

Clean Energy Alliance

JOINT POWERS AUTHORITY

Regular Board Meeting
July 16, 2020, 2 p.m.
Hosted by the City of Del Mar

Item 4: Clean Energy Alliance Financial Pro Formas

Barbara Boswell, Interim Chief Executive Officer
John Dalessi, Pacific Energy Advisors

Item 4: Clean Energy Alliance Financial Pro Formas

- Recommendation
 - Receive Informational Item on Clean Energy Alliance Financial Pro Formas

Item 4: Clean Energy Alliance Financial Pro Formas

- Pro Formas reflect three energy mix scenarios:
 - Base
 - 50% Renewable Default Energy product increasing to 100% by 2035
 - 82% PCC1/18% PCC 2 – allowable by state
 - Option 1 – 100% PCC1 at launch
 - Increases power costs ~ \$1.0M cumulative by FY 2025
 - Option 2 – 100% PCC1 by 2023
 - Increases power costs ~ \$0.76M cumulative by FY 2025
 - All three modeled at rate parity, 1% generation discount, 2% generation discount
 - Each 1% discount costs \$1.0M per year or \$4.3M through FY 2025
 - All pro formas reflect best information available today, but are subject to change

Base – Rate Parity

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - Base RCB/Calpine Credit Solution Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,913,235	69,767,349	71,127,161	72,508,987	73,913,166
II. Operating Expenses						
Power Supply	-	8,988,017	60,976,876	59,978,716	61,512,028	62,261,087
Staff	50,000	120,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,223,938	2,459,148	2,497,813	2,558,347	2,616,275
Subtotal Operating Expenses	303,000	10,331,956	64,036,023	63,094,529	64,706,915	65,532,998
Operating Margin	(303,000)	(418,721)	5,731,326	8,032,632	7,802,071	8,380,167
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(992,054)	5,085,076	6,629,579	6,399,458	6,977,693
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	495,662	3,488,367	3,556,358	3,625,449	3,695,658
Subtotal Other Uses	147,000	3,495,662	3,488,367	3,556,358	3,625,449	3,695,658
VI. Net Surplus/(Deficit)	-	12,284	1,596,708	3,073,221	2,774,009	3,282,035
VII. Cumulative Reserve	-	495,662	3,984,029	7,540,387	11,165,837	14,861,495
VIII. Cumulative Net Surplus	-	12,284	1,608,993	4,682,213	7,456,222	10,738,257
VI. Combined Cumulative Reserve & Cumulative	-	507,946	5,593,022	12,222,601	18,622,059	25,599,752
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 82% PCC1/18% PCC2
- Positive Net Surplus all years;
- 20% reserve by 2025

Base – 1% Discount

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - Base @ 1% Rate Discount Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,773,664	68,750,216	70,094,719	71,461,007	72,849,414
II. Operating Expenses						
Power Supply	-	8,988,017	60,976,876	59,978,716	61,512,028	62,261,087
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,108,938	2,459,148	2,497,813	2,558,347	2,616,275
Subtotal Operating Expenses	303,000	10,331,956	64,036,023	63,094,529	64,706,915	65,532,998
Operating Margin	(303,000)	(558,292)	4,714,192	7,000,190	6,754,091	7,316,415
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(1,131,625)	4,067,942	5,597,137	5,351,478	5,913,941
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	368,375	3,437,511	3,504,736	3,573,050	3,642,471
Subtotal Other Uses	147,000	3,368,375	3,437,511	3,504,736	3,573,050	3,642,471
VI. Net Surplus/(Deficit)	-	0	630,432	2,092,401	1,778,428	2,271,471
VII. Cumulative Reserve	-	368,375	3,805,886	7,310,622	10,883,672	14,526,143
VIII. Cumulative Net Surplus	-	0	630,432	2,722,833	4,501,261	6,772,732
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	368,375	4,436,318	10,033,455	15,384,933	21,298,875
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 82% PCC1/18% PCC2
- 3.8% reserve contribution in 2021
- 20% reserve by 2025

Base – 2% Discount

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - Base Scenario with 2% Discount						
Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,634,093	67,733,082	69,062,278	70,413,027	71,785,662
II. Operating Expenses						
Power Supply	-	8,988,017	60,976,876	59,978,716	61,512,028	62,261,087
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,108,938	2,459,148	2,497,813	2,558,347	2,616,275
Subtotal Operating Expenses	303,000	10,331,956	64,036,023	63,094,529	64,706,915	65,532,998
Operating Margin	(303,000)	(697,862)	3,697,059	5,967,749	5,706,112	6,252,664
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(1,271,195)	3,050,809	4,564,696	4,303,499	4,850,190
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	228,805	3,050,809	3,453,114	3,520,651	3,589,283
Subtotal Other Uses	147,000	3,228,805	3,050,809	3,453,114	3,520,651	3,589,283
VI. Net Surplus/(Deficit)	-	(0)	(0)	1,111,582	782,847	1,260,907
VII. Cumulative Reserve	-	228,805	3,279,614	6,732,728	10,253,379	13,842,662
VIII. Cumulative Net Surplus	-	(0)	(1)	1,111,581	1,894,429	3,155,335
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	228,805	3,279,613	7,844,309	12,147,808	16,997,998
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 82% PCC1/18% PCC2
- 2.4% reserve contribution in 2021
- 4.5% reserve contribution in 2022
- 19.2% reserve by 2025
- Net Surplus available beginning FY 2023

Option 1 – Rate Parity

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - Rate Parity and 100% PCC1 at Launch Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,913,235	69,767,349	71,127,161	72,508,987	73,913,166
II. Operating Expenses						
Power Supply	-	9,008,910	61,168,848	60,232,062	61,785,316	62,526,043
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,109,006	2,460,107	2,499,080	2,559,714	2,617,600
Subtotal Operating Expenses	303,000	10,352,916	64,228,956	63,349,142	64,981,570	65,799,279
Operating Margin	(303,000)	(439,681)	5,538,393	7,778,019	7,527,417	8,113,886
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(1,013,014)	4,892,143	6,374,966	6,124,804	6,711,412
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	486,986	3,437,511	3,504,736	3,573,050	3,642,471
Subtotal Other Uses	147,000	3,486,986	3,437,511	3,504,736	3,573,050	3,642,471
VI. Net Surplus/(Deficit)	-	(0)	1,454,633	2,870,230	2,551,754	3,068,942
VII. Cumulative Reserve	-	486,986	3,924,497	7,429,233	11,002,283	14,644,754
VIII. Cumulative Net Surplus	-	(0)	1,454,632	4,324,862	6,876,616	9,945,558
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	486,986	5,379,129	11,754,095	17,878,899	24,590,311
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 100% PCC1 at Launch
- 4.9% Reserve contribution 2021
- 19.8% reserve by 2025
- Net Surplus Available Beginning FY 2022

Option 1 – 1% Discount

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - 1% Discount and 100% PCC1 at Launch Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,773,664	68,750,216	70,094,719	71,461,007	72,849,414
II. Operating Expenses						
Power Supply	-	9,008,910	61,168,848	60,232,062	61,785,316	62,526,043
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,109,006	2,460,107	2,499,080	2,559,714	2,617,600
Subtotal Operating Expenses	303,000	10,352,916	64,228,956	63,349,142	64,981,570	65,799,279
Operating Margin	(303,000)	(579,252)	4,521,260	6,745,577	6,479,437	7,050,134
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(1,152,585)	3,875,010	5,342,524	5,076,824	5,647,660
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	347,415	3,437,511	3,504,736	3,573,050	3,642,471
Subtotal Other Uses	147,000	3,347,415	3,437,511	3,504,736	3,573,050	3,642,471
VI. Net Surplus/(Deficit)	-	0	437,499	1,837,789	1,503,774	2,005,190
VII. Cumulative Reserve	-	347,415	3,784,926	7,289,662	10,862,712	14,505,183
VIII. Cumulative Net Surplus	-	0	437,499	2,275,288	3,779,062	5,784,251
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	347,415	4,222,425	9,564,949	14,641,774	20,289,434
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 100% PCC1 at Launch
- 3.6% reserve contribution FY 2021
- 20% reserve by FY 2025
- Net Surplus Available FY 2022

Option 1 – 2% Discount

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - 2% Discount and 100% PCC1 at Launch Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,634,093	67,733,082	69,062,278	70,413,027	71,785,662
II. Operating Expenses						
Power Supply	-	9,008,910	61,168,848	60,232,062	61,785,316	62,526,043
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,109,006	2,460,107	2,499,080	2,559,714	2,617,600
Subtotal Operating Expenses	303,000	10,352,916	64,228,956	63,349,142	64,981,570	65,799,279
Operating Margin	(303,000)	(718,823)	3,504,126	5,713,136	5,431,458	5,986,383
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(1,292,156)	2,857,876	4,310,083	4,028,845	4,583,909
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	207,844	2,857,876	3,453,114	3,520,651	3,589,283
Subtotal Other Uses	147,000	3,207,844	2,857,876	3,453,114	3,520,651	3,589,283
VI. Net Surplus/(Deficit)	-	0	0	856,969	508,193	994,626
VII. Cumulative Reserve	-	207,844	3,065,720	6,518,834	10,039,485	13,628,768
VIII. Cumulative Net Surplus	-	0	1	856,970	1,365,163	2,359,789
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	207,844	3,065,721	7,375,804	11,404,648	15,988,557
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 100% PCC1 at Launch
- 2.1% reserve contribution FY 2021
- 4.2% reserve contribution FY 2022
- 19% reserve by FY 2025
- Net Surplus Available FY 2023

Option 2 – Rate Parity

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - Rate Parity and 100% PCC1 by 2023 Clean Energy Alliance							
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025	
I. Revenue	-	9,913,235	69,767,349	71,127,161	72,508,987	73,913,166	
II. Operating Expenses							
Power Supply	-	8,988,017	61,018,825	60,161,460	61,785,316	62,526,043	
Staff	50,000	235,000	600,000	618,000	636,540	655,636	
Administrative Costs*	253,000	1,109,006	2,460,107	2,499,080	2,559,714	2,617,600	
Subtotal Operating Expenses	303,000	10,332,024	64,078,933	63,278,540	64,981,570	65,799,279	
Operating Margin	(303,000)	(418,789)	5,688,416	7,848,620	7,527,417	8,113,886	
III. Financing							
Interest	-	123,333	146,250	116,038	69,822	22,280	
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194	
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474	
Operating Margin Less Financing	(303,000)	(992,122)	5,042,166	6,445,567	6,124,804	6,711,412	
IV. Cash From Financing	450,000	4,500,000	-	-	-	-	
V. Other Uses							
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-	
Collateral Deposits	0	2,500,000	-	-	-	-	
Reserve Additions	-	486,986	3,437,511	3,504,736	3,573,050	3,642,471	
Subtotal Other Uses	147,000	3,486,986	3,437,511	3,504,736	3,573,050	3,642,471	
VI. Net Surplus/(Deficit)	-	20,892	1,604,656	2,940,832	2,551,754	3,068,942	
VII. Cumulative Reserve	-	486,986	3,924,497	7,429,233	11,002,283	14,644,754	
VIII. Cumulative Net Surplus	-	20,892	1,625,547	4,566,379	7,118,133	10,187,074	
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	507,878	5,550,044	11,995,612	18,120,416	24,831,828	
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles							

- 50% Renewable
- 100% PCC1 by 2023
- 19.8% reserve by FY 2025
- Net Surplus Available All Years

Option 2 – 1% Discount

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - Rate Parity and 100% PCC1 by 2023 Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,913,235	69,767,349	71,127,161	72,508,987	73,913,166
II. Operating Expenses						
Power Supply	-	8,988,017	61,018,825	60,161,460	61,785,316	62,526,043
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,109,006	2,460,107	2,499,080	2,559,714	2,617,600
Subtotal Operating Expenses	303,000	10,332,024	64,078,933	63,278,540	64,981,570	65,799,279
Operating Margin	(303,000)	(418,789)	5,688,416	7,848,620	7,527,417	8,113,886
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(992,122)	5,042,166	6,445,567	6,124,804	6,711,412
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	486,986	3,437,511	3,504,736	3,573,050	3,642,471
Subtotal Other Uses	147,000	3,486,986	3,437,511	3,504,736	3,573,050	3,642,471
VI. Net Surplus/(Deficit)	-	20,892	1,604,656	2,940,832	2,551,754	3,068,942
VII. Cumulative Reserve	-	486,986	3,924,497	7,429,233	11,002,283	14,644,754
VIII. Cumulative Net Surplus	-	20,892	1,625,547	4,566,379	7,118,133	10,187,074
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	507,878	5,550,044	11,995,612	18,120,416	24,831,828
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 100% PCC1 by 2023
- 3.8% reserve contribution FY 2021
- 20% reserve by FY 2025
- Net Surplus Available beginning FY 2022

Option 2 – 2% Discount

Annual DRAFT Pro Forma Projections for a Community Choice Aggregation Program - 2% Discount and 100% PCC1 by 2023 Clean Energy Alliance						
Fiscal Year Ending:	2020	2021	2022	2023	2024	2025
I. Revenue	-	9,634,093	67,733,082	69,062,278	70,413,027	71,785,662
II. Operating Expenses						
Power Supply	-	8,988,017	61,018,825	60,161,460	61,785,316	62,526,043
Staff	50,000	235,000	600,000	618,000	636,540	655,636
Administrative Costs*	253,000	1,108,938	2,459,357	2,498,727	2,559,714	2,617,600
Subtotal Operating Expenses	303,000	10,331,956	64,078,183	63,278,187	64,981,570	65,799,279
Operating Margin	(303,000)	(697,862)	3,654,899	5,784,091	5,431,458	5,986,383
III. Financing						
Interest	-	123,333	146,250	116,038	69,822	22,280
Principal	-	450,000	500,000	1,287,015	1,332,791	1,380,194
Subtotal Financing	-	573,333	646,250	1,403,053	1,402,613	1,402,474
Operating Margin Less Financing	(303,000)	(1,271,195)	3,008,649	4,381,038	4,028,845	4,583,909
IV. Cash From Financing	450,000	4,500,000	-	-	-	-
V. Other Uses						
CPUC and CAISO Deposits	147,000	500,000	-	-	-	-
Collateral Deposits	0	2,500,000	-	-	-	-
Reserve Additions	-	228,805	3,008,649	3,453,114	3,520,651	3,589,283
Subtotal Other Uses	147,000	3,228,805	3,008,649	3,453,114	3,520,651	3,589,283
VI. Net Surplus/(Deficit)	-	(0)	0	927,924	508,193	994,626
VII. Cumulative Reserve	-	228,805	3,237,454	6,690,568	10,211,219	13,800,502
VIII. Cumulative Net Surplus	-	(0)	0	927,924	1,436,117	2,430,743
VI. Combined Cumulative Reserve & Cumulative Net Surplus	-	228,805	3,237,454	7,618,492	11,647,336	16,231,245
* Comprised of Technical and Legal Services, Customer Outreach and Communications, Utility Services Fees, Data Management Services, Uncollectibles						

- 50% Renewable
- 100% PCC1 by 2023
- 3.8% reserve contribution FY 2021
- 4.4% reserve contribution FY 2022
- 19.2% reserve by FY 2025
- Net Surplus Available beginning FY 2023

Item 4: Clean Energy Alliance Pro Formas

Board Questions/Discussion

Item 5: Clean Energy Alliance Advisory Committee

Barbara Boswell, Interim Chief Executive Officer

Item 5: Community Advisory Committee

- Recommendation
 - Approve Community Advisory Committee Policy, Review & Approve Timeline

Item 5: Community Advisory Committee

- Background
 - June 18, 2020 CEA Board reviewed the draft Citizen Advisory Committee
 - Requested edits included in Proposed Policy:
 - Change name from Citizen Advisory Committee to Community Advisory Committee
 - Add two (2) year term limit
 - Revise background/expertise criteria
 - Clarify attendance requirements
 - Revise CAC Purpose & Objectives
 - Propose Timeline for CAC

Item 5: Community Advisory Committee

PROPOSED TIMELINE:

TASK	DATE
Open Application Process	August 3, 2020
CEA Board Approve Initial CAC Workplan & Meeting Schedule	August 20, 2020
Applications due to CEA Board Secretary	August 28, 2020
Applications distributed to CEA Board Member	September 4, 2020
CEA Board Member Application Review & Evaluation	September 7 – October 2
CEA Board Meeting Review Recommendations & Approve Appointees	October 15, 2020
First Meeting of CAC	November/December 2020

Timeline accommodates for CAC to Work on Customer Outreach & Marketing

Item 5: Community Advisory Committee

Board Discussion

Item 6: Clean Energy Alliance Inclusive & Sustainable Workforce Policy

Barbara Boswell, Interim Chief Executive Officer

Item 6: Clean Energy Alliance Inclusive & Sustainable Workforce Policy

- Recommendation
 - Review, Provide Input & Approve CEA Inclusive & Sustainable Workforce Policy

Item 6: Clean Energy Alliance Inclusive & Sustainable Workforce Policy

- Background
 - May 7, 2020 CEA Board provided input & direction to staff to bring an Inclusive & Sustainable Workforce Policy to Board for consideration
 - Board referenced policy from Peninsula Clean Energy as a starting point
 - Additional information for consideration provided to Board from Sierra Club & IBEW 569 which Board requested to be reviewed
 - CEA JPA Agreement includes language in Recital 6f to be considered.

Item 6: Clean Energy Alliance Inclusive & Sustainable Workforce Policy

- Changes reflected in proposed policy include:
 - Added language from JPA Agreement related to the policy not limiting fair and open competition;
 - Edited language such as “shall” and “will” to strive;
 - Edited language such as “require” to “encourage”;
 - Removed language that refers to project labor agreements.
- Proposed policy reflects meeting requests/concerns of Board, conformity with JPA Agreement and suggestions from Sierra Club/IBEW 569.

Item 6: Clean Energy Alliance Inclusive & Sustainable Workforce Policy

Board Discussion

Item 7: Clean Energy Alliance Bid Evaluation Criteria & Scoring System

Barbara Boswell, Interim Chief Executive Officer

Item 7: CEA Bid Evaluation Criteria & Scoring System

- Recommendation:
 - Review two alternative Bid Evaluation Criteria & Scoring Systems, provide input and select a preferred alternative.

Item 7: CEA Bid Evaluation Criteria & Scoring System

- Background:
 - May 7, 2020 CEA Board requested Bid Evaluation Criteria & Scoring System to be brought for consideration
 - Two alternatives to be considered
 - East Bay Community Energy – provides bonus percentages/points for certain priority categories
 - Clean Power Alliance – Uses High-Medium-Low ranking for certain priority categories

Item 7: CEA Bid Evaluation Criteria & Scoring System

- EBCE Bid Evaluation:
 - 5% or 5 points out of a 100-point scoring system for responses with offices located within Alameda County (East Bay's local county) and minimum 25% employees from Alameda County;
 - 2.5% or 2.5 points out of a 100-point scoring system for responses who use union labor and/or unionized contractors;
 - 2.5% or 2.5 points out of a 100-point scoring system for responses from businesses owned and operated by a person representing one or more women, minority, disabled veteran, and lesbian, gay, bisexual, and transgender categories.

Item 7: CEA Bid Evaluation Criteria & Scoring System

- CPA High-Medium-Low ranking for:
 - \$ Value
 - Environmental Stewardship – project demonstrates multiple benefits beyond climate and GHG reduction
 - Workforce Development – evaluates target-hire, union labor, or multi-trade project labor agreements
 - Development Risk – composite rank based on factors impacting project risk including site control; interconnection status; environmental screens; land use and permits; project financing; and developer experience
 - Project Location – ranked based on location with CPA service counties, other counties within California or out of state
 - Benefits to Disadvantaged Communities (DAC) – ranked based on location with a DAC and demonstrates DAC workforce and community development benefits

Item 7: CEA Bid Evaluation Criteria & Scoring System

- Consideration for JPA Agreement Recital 6f:
 - *“Pursue the procurement of local generation of renewable power developed by or within member jurisdictions with an emphasis on local jobs, where appropriate, without limiting fair and open competition for projects or programs implemented by the Authority.”*

Item 7: CEA Bid Evaluation Criteria & Scoring System

Board Discussion

Item 8: Clean Energy Alliance Administrative & Operational Policies

Barbara Boswell, Interim Chief Executive Officer

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Recommendation
 - Review and approve Clean Energy Alliance (CEA) Unsolicited Proposals, Non-Energy Procurement and Financial Reserve Policies

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Unsolicited Proposals Policy
 - CEA has form on website to register for updates on future CEA solicitations.
 - Unsolicited Proposals Policy provides venue for submission of proposals not currently under solicitation, and would not normally be subject of normal CEA solicitation process

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Unsolicited Proposals must meet following:
 - Must contain a novel, innovative, or otherwise meritorious concept, application, approach or method;
 - Is for a good, project, program or service that would not be normally procured through CEA's typical solicitation processes;
 - Be independently originated and developed by the proposer;
 - Be prepared without CEA staff supervision or direct CEA staff assistance;
 - Present the proposed work or project in sufficient detail to allow a determination to be made that the proposed project could enhance, benefit, and provide valuable input to meeting CEA goals.

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Approach:
 - Phase 1 – Conceptual Proposal
 - Written, concept-level proposal to determine if meets requirements
 - Phase 2 – Detailed Proposal
 - Detailed technical & financial information to evaluate proposal

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Detailed Proposals Evaluated on:
 - Proposer's capabilities, related experience, facilities, techniques, or unique combinations of these which are integral factors for achieving the proposal objectives;
 - Qualifications, capabilities and experience of key personnel who are critical in achieving the proposal objectives;
 - Proposer's financial capacity to deliver the goods or services defined in the proposal;
 - Viability of the proposed schedule;
 - Proposal's consistency with CEA's objectives and goals;
 - Any other factors appropriate for the particular proposal.

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Non-Energy Procurement Policy:
 - Administrative Procedures for procurement of goods & services;
 - Solicitation Thresholds:
 - RFP or RFQ value of a contract exceeds \$100,000 in any fiscal year. These contracts are subject to Board approval before final execution.
 - Informal Bid Process value of a contract is between \$50,000 and \$99,999.
 - An Informal Verbal Proposal value of a contract is between \$10,000 and \$49,999.
 - Less than \$10,000, no formal or informal bids shall be required, however, staff is directed to seek the best value available

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Non-Energy Procurement Policy:
 - Signature Authority:
 - Chief Executive Officer authority up to \$100,000 for items budgeted
 - Subject to General Counsel Approval as to Form
 - New contracts in excess of \$50,000 reported to Board
 - CEO approval for invoices and vendor payments pursuant to CEA Approved Budget.

Item 8: Clean Energy Alliance Administrative & Operational Policies

- Financial Reserve Policy
 - Based on Board Direction
 - Establishes goals for Operating reserve
 - 5% of Revenue contributed annually
 - Goal of cumulative 25% of Revenue
 - Strive to achieve cumulative of 40% of Revenue

Item 8: Clean Energy Alliance Administrative & Operational Policies

Board Discussion
