RESOLUTION NO. 2022-08

A RESOLUTION OF THE BOARD OF DIRECTORS OF SAN DIEGO COMMUNITY POWER ADOPTING THE FISCAL YEAR 2022–2023 BUDGET

- A. San Diego Community Power ("SDCP") is a joint powers agency formed pursuant to the Joint Exercise of Powers Act, Cal. Gov. Code § 6500 *et seq.*, California Public Utilities Code § 366.2, and a Joint Powers Agreement effective on October 1, 2019 and amended on December 16, 2021 ("JPA Agreement").
- B. The JPA Agreement provides that SDCP's fiscal year shall be 12 months commencing each year on July 1 and ending on June 30 the following year.
- C. The JPA Agreement further provides that all expenditures shall be made in accordance with the approved budget and upon the approval of any officer so authorized by the Board in accordance with its policies and procedures.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of San Diego Community Power as follows:

- <u>Section 1</u>. The Board of Directors hereby approves and adopts the Fiscal Year 2022–2023 Budget attached hereto and incorporated herein as <u>Exhibit A</u>.
 - <u>Section 2</u>. This resolution shall take effect immediately upon its adoption.

PASSED AND ADOPTED at a meeting of the Board of Directors of San Diego Community Power held on June 23, 2022.

Chair, Board of Directors San Diego Community Power

Joseph M. Mosca

ATTEST:

Secretary, Board of Directors

Megan Wiegelman

San Diego Community Power

AYES: Chair Mosca (Encinitas), Alternate Director McCann (Chula Vista), Director Baber (La Mesa), Alternate Director Bush (National City), Director LaCava (San Diego), and Director

Lawson-Remer (San Diego County)

NOES: None

ABSTAINED: None

ABSENT: Imperial Beach



SAN DIEGO COMMUNITY POWER

Operating BudgetFiscal Year 2022-23

Adopted June 23, 2022 Resolution No. 2022-08





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How to Use This Book

San Diego Community Power's (SDCP's) adopted Fiscal Year (FY) 2022-23 operating budget contains Agency budgetary and fiscal policy information as well as detailed operating budgets for Agency Departments. The adopted operating budget is organized into the following sections:

BUDGET PROCESS describes the various financial planning and budgeting processes and reports that inform the budget process.

BUDGET INFORMATION AND SUMMARY TABLES provides technical information on the structure, policies, and processes that govern the SDCP's budget development and implementation as well as high-level financial data summarizing the SDCP's adopted budget. The tables detail changes over a three-year period: FY22 budgeted, and the adopted FY23 budget.

OPERATIONAL BUDGETS provides budgetary information and operational priorities for each of the SDCP's Departments. Budget Level information is organized amount and includes the following information:

- Description of Budget Level 2 category.
- High-level highlights of expenses in the budget category.
- Comparison of expenses between the FY 2022 and FY 2023.

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ADDITIONAL RESOURCES provides additional information related to the Community Choice Aggregator (CCA) industry as well as a glossary of commonly used terms.





Overview of San Diego Community Power

Who We Are

San Diego Community Power is a coalition of people who live and work in our communities, focused on moving towards a healthier and sustainable, clean energy future. We're friends and neighbors, teachers and students, employees and bosses. We're of every color and ethnicity, every political stripe and religious belief. All of us have some important things in common: our goal is to manage our electricity supply, taking advantage of the affordable, common sense options available for cleaner power, today and for future generations. We also prioritize people over profits, to create better health for everyone.

About Community Choice

SDCP is a Community Choice Aggregation (CCA) program—one of dozens that have formed across the state over the past 10 years. CCAs succeed by introducing healthy competition into the energy marketplace and feeding cleaner electricity into the grid. They partner with the local investor-owned utility (SDG&E) to deliver and service it. Power is cleaner, just as affordable, and just as reliable. It's a simple model that's focused on the future, and really works.

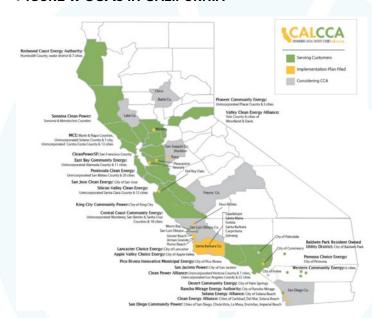
This not-for-profit model goes even further, eliminating for-profit shareholders who make a profit on your electricity use.

At SDCP, our only shareholder is you.

Community Choice Energy might be new to San Diego, but programs just like this one have been springing up throughout California for over 10 years. SDCP is one of 23 programs already serving over 10 million customers. Why is Community Choice growing so fast? That's easy—it's a simple model that works for people of every age, ethnicity and income

group. The public gets choices that make real sense. Choices that are sensible, affordable, and focused on the future.

FIGURE 1: CCAs IN CALIFORNIA



Governance and Structure

In September 2019, the cities of San Diego, Chula Vista, Encinitas, La Mesa, and Imperial Beach adopted an ordinance and resolution to form San Diego Community Power, a California joint powers agency. In 2021, the County of San Diego and National City voted to join SDCP.



SDCP's Board is comprised of elected representatives from each member jurisdiction—which may expand as new communities in the surrounding area decide whether to join SDCP in the future. The Board is publicly accountable to SDCP ratepayers and hosts monthly Board meetings, where they establish policy, set rates, determine power options and maintain fiscal oversight.

As a public agency, SDCP is designed to be fully transparent with all meetings and information open to the public.

FIGURE 2: SDCP MEMBER CITIES



Organization Structure

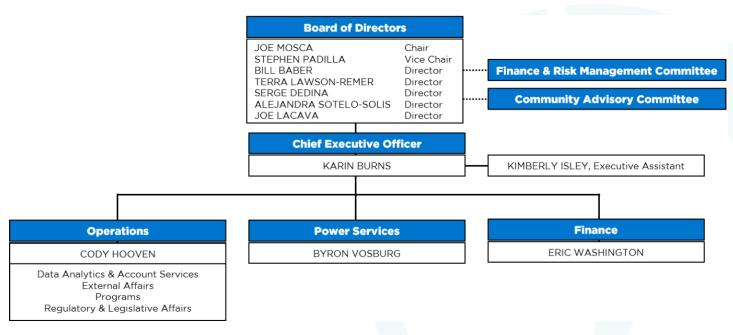
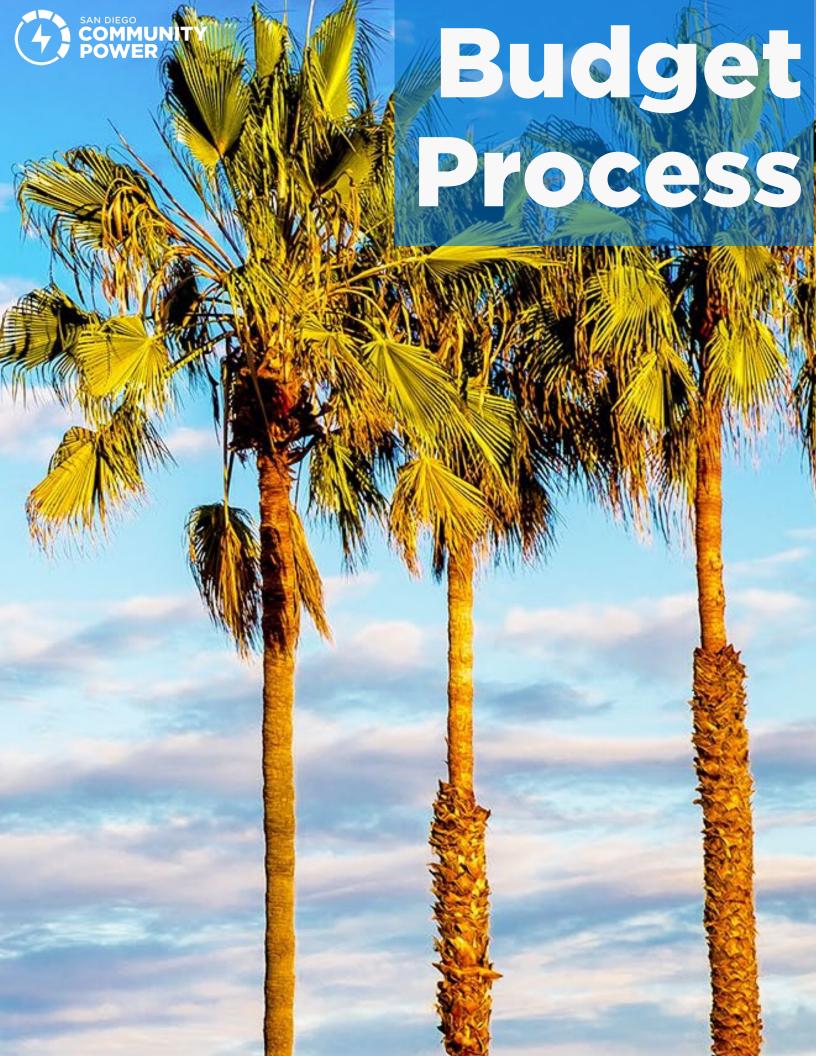


FIGURE 3: ORGANIZATION CHART





Budget Process

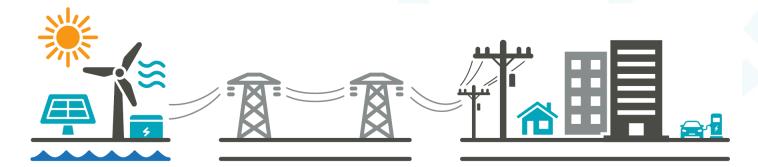
Annual Budget Cycle

On October 1, 2019, the Founding Members of SDCP adopted the Joint Powers Agreement (JPA) which was amended and restated on December 16, 2021. Section 4.6.2 of the JPA specifies that the SDCP Board of Directors shall adopt an annual budget with a fiscal year that runs from July 1 to June 30. Section 7.3.1 of the JPA additionally specifies that the board may revise the budget from time to time as may be reasonably necessary to address contingencies and unexpected expenses.

The annual budget process typically starts in February of any given year. The Finance department develops initial revenue and expense estimates and updates its short-term financial plan. In March and April, SDCP staff develop and refine budget proposals to develop an initial budget baseline for the Agency for the upcoming budget year. The budget is further refined through strategic planning sessions, through the SDCP Finance and Risk Committee, and through the SDCP Board of Directors, which needs to adopt the budget no later than July 1st.

FIGURE 4: TYPICAL ANNUAL BUDGET PROCESS

| February | March-April | May | June | |
|---|---------------------------------|---------------------------------------|--------------------------------------|--|
| Develop Operating Revenue Estimate | Staff develop operating budgets | Strategic planning sessions with SDCP | Financial and Risk Management | July 1 st Budget Implemented |
| Develop Operating Expense Estimate | Baseline budget is developed | Board SDCP Board Preview | Committee Review SDCP Board Approval | Mid-year budget review (February) |
| Develop financial plan for credit rating in 3-years | | (Information Item) | | Budget amendments as necessary |





Budget Calendar

| Date | Milestone |
|------------------------|---|
| January 2022 | Budget process begins. |
| February 2022 | Initial revenue and expense estimates are developed. |
| March to April 2022 | Departments propose expense requests for review. |
| April 2022 | Staff set initial budget baseline. |
| May 26, 2022 | FY 2022-23 budget is reviewed by the Board of Directors as an information item. |
| June 2, 2022 | Financial Management and Risk Committee reviews the FY 2022-23 budget and provides feedback. |
| June 11, 2022 | Feedback incorporated from Strategic Planning sessions with the Board of Directors. |
| June 23, 2022 | FY 2022-23 budget is adopted by the Board of Directors as an action item. |
| July 1, 2022 | FY 2022-23 budget is implemented. |

FIGURE 5: BUDGET CALENDAR





Budget Guidelines

On October 1, 2019, the Founding Members of SDCP adopted the Joint Powers Agreement (JPA) which was amended and restated on December 16, 2021. There are several sections of the JPA that guide the development and management of the budget.

Section 4.6 Specific Responsibilities of the Board. The specific responsibilities of the Board shall be as follows:

4.6.2 Formulate and adopt an annual budget prior to the commencement of the fiscal year;

Section 7.2 Depository

7.2.3 All expenditures shall be made in accordance with the approved budget and upon the approval of any officer so authorized by the Board in accordance with its policies and procedures.

Section 7.3 Budget and Recovery Costs

7.3.1 Budget. The initial budget shall be approved by the Board. The Board may revise the budget from time to time as may be reasonably necessary to address contingencies and unexpected expenses. All subsequent budgets of SDCP shall be prepared and approved by the Board in accordance with its fiscal management policies that should include a deadline for approval. Section 4.6.2 of the JPA specifies that the SDCP Board of Directors (Board) shall adopt an annual budget with a fiscal year that runs from July 1 to June 30.

The Agency also maintains a Financial Reserve Policy and Budget Policy posted to its <u>Key Documents</u> page on its website that provides further fiscal guidance.



Budget Structure

Department Hierarchy

SDCP's budget is developed as a line-item budget and is organized by department to indicate the Agency's organizational responsibility.

Departments

Power Services

Finance

Operations

- Regulatory Affairs
- Data Analytics and Account Services
- Programs
- External Affairs

FIGURE 6: BUDGET STRUCTURE - DEPARTMENT HIERARCHY

Budget Level Hierarchy

Additionally and separately, the budget is also organized by budget levels to organize expenses into relevant, related categories.

1. Operating Revenues

Operating revenues allow for revenues from sales of electricity to customers for Phase 1, 2, 3 and the beginning of Phase 4. Assumptions include an overall 5% opt-out rate.

2. Operating Expenses

SDCP's operating expenses fall into six categories: cost of energy, personnel costs, professional services and consultants, marketing and outreach, programs, and general and administration.

- I. **Cost of Energy** Includes all the various services purchased from the power market through our suppliers to supply energy to SDCP's customers.
- II. **Personnel** Include salaries, payroll taxes, benefits, and excused absence and paid time off for staff. The recruitment strategy includes the addition of approximately 19 new staff members and two interns during the FY 2022-23 budget cycle.
- III. **Professional services and consultants** Include SDG&E billing service fees, data management fees from Calpine, technical support (for rate setting, load analysis, energy scheduling, etc.), legal/regulatory services and other general contracts related to IT services, audits and accounting services. Funding is also included for a program consultant to guide future program investments in the community. Professional services and consultants are further broken down into the below Budget Level 3 categories.

- a. Data Management
- b. SDG&E Fees
- c. Technical Support



- d. Legal/Regulatory
- e. Other Services
- IV. **Marketing and Outreach** Includes expenses for mandatory enrollment notices, communication consultants, mailers, printing, sponsorships, and partnerships to inform the community of SDCP. Marketing and outreach are further broken down into the below Budget Level 3 categories.
 - a. Printing
 - b. Sponsorships and Local Memberships
 - c. Communications Consultants
- V. General and Administration Costs include leasing office space, industry fees or memberships (e.g., bank fees, CalCCA dues), equipment and software, as well as other general operational costs including Board and Committee expenses, Board stipends, staff travel or professional development, logo gear, and team building.
- VI. **Programs** Includes funding to support initial pilot programs after the SDCP Community Power Plan is complete in calendar year 2023, grants to community organizations, investments that generate equitable energy-related benefits, education campaigns, opportunities for increased collaboration with member agencies and funding for a potential new CPUC energy-efficiency program.
- 3. **Non-Operating Revenues** SDCP's budget also includes non-operating expenses related to interest and related expenses used to finance its operations. These costs are comprised of repayment of loan principle, associated interest costs as well as potential renewal fees on debt or letters of credit.

FIGURE 7: BUDGET STRUCTURE - BUDGET LEVEL HIERARCHY

| Budget Level 1 | Budget Level 2 | Budget Level 3 |
|------------------------|---|---|
| Revenue | Gross Ratepayer Revenues | Gross Ratepayer Revenues |
| Revenue | (Less 1% Uncollectible Customer Accounts) | (Less 1% Uncollectible Customer Accounts) |
| Operating Expenses | Cost of Energy | Cost of Energy |
| Operating Expenses | Personnel Costs | Salaries |
| Operating Expenses | Personnel Costs | Benefits (retirement/health) |
| Operating Expenses | Personnel Costs | Payroll Taxes |
| Operating Expenses | Personnel Costs | Accrued PTO |
| Operating Expenses | Professional Services and Consultants | Legal/Regulatory |
| Operating Expenses | Professional Services and Consultants | Technical Support |
| Operating Expenses | Professional Services and Consultants | Programs Consultant |
| Operating Expenses | Professional Services and Consultants | Other Services |
| Operating Expenses | Professional Services and Consultants | SDG&E Fees |
| Operating Expenses | Professional Services and Consultants | Data Management |
| Operating Expenses | Professional Services and Consultants | Contingency |
| Operating Expenses | Marketing and Outreach | Communications Consultants |
| Operating Expenses | Marketing and Outreach | Printing |
| Operating Expenses | Marketing and Outreach | Sponsorships/Local Memberships |
| Operating Expenses | General and Administration | Cal CCA Dues |
| Operating Expenses | General and Administration | Insurance |
| Operating Expenses | General and Administration | Rent |
| Operating Expenses | General and Administration | Other G & A |
| Operating Expenses | Programs | Programs |
| Non-Operating Expenses | Debt Service | Interest and Related Expenses |



FY 2022-23 Budget Principles



Fiscal Responsibility

Maintain a **fiscally responsible budget** in accordance with SDCP Budget Policy.



Understandable and Transparent

Provide an **understandable** and **transparent** operating budget for internal and external users.



Sufficient Funding

Ensure **sufficient funding** to meet procurement needs, sustain operational needs, and support sustained growth while delivering clean energy to the communities we serve.



People, Transparency, Community

Develop a budget that will ultimately **prioritize people**, **transparency**, and our **communities**.



Build SDCP Reserves

Build SDCP reserves and develop policies that consider future economic conditions.



Informed

Keep the SDCP Board of Directors and staff **informed** of SDCP's fiscal condition.

FIGURE 8: BUDGET PRINCIPLES





Adopted Operating Budget

The SDCP FY 2022-23 Adopted Operating Budget is presented in further detail in the following pages. The table below summarizes the revenue and expense budgets adopted for FY23 in comparison to the FY22 Amended Budget.

TABLE 1: OPERATING BUDGET OVERVIEW

| FY22 Amended | FY23 |
|-----------------|--|
| 380.8 | 716.1 |
| (2.7) | (7.2) |
| 378.1 | 709.0 |
| 329.5 | 661.6 |
| 11.7 | 33.0 |
| 341.1 | 694.6 |
| 0.7 | 1.3 |
| 341.9 | 695.9 |
| 36.1 | 13.0 |
| | Amended 380.8 (2.7) 378.1 329.5 11.7 341.1 0.7 341.9 |

Amounts displayed in millions, \$

Operating Revenue

SDCP's sole source of revenue currently is from the retail sale of electricity to its customers. Revenue budgeted for FY 2022-22 reflects a full fiscal cycle of retail sales to our commercial and industrial customer base and retail sales to our residential customer base.

The following table summarizes the revenues for FY22 Amended Budget, and the FY23 Adopted Operating Budget.

TABLE 2: OPERATING REVENUE BY BUDGET LEVEL 2

| | FY22 Amended | FY23 |
|---|--------------|-------|
| Gross Ratepayer Revenues | 380.8 | 716.1 |
| (Less 1% Uncollectible Customer Accounts) | (2.7) | (7.2) |
| Net Operating Revenues | 378.1 | 709.0 |



Operating Expenses

Expenses in the SDCP Operating Budget fall into five budget level 2 categories: cost of energy, personnel costs, professional services and consultants, marketing and outreach, and general and administration. The table below summarizes the expenses for the FY22 Amended Budget and the FY23 Adopted Operating Budget.

TABLE 3: OPERATING EXPENSES BY BUDGET LEVEL 2

| | FY23 |
|---------------------------------------|-------|
| Cost of Energy | 661.6 |
| Professional Services and Consultants | 16.9 |
| Personnel Costs | 8.0 |
| Marketing and Outreach | 4.2 |
| General and Administration | 2.6 |
| Programs | 1.4 |
| Subtotal Operating Expenses | 694.6 |
| Interest and Related Expenses | 1.3 |
| Total Expenses | 695.9 |
| | |

Amounts displayed in millions, \$

Operating Expenses by Department

The table below summarizes the FY23 Adopted Operating Budget expenses by department. Departments were established as part of the development of the FY23 Adopted Operating Budget and therefore are not shown in the prior year.

TABLE 4: OPERATING EXPENSES BY DEPARTMENT

| | FY23 |
|-------------------------------------|-------|
| Power Services | 665.8 |
| Data Analytics and Account Services | 16.5 |
| Finance | 3.9 |
| Operations | 3.4 |
| External Affairs | 2.9 |
| Programs | 2.0 |
| Regulatory Affairs | 1.6 |
| Total Operating Expenses | 695.9 |
| | |



Personnel by Department

The table below summarizes the actual personnel at the end of FY22 and the full-time equivalent (FTE) personnel in the FY23 Adopted Operating Budget. While personnel may be authorized, they must be filled. Detailed information showing filled and proposed FTE by department is included in the following Section.

TABLE 5: PERSONNEL BY DEPARTMENT

| | FY22 | FY23 |
|-------------------------------------|------|------|
| Power Services | 2.0 | 8.0 |
| Programs | 2.0 | 7.0 |
| Operations | 4.0 | 6.0 |
| Data Analytics and Account Services | 3.0 | 6.0 |
| External Affairs | 3.0 | 6.0 |
| Finance | 2.0 | 4.0 |
| Regulatory Affairs | 3.0 | 3.0 |
| Total FTEs | 19.0 | 40.0 |





Budget Supplemental Details

This section presents SDCP's FY 2022-23 draft budget in the format that it has been shown in prior years and is similar to the format presented by other CCAs in California.

| | | | FY 2022-23 | % of Net |
|-----------------------------|---|----|-------------|----------|
| OPERATING REVENUES | | D | raft Budget | Revenues |
| Gross Ratepayer Revenues | S | \$ | 716,146,107 | |
| (Less 1% Uncollectible Cus | stomer Accounts) | \$ | (7,161,461) | |
| Net Operation | g Revenues | \$ | 708,984,646 | 100.0% |
| COST OF ENERGY | | | | |
| Cost of Energy | | \$ | 661,638,828 | |
| То | tal Cost of Energy | \$ | 661,638,828 | 93.3% |
| Gross Net Po | sition | \$ | 47,345,818 | 6.7% |
| OPERATING EXPENSES | | | | |
| Professional Services and 0 | Consultants | | | |
| Data Managem | | \$ | 10,541,810 | |
| SDG&E Fees | | \$ | 2,563,226 | |
| Technical Supp | oort | \$ | 1,335,000 | |
| Legal/Regulato | | \$ | 1,330,000 | |
| Other Services | | \$ | 1,111,000 | |
| Total Prof. Sv | | \$ | 16,881,036 | 2.4% |
| | | | | |
| Personnel Costs | | | 6 160 202 | |
| Salaries | . // | \$ | 6,160,382 | |
| Benefits (retire | ement/health) | \$ | 1,274,972 | |
| Payroll Taxes | | \$ | 443,464 | |
| Accrued PTO | | \$ | 72,681 | |
| Total Person | nel Costs | \$ | 7,951,499 | 1.1% |
| Marketing and Outreach | | | | |
| Printing | | \$ | 2,323,000 | |
| Sponsorships/I | Local Memberships | \$ | 1,199,167 | |
| Communicatio | ns Consultants | \$ | 642,000 | |
| Total Mrktg a | and Outreach Costs | \$ | 4,164,167 | 0.6% |
| General and Administratio | n | | | |
| Other G & A | | \$ | 2,037,461 | |
| Cal CCA Dues | | \$ | 370,000 | |
| Rent | | \$ | 180,000 | |
| Insurance | | \$ | 3,902 | |
| Total G & A (| Costs | \$ | 2,591,363 | 0.4% |
| Programs | | | | |
| Programs | | \$ | 1,607,500 | |
| Programs (Cos | t-Recovery) | \$ | (212,500) | |
| Total Program | • | Š | 1,395,000 | 0.2% |
| Net Operatin | | \$ | 32,983,065 | 4.7% |
| To | tal Operating Expenses | \$ | 694,621,893 | 98.0% |
| Operating Inc | - · | \$ | 14,362,753 | 2.0% |
| Operating in | Loine (Luss) | ې | 14,302,733 | 2.070 |
| NON-OPERATING REVENUES (EXP | | ć | 1 21 4 022 | |
| Interest and Related Exper | | \$ | 1,314,922 | 0.000 |
| Total Non-Op | perating Revenues (Expenses) | \$ | 1,314,922 | 0.2% |
| CHANGE IN NET POSITION | | \$ | 13,047,831 | 1.8% |





Budget by Level 2 and Level 3

Operating Revenue

SDCP's sole source of revenue is from the retail sale of electricity to its customers. Revenue reflects a full fiscal cycle of retail sales to our commercial and industrial customer base and a portion of retails sales to our residential customer base. Additional revenue assumptions include:

- The Enrollment for Phase 4 for the County of San Diego and National City beginning in April 2023.
- The substantial completion of Enrollment Phases 1,2, and 3.
- Uncollectible accounts are assumed to be at 1% of total gross revenue.
- The overall opt-out rate is assumed to be 5%.
- Participation rate in Power100 is assumed at 7% of revenues.

TABLE 7: OPERATING REVENUE BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|---|--------------|-------|
| Gross Ratepayer Revenues | 380.8 | 716.1 |
| (Less 1% Uncollectible Customer Accounts) | (2.7) | (7.2) |
| Net Operating Revenues | 378.1 | 709.0 |



Cost of Energy

Cost of energy includes all the various services purchased from the power market through our suppliers. This includes purchased energy, capacity, CAISO fees and other miscellaneous power market expenses. Energy costs assume hedging for FY 2022-23 as of June 2022 and forward electricity prices for the remaining, unhedged energy. This category represents the large majority of SDCP expenses.

TABLE 8: COST OF ENERGY BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|----------------|--------------|-------|
| Cost of Energy | 329.5 | 661.6 |
| Cost of Energy | 329.5 | 661.6 |



Professional Services and Consultants

Professional Services and Consultants include SDG&E fees, data management fees from Calpine, technical support (for rate setting, load analysis, energy scheduling, etc.), legal/regulatory services and other general contracts related to IT services, audits and accounting services.

- **Data Management** includes a broad scope of services that includes all "back office" billing data validation, bill coordination with SDG&E, call center services and billing technical support, customer enrollment database management, move-in/move-out services, customer research for enrollment support, and many support functions related to data reporting.
- **SDG&E Fees** include various service fees paid to SDG&E. This includes mass enrollment fees related to Phase 3 and planned Phase 4. The fees also cover SDG&E's costs associated with meter reading, additional data processing and bill coordination as mandated and regulated by the California Public Utilities Commission (CPUC). Further, there are numerous small fees associated with data requests.
- **Technical Support** includes consultants to assist with rate setting, policies, joint rate comparisons with the IOU, load analysis, new member analyses and a scheduling coordinator. After electric power is scheduled for delivery to customers and ultimately consumed by those customers, the actual electric consumption must be trued up against the forecasted and scheduled energy. This true-up occurs through the settlement process. Settlements also entail addressing a number of other market and regulatory requirements.
- **Legal/Regulatory** includes legal counsel to assist with the complex aspects of the regulatory, compliance, power supply contract negotiations as well as its general legal needs. This line item also includes the retention of a lobbyist to support SDCP's legislative and regulatory efforts.
- Other Services include contracts for IT services, audits (data and financial audits), accounting services, and human resource services. As SDCP matures we will continue to monitor these services to determine whether it is more cost effective or efficient to bring this work in-house.

TABLE 9: PROFESSIONAL SERVICES AND CONSULTANTS BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|--|--------------|------|
| Data Management | 0.7 | 10.5 |
| SDG&E Fees | 1.4 | 2.6 |
| Technical Support | 1.0 | 1.3 |
| Legal/Regulatory | 1.1 | 1.3 |
| Other Services | 0.4 | 1.1 |
| Broker Fees | 0.1 | 0.0 |
| Contingency | 0.1 | 0.0 |
| Professional Services and Consultants | 5.1 | 16.9 |

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Personnel Costs

Personnel include salaries, payroll taxes, benefits, and excused absence and paid time off for staff. The recruitment strategy includes the addition of approximately 19 new staff members and two interns during the FY 2022-23 budget cycle to support the continued growth of SDCP. Most notably, the hiring strategy assumes:

- Power Services expands to eight staff to support the continued procurement of energy, SDCP's largest expense.
- Programs builds up to seven staff to position SDCP to receive public feedback and establish community programs.

TABLE 10: PERSONNEL COSTS BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|------------------------------|--------------|------|
| Salaries | 3.2 | 6.2 |
| Benefits (retirement/health) | 0.5 | 1.3 |
| Payroll Taxes | 0.2 | 0.4 |
| Accrued PTO | 0.1 | 0.1 |
| Contingency | 0.1 | 0.0 |
| Personnel Costs | 4.0 | 8.0 |



Marketing and Outreach

Marketing and Outreach includes expenses for mandatory enrollment notices, communication consultants, mailers, printing, sponsorships, and partnerships to inform the community of SDCP. Marketing and outreach are further broken down into the below Budget Level 3 categories:

- **Printing** includes all statutory pre- and post-enrollment notification printing, postage and mailing requirements as part of our Phase 3 and Phase 4 mass enrollment efforts. SDCP also performs additional outreach in the form of mailers.
- **Sponsorships and Local Memberships** includes outreach to educate the community of the benefits of community choice. This comes in the form of media advertising, sponsorships of community events, community organizations and partnerships.
- Communications Consultants continues to be an important focus of SDCP in ensuring the community is informed about SDCP and that we continue to build professional-level name recognition, trust, and education. This also covers design of all required notifications sent out to customers, informing them of their enrollment in SDCP, opt-out procedures, rate comparisons, as well as other notices or educational or marketing information.

TABLE 11: MARKETING AND OUTREACH BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|--|--------------|------|
| Printing | 0.3 | 2.3 |
| Sponsorships/Local Memberships | 0.2 | 1.2 |
| Communications Consultants | 0.9 | 0.6 |
| Notices and Mailers (moved to Printing) | 0.2 | 0.0 |
| Pilot City Member Grants (moved to Programs) | 0.2 | 0.0 |
| Marketing and Outreach | 1.7 | 4.2 |
| | | |



General and Administration

General and Administration costs include leasing office space, industry fees or memberships (e.g., bank fees, CalCCA dues), equipment and software, as well as other general operational costs including Board and Committee expenses, Board stipends, staff travel or professional development, logo gear, and team building.

TABLE 12: GENERAL AND ADMINISTRATION BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|----------------------------|--------------|------|
| Other G & A | 0.2 | 2.0 |
| Cal CCA Dues | 0.4 | 0.4 |
| Rent | 0.1 | 0.2 |
| Insurance | 0.1 | 0.0 |
| General and Administration | 0.8 | 2.6 |



Programs

Programs includes funding to support initial pilot programs after the SDCP Community Power Plan is complete in calendar year 2023, grants to community organizations, investments that generate equitable energy-related benefits, education campaigns, opportunities for increased collaboration with member agencies and funding for a potential new CPUC energy-efficiency program.

Funding is also included for the Disadvantaged Communities Green Tariff (DAC-GT) and Community Solar Green Tariff (CSGT) programs which is expected to be a fully recoverable cost that will be reimbursed by the California Public Utilities Commission.

TABLE 13: PROGRAMS BY BUDGET LEVEL 2 AND LEVEL 3

| | FY22 Amended | FY23 |
|--------------------------|--------------|-------|
| Programs | 0.0 | 1.6 |
| Programs (Cost-Recovery) | 0.0 | (0.2) |
| Programs | 0.0 | 1.4 |



RESOLUTION NO. 2022-08

A RESOLUTION OF THE BOARD OF DIRECTORS OF SAN DIEGO COMMUNITY POWER ADOPTING THE FISCAL YEAR 2022–2023 BUDGET

- A. San Diego Community Power ("SDCP") is a joint powers agency formed pursuant to the Joint Exercise of Powers Act, Cal. Gov. Code § 6500 *et seq.*, California Public Utilities Code § 366.2, and a Joint Powers Agreement effective on October 1, 2019 and amended on December 16, 2021 ("JPA Agreement").
- B. The JPA Agreement provides that SDCP's fiscal year shall be 12 months commencing each year on July 1 and ending on June 30 the following year.
- C. The JPA Agreement further provides that all expenditures shall be made in accordance with the approved budget and upon the approval of any officer so authorized by the Board in accordance with its policies and procedures.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of San Diego Community Power as follows:

- <u>Section 1</u>. The Board of Directors hereby approves and adopts the Fiscal Year 2022–2023 Budget attached hereto and incorporated herein as <u>Exhibit A</u>.
 - Section 2. This resolution shall take effect immediately upon its adoption.

PASSED AND ADOPTED at a meeting of the Board of Directors of San Diego Community Power held on June 23, 2022.

Chair, Board of Directors San Diego Community Power

Joseph M. Mosca

ATTEST:

Secretary, Board of Directors San Diego Community Power

Megan Wiegelman