

**San Diego Community Power  
Fiscal Year 2020-2021 Budget (FY21):  
July 1, 2020-June 30, 2021**

Board Approval			For Board Information Only	
	FY21 (July 2020-June 2021)	FY21 Notes	DRAFT FY22 - Projected	FY22 Notes
<b>REVENUE</b>				
Working capital from River City Bank	\$ 24,600,000	\$5M startup plus \$20M step up, less \$400k in Jan-June 2020 expenses	\$ 10,000,000	
Rate payer revenues	\$ 22,688,892		\$ 379,305,666	
Less Uncollectibles	\$ (56,722)	Assumed 0.0025 (1/4%) of projected revenue	\$ (948,264)	Assumed 0.0025 (1/4%) of projected revenue
<b>Revenue TOTAL:</b>	<b>\$ 47,232,170</b>		<b>\$ 388,357,402</b>	
<b>EXPENSE</b>				
<b>Ops and Admin</b>				
Professional Services/Consulting	\$ 350,000	LEAN @\$85k, accounting @\$150k, HR/payroll @50k, IT@\$50k, Misc Consulting @ \$15k	\$ 350,000	LEAN @\$85k, accounting @\$150k, HR/payroll @50k, IT@\$50k, Misc Consulting @ \$15k
Board and Committee Expenses	\$ 15,000	Allows for Board and Committee compensation	\$ 20,000	Allows for Board and Committee compensation
Staffing (assumes 8 staff)	\$ 1,500,000	Includes 35% overhead/benefits; assumes 8 staff in FY 2021 and 20+ in FY 22	\$ 4,500,000	Includes 35% overhead/benefits; assumes 20 staff in FY 22
Admin Costs (rent, insurance, equipment, IT, software, travel, etc.)	\$ 350,000	Rent/improvements @\$120k, Insurance@ \$25k, Tech/software @\$50k, Equipment@\$100k, Travel \$10k, Contingency	\$ 400,000	Rent/improvements @\$120k, Insurance@ \$25k, Tech/software @\$50k, Equipment@\$100k, Travel \$10k, Contingency
Estimated Debt Service and Bank Fees	\$ 1,048,000	Estimates from PEA June proforma	\$ 5,488,000	Estimates from PEA June proforma
<b>TOTAL:</b>	<b>\$ 3,263,000</b>		<b>\$ 10,758,000</b>	
<b>CAISO/Utility Fees</b>				
CAISO deposit (to be a CRR holder; one time payment)	\$ 500,000			
Financial Security "Bond" (CPUC; one time payment)	\$ 50,000	\$100k already posted in May 2020; \$50k held in case bond increases	\$ -	\$100k already posted in May 2020; \$50k held in case bond increases
SDG&E billing service fees (@\$0.28 per account/month)	\$ 5,768	Phase 1 = 3,000; Phase 2 = 8,600 net of 5% opt-out/ Phase 3 = 925,000	\$ 1,531,488	Phase 1 = 3,000; Phase 2 = 8,600 net of 5% opt-out/ Phase 3 = 925,000
<b>TOTAL:</b>	<b>\$ 555,768</b>		<b>\$ 1,531,488</b>	
<b>Technical/Energy Services</b>				
Power contracting, portfolio and rate design, scheduling, CRR management, et al	\$ 273,000	\$19,250 through Feb 2021, March 2021 – March 2022: \$28,500/month, not inclusive of direct travel costs (est. \$5k travel); IRP incl in fee	\$ 376,000	March 2021 – March 2022: \$28,500/month, not inclusive of direct travel costs (est. \$5k travel); IRP incl in fee
Scheduling Fees	\$ 8,000	(\$0.03/Mwh/ month)	\$ 150,000	(\$0.03/Mwh/ month)
Cost of Power	\$ 32,511,279	From PEA June proforma	\$ 320,997,159	From PEA June proforma
Collateral/Lockbox reserves	\$ 5,000,000		\$ -	
<b>TOTAL:</b>	<b>\$ 37,792,279</b>		<b>\$ 321,523,159</b>	
<b>Communications/Customer Enrollment</b>				
Marketing strategy and branding	\$ 65,000		\$ 15,000	
Permanent Website + Maintenance	\$ 45,000		\$ 15,000	
Collateral Design/Video	\$ 60,000		\$ 25,000	
PR/Advertising Campaign – print, social, paid and earned media	\$ 150,000		\$ 150,000	
Community Engagement	\$ 125,000		\$ 150,000	
Materials for tabling and events (design/print)	\$ 30,000		\$ 60,000	
Customer Notifications (@ \$0.80 each)	\$ 49,000	Phase 1 = 3,150 x 4; Phase 2 = 9,030 x 4; Phase 3 = 925,000 x 4	\$ 2,960,000	Phase 1 = 3,150 x 4; Phase 2 = 9,030 x 4; Phase 3 = 925,000 x 4
Community Sponsorships, etc.	\$ 25,000		\$ 50,000	
<b>TOTAL:</b>	<b>\$ 549,000</b>		<b>\$ 3,425,000</b>	
<b>Data Management/Call Center</b>				
Data Management/Call Center	\$ -	Fees don't commence until January 2022	\$ 4,900,000	Fees don't commence until January 2022; full enrollment of 925,000 x 6 months for 2022
<b>TOTAL:</b>	<b>\$ -</b>		<b>\$ 4,900,000</b>	
<b>Legal</b>				
General Counsel Services	\$ 120,000	BBK General Counsel contract	\$ 150,000	BBK General Counsel contract
Legal review of power supply and other vendor contracts	\$ 120,000	Legal Counsel for commercial energy contracts	\$ 150,000	Legal Counsel for commercial energy contracts
<b>TOTAL:</b>	<b>\$ 240,000</b>		<b>\$ 300,000</b>	
<b>Regulatory/Legislative</b>				
Cal-CCA Membership	\$ 50,000	TBD; placeholder	\$ 350,000	TBD; placeholder
Regulatory Monitoring and Reporting	\$ 200,000	Tosdal APC regulatory contract	\$ 225,000	Tosdal APC regulatory contract
Participation in Regulatory Proceedings /Compliance Matters	\$ 100,000	New Gen - ERRA; other technical consulting as needed	\$ 200,000	New Gen - ERRA; other technical consulting as needed
Lobbyist	\$ 60,000	Sacramento	\$ 120,000	Sacramento
<b>TOTAL:</b>	<b>\$ 410,000</b>		<b>\$ 895,000</b>	
<b>Operating Expenditures TOTAL:</b>	<b>\$ 42,810,047</b>		<b>\$ 343,332,647</b>	
<b>NET SURPLUS</b>	<b>\$ 4,422,123</b>		<b>\$ 45,024,755</b>	

This budget does NOT include: 1) Reimbursable expenses for City of San Diego, La Mesa, and Encinitas, 2) Local Programs, and 3) Reserve Funds.