy costs and ratepayer revenue are from FY22 adopted budgets. SDCP costs and revenue are from its proposed FY23 budget.

***SDCP includes debt service costs of \$1.3M whereas most other CCAs do have minimal or zero debt service costs.



Proposed FY 2022-23 Budget - Highlights

Budget by	FY23	% of Net Revenues		
Revenue	Includes Phase 1 through Phase 3. Phase 4 starts in 2023.	FY23 \$709.0m	FY23 100.0%	
Cost of Energy	Assumes hedging as of June 2022 and forward prices for the remaining, unhedged energy.	FY23 \$661.6m	FY23 93.3%	
Professional Services	Data Management and SDG&E fees comprise majority.	FY23 \$16.9m	FY23 2.4%	
Personnel	14 new staff and 2 interns - Power Services to 8 staff and Programs to 7 staff.	FY23 \$8.0m	FY23 1.1%	
Marketing and Outreach	Mandatory enrollment notices, communication consultants, mailers, printing, sponsorships.	FY23 \$4.2m	FY23 0.6%	
General and Administrative	Office space, equipment, membership dues, and other general operational costs.	FY23 \$2.6m	FY23 0.4%	
Programs	Initial pilot programs launch and other community-based program efforts.	FY23 \$1.4m	FY23 0.2%	
Interest and Related Exp.	Repayment of loan principle, interest costs and potential renewal fees or letters of credit.	FY23 \$1.3m	FY23 0.2%	

COMMUNITY

Net Position +13.0m

Budget – Next Steps



SAN DIEGO COMMUNITY POWEI **Operating Bu** Fiscal Year 2022-23 **Proposed Draft** June 23, 2022

Overview of San Diego Community 1.1.1

Proposed Operating Br

San Diego Community Power is a coalision of peor focused on moving towards a healthier and susta neighbors, teachers and students, employes and political stripe and religious belief All of us have manage our electricity supply, taking a dionaga available for cleaner power, today and for futu profits, to create better health for everyone. COMMUNITY **Budget Process**

Annual Budget Cycle

COMMUNITY

eding cleaner electricity into the grid. They Partner with the local investor-owned utility (SDG&E, in our case) to deliver and service it. Power is cleaner, just as affordable, and just a iable. It's a simple model that's focused

liminating for-profit shareholders who m a profit on your electricity use.

4 COMMUNITY

Who We Are

San Diego Community Power is a coalition

About Community Choice SDCP is a Community Choice Aggregation (CCA) program—one of dozens that have formed across the state through the past 10

/ears. CCAs succeed by introducing healthy

the future, and really works

At SDCP, our only shareholder is you. Community Choice Energy might be new t San Diego, but programs just like this one have been springing up throughout Califor for over 10 years. SDCP is one of 23 progr already serving over 10 million customers. Why is Community Choice growing so fas That's easy-it's a simple model that work people of every age, ethnicity and in

Governance and Struc

In September 2019, the cities of San Di adopted an ordinance and resolution powers agency. In 2021, the County o





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378.1

329

341.1

- Budget book released with additional detail.
- July 1st Budget Implemented
- Mid-Year Budget Review (Feb) •
- Budget **amendments** as \bullet necessary

Item 10 Presentation of the Fiscal Year (FY) 2023 Operating Budget

Recommendation: Recommend Board approval of the FY 2023 Operating

Presenter:

Dr. Eric Washington, Chief Financial Officer



Item 11 Approval of SDG&E Modified Cost Allocation Mechanism (mCAM) Resource Adequacy Transaction

Recommendation:

Approve the SDG&E Modified Cost Allocation Mechanism (mCAM) Resource Adequacy Transaction.



Presenter:

Byron Vosburg Managing Director Power Services 51

SDG&E mCAM RA Transaction

Background:

•CPUC Integrated Resource Planning (IRP) Proceeding

Modified Cost Allocation Mechanism (MCAM)

•Decision 19-11-016 ordered procurement of 3300 MW of System Resource Adequacy (RA)

LSEs serving load shared procurement responsibility

SDCP not yet serving load

Cost recovery and other issues to be addressed in future decision
MCAM Decision approved May 19, 2022 requires SDG&E to enter into agreement to sell SDCP its share of resources

SDG&E mCAM RA Transaction

Proposed Transaction:

- SDCP to buy its load share (~35%) of SDG&E's contracted capacity
 - 35% is based on SDCP's 2022 load share
 - SDG&E's total obligation is 293 MW, required to be online by 2023
 - Due to delays, SDCP's share expected to be:
 - ~50 MW in 2022
 - ~75+ in 2023
 - up to ~102 MW if/when all SDG&E resources are online
- Contract Start: Sept 1, 2022
- Term: Through expiration of SDG&E's upstream contracts (~2037)
- Price: CPUC Market Price Benchmark for RA
- Resources: Various energy storage, renewable energy, and natural gas

Item 11 Approval of SDG&E Modified Cost Allocation Mechanism (mCAM) Resource Adequacy Transaction

Recommendation:

Approve the SDG&E Modified Cost Allocation Mechanism (mCAM) Resource Adequacy Transaction.



Presenter:

Byron Vosburg Managing Director Power Services 54

Reports by Management & General Counsel

Director Comments

Adjournment



Board of Directors

Next Regular Meeting Thursday, July 28, 2022