



Community Advisory Committee

April 10, 2025

Item 1: Chief Executive Officer Update

Oceanside & Vista Enrollment

- Pre-Enrollment of remaining Net Energy Metering (NEM) customers has concluded
- Enrolled approximately 1,800 NEM customers per month over the past 12 months
- Pre-enrollment notices mailed to last NEM customers
- Statistics as of February 28, 2025:

City	Eligible Customers	Opt-Downs to 50% Renewable	Opt-Ups to 100% Renewable	Opt-Outs	Participation Rate
Oceanside	73,731	224	103	4,588	93.8%
Vista	39,438	97	318	1,897	95.2%
Total	113,169	321	421	6,485	94.3%

CEA Enrollment Stats

Member City	Clean Impact – 50% Renewable	Clean Impact Plus - 75% Carbon Free	Green Impact – 100% Renewable
Carlsbad	156	49,490	227
Del Mar	4	2,772	72
Escondido	145	53,204	62
Oceanside	193	68,137	90
San Marcos	114	34,535	62
Solana Beach	15	6,911	157
Vista	84	36,723	312
TOTAL ACCOUNTS	711	251,772	982

CEA Enrollment Stats

Member City	Eligible	Clean Impact	Clean Impact Plus	Green Impact	Total Active	Opt-ed Out	Participation Rate
Carlsbad	54,813	156	49,490	227	49,873	4,773	91%
Del Mar	3,032	4	2,772	72	2,848	182	94%
Escondido	56,774	145	53,204	62	53,411	3,337	94%
Oceanside	73,950	193	68,137	90	68,420	4,691	93%
San Marcos	37,041	114	34,535	62	34,711	2,147	94%
Solana Beach	7,772	15	6,911	157	7,083	668	91%
Vista	39,499	84	36,723	312	37,119	1,953	94%
Grand Total	272,881	711	251,772	982	253,465	17,751	93%

Battery Bonus Program (Residential Battery Retrofit)

- Proposal deadline on January 17, 2025
- Four Proposals submitted; two respondents short-listed
- Interviews conducted March 6, 2025
- Contract Negotiations Underway
- Board review/approval in April or May

Commercial & Industrial (C&I) Solar Generation Plus Storage Behind-the-Meter (BTM) Request for Proposals (RFP)

- Program will be designed for commercial & municipal customers
 - Deploys Solar + Batteries
 - Deploys Battery Only Systems where applicable
 - Enhances peak load management
 - Increases local resiliency and reliability
 - Supports overall grid health
- Submissions due April 14, 2025, by 5PM PST

C&I Solar Generation Plus Storage BTM RFP

Task:	Date:
Issue RFP	March 17, 2025
Deadline for written questions to be submitted	March 27, 2025, 5:00 PM PDT
Responses to written questions	April 7, 2025
Submittal due date	April 14, 2025, 5:00 PM PDT
Evaluate Proposals (oral interviews if needed)	April 14 – May 9, 2025
Results to Board for Selection	May 29, 2025

Green Impact Champions Program

- Launched in March 2024
- Welcome letters are sent to residential & commercial customers
- Business customers receive:
 - Promotion on CEA website with their logo and website link
 - Social media announcement recognizing the business
 - Customer must sign release waiver to participate
- 8 active Champions, representing 320+ accounts

Green Impact Champions Program



Completed Community Events

DATE	DESCRIPTION
February 24, 2025	The LEARN Program - Home Electrification Fair
February 24, 2025	City of Oceanside Senior Listening Session
March 5, 2025	NCAAWA 30th Anniversary Women's Conference
March 27, 2025	Oceanside Chamber of Commerce: Meet the City
March 29, 2025	North County Climate Change Alliance
April 5, 2025	San Marcos Spring Festival

Upcoming Community Events

DATE	DESCRIPTION
April 15, 2025	Carlsbad City Council: Legislative Committee Meeting
April 16, 2025	Carlsbad Chamber of Commerce: Green Business Expo
April 19, 2025	Alta Vista Botanical Gardens/City of Vista Earth Day
April 22, 2025	Sony Electronics Earth Day Fair
April 22, 2025	Del Mar Spring Climate Symposium
April 23, 2025	Vista Environmental Commission Presentation
April 24, 2025	GRAZE at the Fields
April 28, 2025	Del Mar Sustainability Advisory Committee Presentation

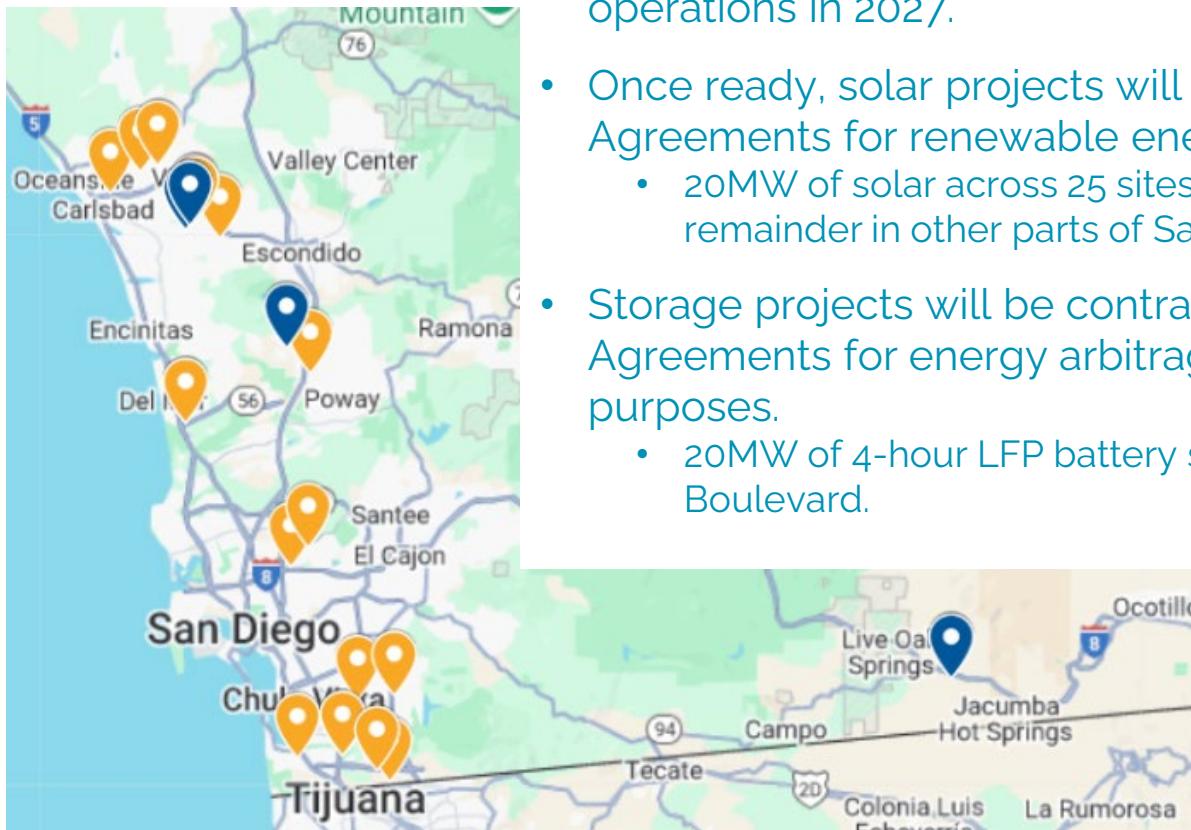
Solar Plus Update

- 14 Active / 4 Complete Contracts (as of 03/25/25)*
 - Solana Beach 1 Active, 0 Complete
 - Carlsbad 1 Active, 1 Complete
 - Escondido 2 Active, 0 Complete
 - San Marcos 3 Active, 1 Complete
 - Oceanside 3 Active, 1 Complete
 - Vista 4 Active, 1 Complete

*Actively focused on onboarding Channel Partners for program expansion and increased marketing

Luminia Local Solar/Storage Projects

- Framework Agreements provide a mechanism for each site in the portfolio to advance through permitting process. Most projects are anticipated to reach operations in 2027.
- Once ready, solar projects will be contracted to CEA under 20-year Power Purchase Agreements for renewable energy generation.
 - 20MW of solar across 25 sites – four in Oceanside, one in San Marcos, six in Vista, and the remainder in other parts of San Diego County.
- Storage projects will be contracted under 10-year Energy Storage Services Agreements for energy arbitrage purposes and potential Local Resource Adequacy purposes.
 - 20MW of 4-hour LFP battery storage across 4 sites – two in Vista, one in 4S Ranch, one in Boulevard.



■ = solar
■ = storage

Questions/Discussion

Item 2: Financial Review Year to Date Through December 2024 & Forecast through June 2025

Topics for Financial Review

- Actual financial performance through December 2024
- Forecast through June 2025
- JP Morgan credit line compliance

Financial Performance through December 31, 2024

	Year-to-date			
	Actual	Budget	Variance: Favorable / (Unfavorable)	YTD Actual as % of YTD Budget
OPERATING REVENUES				
Total Operating Revenues	\$207,804,870	\$199,667,399	\$8,137,471	104%
OPERATING EXPENSES				
Total Cost of Goods Sold (Energy Expense)	157,212,702	163,753,367	6,540,665	96%
Other Operating Expenses (excluding COGS)	4,455,307	4,289,264	(166,043)	104%
Total Operating Expenses	\$161,668,010	\$168,042,631	\$6,374,621	96%
OPERATING INCOME/(LOSS)	\$46,136,860	\$31,624,768	\$14,512,092	146%
NON-OPERATING REVENUES (EXP.)			-	
Total Nonoperating Income/(Expense)	(887,024)	(671,312)	(215,712)	132%
CHANGE IN NET POSITION	\$45,249,836	\$30,953,456	\$14,296,380	146%
Beginning Net Position	(16,964,834)			
Ending Net Position	28,285,002			

YTD December 2024 (6 months) Financial Highlights

- Revenues (billing to Customers)
 - \$8.1 million (4%) higher than budget
 - Although usage was 2% lower than budget, it was 4% higher than budget during peak months of July-September when customer rates are higher
- Expenses
 - 4% below budget
 - Energy costs were lower than budgeted
 - Non-energy costs were 4% above budget - mostly related to timing
- Change in Net Position
 - \$45.3 million, or \$14.3 million better than the budget of \$31.0 million

Financial Performance Projected through June 30, 2024

	Full Year		
	Full Year Forecast FY2024-2025	Full Year Budget FY2024-2025	Variance: Favorable / (Unfavorable)
OPERATING REVENUES			
Total Operating Revenues	\$365,647,431	\$360,839,549	\$4,807,882
OPERATING EXPENSES			
Total Cost of Goods Sold (Energy Expense)	317,575,668	317,090,165	(485,503)
Other Operating Expenses (excluding COGS)	9,677,704	9,378,650	(299,054)
Total Operating Expenses	\$327,253,372	\$326,468,815	(\$784,557)
OPERATING INCOME/(LOSS)	\$38,394,058	\$34,370,733	\$4,023,325
NON-OPERATING REVENUES (EXP.)			-
Total Nonoperating Income/(Expense)	(1,184,543)	(1,063,383)	(121,159)
CHANGE IN NET POSITION	\$37,209,516	\$33,307,350	\$3,902,166
Beginning Net Position	(16,964,834)		
Ending Net Position	\$20,244,681		

Full-year FY2025 (12 months) Forecast

- Revenues (billing to Customers) expected to be \$4.8 million, or 4%, higher than the full-year budget
- Expenses expected to be very close to budget
- Change in Net Position expected to be
 - \$37.2 million, or \$3.9 million better than the budget of \$33.3 million
 - Less favorable in the 2nd half of the year, although could be better since some conservatism is built into the forecast

JP Morgan Credit Line

- Met both Credit Line Covenants at 9/30 and 12/31
- On track to comfortably meet covenants going forward
- Current credit line expires January 2026
- Negotiating Extension of Credit Line to February 2, 2029, pending Board approval on April 24, 2025

		Dec 31	Mar 31	Jun 30	Sept 30	Dec 31
		2024	2025	2025	2025	2025
	Metric					
DSCR	1.0	12.2	16.1	27.7	48.0	60.3
DLOH	45	57	52	35	80	101

FY2025-2026 Budget Timeline

- Board Meeting May 29, 2025 – Draft Budget Review
- Board Meeting June 26, 2025 – Final Budget Approval

Questions/Discussion

Item 3: Energy Program Plan Input

Context & Goals

- **What is it?**

An outline of the strategies and actions CEA staff will employ to track, develop, implement, and market energy programs for different customer segments

- **Why?**

To learn about community needs, build partnerships, create recommendations for pilot programs/policies, and establish metrics to measure impact and success

Programs Plan Goals:

1. Promote Clean Energy Adoption
2. Enhance Energy Efficiency
3. Foster Equitable Program Design & Impact
4. Facilitate Economic Development
5. Increase Awareness and Participation

Process

Step 1: Baseline Data Analysis

- Customer Demographics
 - Census Bureau
 - Customer Relationship Management (CRM) Data
 - Usage Data
- Funding & Energy Service Provider Inventory
 - Local, State, and Federal Funding
 - Energy Service Providers: CCAs, others
 - Local organizations (CBOs)

Step 2: Community Engagement

- Community Needs Survey
- Community Workshops
- CAC & Board Input

Expected Outcomes

For Key Findings/Program Recommendations:

1. Business Case Analysis
 - Summary Dashboard Tool
2. Initial Programs List
3. Program Prioritization Framework
4. Implementation Timeline

Past CAC Recommendations

2023 Recommendations

- Identify communities and populations in need
 - Develop and implement opportunities to address the needs of identified communities and populations
- Provide solar & storage to Mobile Home residents
- Provide low/no interest loans for energy efficiency/green home improvements

2023 Recommendations

- Prioritize DC Fast Charging Stations for travel & regional consumers
- Coordinate with Electrify America
- Research grant opportunities to fund installation of fast chargers in member cities
- Evaluate school solar program & energy usage data
- Develop a 100% Clean Energy Schools Program
- Investigate a Public School Rate Plan
- Provide schools resources & support for clean energy solutions, support community awareness & sustainability education
- Explore school ambassador programs/climate action club partnerships with CEA

2024 Recommendations

- Develop strategies to increase public awareness of the need for CCAs and opting up
 - Videos, podcasts
 - Local radio/TV interviews
 - Op-ed pieces
 - Partnerships
- Make SolarPlus/other programs available to residents in communities unable to support infrastructure
- Work with SDGE to identify infrastructure upgrade areas

2024 Recommendations

- Engage & enroll local private/public schools to opt up to 100%
- Design schools outreach program, partner at school health fairs/events
- School ambassador program/climate action club partnerships
- Provide school resources & support for clean energy solutions

Energy Programs Workshop: Guided Discussion

Discussion Questions:

1. What specific energy challenges do you feel our community faces today?
2. How do you view the role of CEA in addressing these challenges?
3. Beyond the ideas previously proposed by the CAC, are there any topics or ideas that you feel are missing from this list?
4. What ideas do you have to ensure that all community voices are heard in the decision-making process?

Item 4: Rate Premiums Discussion

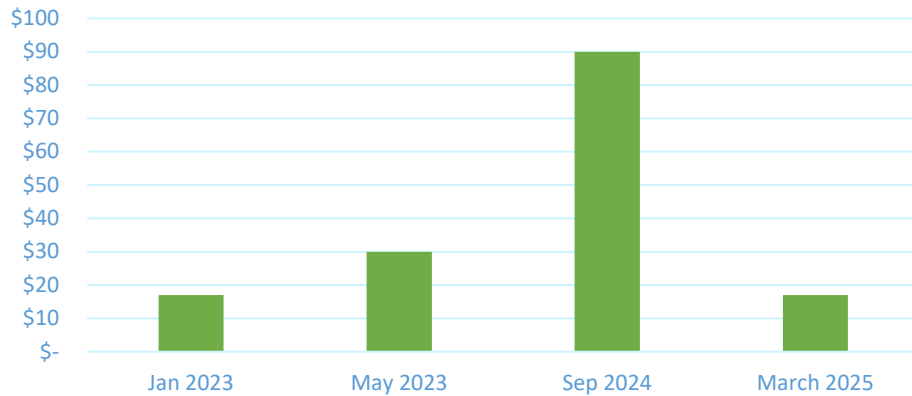
Current Product Rate Design

- Clean Impact (CI) – base CEA rate schedule.
- Clean Impact Plus (CIP) – base CEA rate schedule plus 0.1 cents per KWh.
- Green Impact (GI) – base CEA rate schedule plus 0.75 cents per kWh.

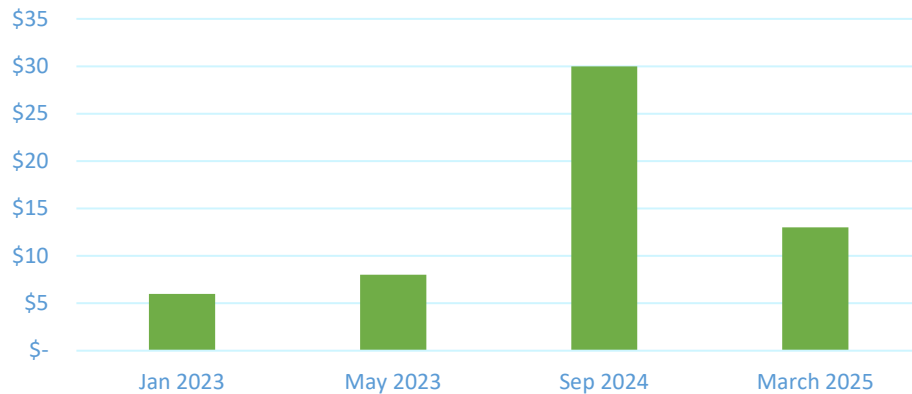
As shown in the following slide, renewable and carbon free energy prices have increased since the time these rates were set, but recent price reductions have narrowed the gap between rates and costs of service

Clean Energy Pricing

PCC1 Renewable Energy Prices (\$/MWh)



Large Hydro Energy Prices (\$/MWh)



Current Product Pricing

Product	Premium (\$/MWh)
Renewable Energy	\$12 to \$25
Large Hydro (Carbon Free)	\$12 to \$20

Example – Translating Costs to Rates:

- *Green Impact customers are purchasing 100% renewable energy, 50% more than Clean Impact*
- *(50% more renewable energy) x (\$20/MWh renewable energy cost premium) = \$10/MWh*
- **\$10/MWh = 1 cent / kWh**
 - *Slightly higher than current 0.75 cent / kWh adder for Green Impact*

Proposed Rate Design

- Clean Impact Plus – base CEA rate schedule (current rates including 0.1 cents per kWh adder).
- Clean Impact – base CEA rate schedule minus 0.34 cents per kWh.
- Green Impact – base CEA rate schedule plus 0.65 cents per kWh.

Residential Monthly Bill Impact, Schedule TOUDR1

	Clean Impact	Clean Impact Plus	Green Impact
Current	\$153.13	\$153.48	\$155.78
Proposed	\$152.28	\$153.48	\$155.78
Change	-\$0.85	\$0.00	\$0.00
Percentage Change	-0.6%	0%	0%

Item 5: Ad-Hoc CAC Subcommittees Discussion