



Board of Directors Meeting

January 30, 2025

Item 7: CEO Report

Oceanside & Vista Enrollment Stats

City	Eligible Customers	Opt-Downs to 50% Renewable	Opt-Ups to 100% Renewable	Opt-Outs	Participation Rate
Oceanside	72,654	209	74	4,138	94.3%
Vista	38,932	85	271	1,675	95.7%
TOTAL	111,586	294	345	5,813	94.8%

CEA Enrollment Stats

Member City	Clean Impact – 50% Renewable	Clean Impact Plus - 75% Carbon Free	Green Impact – 100% Renewable
Carlsbad	158	49,523	215
Del Mar	4	2,777	72
Escondido	142	53,096	62
Oceanside	185	66,098	78
San Marcos	119	34,561	64
Solana Beach	14	6,912	157
Vista	75	35,767	307
TOTAL ACCOUNTS	697	248,734	955

Battery Retrofit RFP

- 4 Proposals received and in the evaluation process
- Program will be designed for residential customers
- Deploys batteries for existing solar systems
- Makes battery storage affordable

Completed Community Events

DATE	DESCRIPTION
January 8, 2025	North SDC Regional Chamber – Regional Connect Networking Event
January 9, 2025	San Marcos Chamber – Government Affairs Meeting

Upcoming Community Events

DATE	DESCRIPTION
February 5, 2025	California Efficiency + Demand Management Council (EM&V Forum)
February 12, 2025	SANDAG Regional Climate Workshop
February 15, 2025	NSDC NAACP Youth Council Black History Brunch
March 15, 2025	NCAAWA 30th Anniversary Women's Conference
March 26, 2025	Vista Environmental Commission Presentation

Solar Plus Update

- 12 Active / 4 Complete Contracts (as of 01/22/25)*
 - Solana Beach 1 Active, 0 Complete
 - Carlsbad 1 Active, 1 Complete
 - Escondido 1 Active, 0 Complete
 - San Marcos 3 Active, 1 Complete
 - Oceanside 3 Active, 1 Complete
 - Vista 3 Active, 1 Complete

*Current focus is onboarding channel partners for program expansion

Regulatory/Legislative Update

- Staff attended CalCCA's Annual Lobby Day in Sacramento on January 29, 2025
- Meetings with all local state Assembly Members and Senators' offices
- Group Meetings with Governor's Office and Assembly Energy Committee Chair
- Key focus on affordability and federal funding challenges

Questions/Discussion

Item 8: Residential PeakSmart Savers Program

Background

- CEA customers are ineligible to participate in SDG&E's TOU-DR-P rate plan
 - Customers were disenrolled from SDG&E's program at the time of auto-enrollment, impacting approximately 1,222 residential customers.
 - Customers were mailed a courtesy letter notifying them of their dis-enrollment

CEA Accounts with TOU-DR-P	
Town or Territory	Count
City of Carlsbad	52
City of Del Mar	4
City of Solana Beach	7
City of Escondido	9
City of San Marcos	12
City of Oceanside	787
City of Vista	351
Total	1222

Program Overview

- Available to residential customers on TOU-DR, TOU-DR-1, TOU-DR-2, EV-TOU, EV-TOU-2, and EV-TOU-5 rates
 - Including customers with rooftop solar (net energy metering)
- Up to 18 event days called per calendar year
 - Events will be called when energy use and demand on the electric grid are expected to be high
 - Customers will be notified of event days via email and/or text
- Rate Structure
 - Provides a 30% rate discount on non-event days during on-peak and off-peak hours
 - Load Reduction Adder of \$1.10 per kWh during on-peak hours on event days

Program Overview

- Bill Protection
 - Customers who sign-up in 2025 will be eligible for Bill Protection for the first 12 months of service
 - Customers charged more than their otherwise applicable rate over the initial 12 months will be issued a check for the difference
 - To be eligible, customers must remain in the program for the full 12 months
- Customers will be able to enroll by contacting CEA's customer service or online

Solar Plus SGIP Incentive

- Additional Solar Plus rates include a rate for income eligible customers participating in CARE/FERA
 - This rate is subsidized by Self Generation Incentive Program (SGIP)
- To be eligible for SGIP funds, customers must be enrolled in a qualified demand response (DR) program
- Staff plans to submit the PeakSmart Savers Program to be approved as a qualified DR program.
- Customers will be required to participate in PeakSmart for the life of the program

Next Steps

- February
 - Design Program Website
 - Develop Marketing Material
 - Open early enrollment
- June
 - Official Launch of Program

Questions/Discussion

Item 9: Regulatory Update

Clean Energy Alliance: Regulatory Update

Tim Lindl – Keyes & Fox LLP

January 30, 2025

Overview

- Final SDG&E 2025 Power Charge Indifference Adjustment (PCIA) Rates
- Rulemaking 21-03-011: Provider of Last Resort (POLR)

PCIA Overview

- The law (AB 117, Cal PU Code Sec. 366.2) requires remaining SDG&E customers to be left economically “indifferent” to CEA’s customers leaving SDG&E’s service.
- The PCIA is the “exit fee” that is intended to ensure such indifference.
- The PCIA can be negative (SDG&E customers paying CEA customers) or positive (CEA customers paying SDG&E customers)

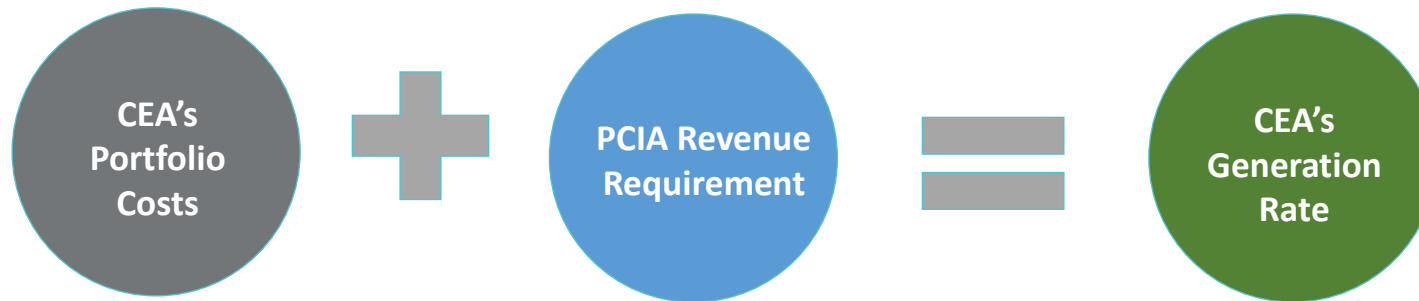
Why does the PCIA Matter?

- Some customers pay close attention to the difference between SDG&E generation rates and CEA generation rates
- The difference between those rates might be called headroom.



How does the PCIA fit in?

CEA Generation rates



2025 PCIA Rates

	Vintage	Current (2024)	November (2024)	Final (2025)	Increase/(Decrease)
SDG&E (Generation Rate + PCIA)		\$0.15017	\$0.15948	\$0.15150	\$0.00133
Solana Beach (PCIA)	2017	\$0.00689	(\$0.00209)	\$0.00004	(\$0.00685)
Carlsbad & Del Mar	2020	(\$0.00073)	(\$0.01588)	(\$0.01109)	(\$0.01036)
Escondido & San Marcos	2022	\$0.00282	(\$0.02131)	(\$0.01910)	(\$0.02192)
Oceanside & Vista	2023	\$0.00684	(\$0.03588)	(\$0.03216)	(\$0.03900)

Provider of Last Resort Rulemaking

- The POLR is the entity that will provide electricity service if another entity fails.
- Utilities like SDG&E are the current POLRs in California, but SB 580 requires a path be created for non-utilities to become the POLR.
- Despite prior rumblings, SDG&E's comments make clear it has no interest in abandoning its POLR obligations.
- Next Steps

QUESTIONS?

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Questions/Discussion

Item 10: Approve Execution of Camp Pendleton ESA

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- Recommendation:
 - That the CEA Board approve 20-Year Energy Storage Agreement with IEP Camp Pendleton Energy Storage 1, LLC for long-duration energy storage capacity in an amount not to exceed \$1,919,520 per year.
 - Authorize the Chief Executive Officer to execute all documents, subject to Transactions Attorney approval, if the final ESA terms are consistent with the commercial term sheet.

Background

- CPUC Decisions 21-06-035 (Mid-Term Reliability Requirement) & 23-02-040 (Supplemental Mid-Term Reliability Procurement)
 - Procurement of additional resources to ensure sufficient resources are available for reliability as older non-renewable resources are retired
 - Incremental requirements for each LSE for new capacity online on or before each year from 2023 through 2028
 - Available for minimum 10 years
 - Non-fossil fueled (for generation resources)
 - Goal to increase resource diversity with clean firm resources such as geothermal and long-duration storage, in addition to battery storage

Camp Pendleton Long-Duration Storage Project

- Received in response to CEA's Open Offer Form process and previous RFP for MTR-eligible long-duration storage projects
- IEP Camp Pendleton Energy Storage 1, LLC project
 - 6MW, 8-hour long-duration zinc bromide battery
 - U.S.-designed and manufactured technology ([Eos](#))
 - Recently received California Energy Commission grant under the Long Duration Energy Storage Program
 - Contracted to CEA under a 20-year Energy Storage Agreement for Resource Adequacy and energy arbitrage purposes*



* Under the site lease agreement between IEP and Camp Pendleton, the base can use the facility for resiliency purposes during grid outages as well as for limited training purposes

Questions/Discussion

Item 12: Amending CEA Position Control (Staffing) Listing & CEA Salary Schedule

Item 12: Amending CEA Position Control (Staffing) Listing & CEA Salary Schedule

- Recommendation:
- That the CEA Board:
 - 1) Adopt Resolution No. 2025-006 Amending the Clean Energy Alliance (CEA) Position Control Listing; and
 - 2) Adopt Resolution No. 2025-007 Amending the CEA Salary Schedule

Background

- Per prior CEA Board action, CEA's Position Control Listing established the following positions:

POSITION	COUNT
Chief Executive Officer	1
Board Secretary/Administrative Assistant	1
Key Accounts/Program Manager	2
Power Procurement Manager	1
Regulatory Analyst	1

Background

- With CEA's service territory expansion and added customer accounts there has been a corresponding increase in workload
- To keep pace with workload and to provide an acceptable level of customer service, CEA's staff will need to expand beginning in calendar year 2025.
- Initial priority for staff support is for energy procurement and data analytics, programs, finance and administrative support.
- Over time, expanding staff will also help to alleviate the need for consultant services in these areas.

Background

- To address staffing needs, CEA's Position Control Listing is proposed to add the following positions:

POSITION	CURRENT COUNT	PROPOSED COUNT
Energy Analytics & Risk Manager or Analyst	0	1
Energy Contracts & Compliance Manager or Analyst	0	1
Programs Specialist or Analyst	0	1
Key Accounts Specialist or Analyst	0	1
Financial Analyst	0	1
Administrative Clerk	0	1
TOTAL	6	12

Background

- Based upon an evaluation of other CCA comparable positions, the following recommended salary ranges are proposed which, if approved by the Board, would be added to our Salary Schedule:

POSITION	ANNUAL SALARY RANGE
Energy Analytics & Risk Manager	\$125,000 - \$200,000
Energy Analytics & Risk Analyst	\$90,000 - \$160,000
Energy Contracts & Compliance Manager	\$125,000 - \$200,000
Energy Contracts & Compliance Analyst	\$90,000 - \$160,000
Programs Specialist	\$80,000 - \$125,000
Programs Analyst	\$85,000 - \$150,000
Key Accounts Specialist	\$80,000 - \$125,000
Key Accounts Analyst	\$85,000 - \$150,000
Financial Analyst	\$85,000 - \$150,000
Administrative Clerk	\$70,000 - \$110,000

Discussion

- Staff is seeking Board approval and authorization to recruit for and fill the following four (4) positions during FY 2024/25:
 - Energy Analytics & Risk Analyst or Manager
 - Energy Contracts & Compliance Analyst or Manager
 - Programs Specialist or Analyst
 - Key Accounts Specialist or Analyst
- Staff intends to tailor recruitments to attract applicants with a broad range of qualifications
- Staff is seeking Board support for:
 - Position title change from Board Secretary/Administrative Assistant to Clerk to the Board/Executive Assistant (no salary adjustment)
 - Seeking lobbyist services to assist CEA with applicable legislative and regulatory proceedings

Fiscal Impact

- There is sufficient funding for the four positions recommended for immediate recruitment and hiring in the FY 2024/25 Budget
- If authorized by the Board, staff will include all six positions in the FY 2025/26 Budget which will be subject to Board review and approval during May and June 2025

Questions/Discussion