VCE Community Advisory Committee Meeting – January 20, 2022
via video/teleconference

Item 7 – 2022 Customer Rates

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Item 7 – 2022 Customer Rates

Overview

- Background
- 2022 Financial Forecast Update and Reserves Target
- 2022 Customer Rate Recommendation
- Next Steps

Item 7 – 2022 Customer Rates

Background

- November 8th PG&E filed a November update for its 2022 Power Charge Indifference Adjustment (PCIA) and Generation Rates
- November 10th CAC Recommended Rates and Implementing Procedure
- November 10th VCE Board adopted cost-based rate policy and deferred consideration of an expanded customer rate structure
  - The cost-based rate setting approach is designed to meet VCE's annual expenditures and build long-term fiscal stability through the establishment and maintenance of reserves.
- According to the PG&E December filing as requested by CPUC.
  - 2022 PCIA set to decrease 59%
  - 2022 PG&E's average generation rates set to increase by 33%
    - 27% rate increase over 24-months
    - 29% rate increase over 18-months
    - 33% increase over the normal 12-month period

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Item 7 – 2022 Customer Rates

CPUC Amending Proceeding Schedule (PG&E 2022 Rate):

EVENT	OLD	NEW
Matter Submitted	Friday, January 7, 2022	no edits
PD mailed	Friday, January 14, 2022	Monday, January 24, 2022
Comments Due	Thursday, January 20, 2022	Monday, January 31, 2022
Reply Comments Due	N/A	Thursday, February 3, 2022
Commission Meeting	Thursday, January 27, 2022	Thursday, February 10, 2022

Note: At this time, the CPUC updates schedule is not forecasted to cause a delay in the March 1, 2022, implementation of Power Charge Indifference Adjustment (PCIA) and Generation Rates.

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2022 Financial Forecast Update and Reserves Target

- Using the information from the PG&E's December filing, staff conducted a financial analysis that included three rate scenarios:

    1. Base Case: no modifications; all revenues directed to reserves.
    2. Low Income/At-Risk* Credit: 2.5% rate credit for CARE/FERA customers; all other revenues directed to reserves.
    3. Low Income/At-Risk* + Credit: 3.5% rate credit for CARE/FERA customers plus 1% rate credit for other customers; all other revenues directed to reserves.

- Each scenario holds the PCIA reduction at the December filing level (59% reduction) and PG&E Rates increase 27% for 24 months.

Item 7 – 2022 Customer Rates

Budget Scenario Comparison

- Staff recommendation based on Scenario 2

	Actuals			Actual YTD Oct. 31 (4 MO) + Forecast (2	Budget Scenarios	Preliminary Forecast*		
Scenario 1	FY2019	FY2020	FY2021	FY2022	CY2022	CY2023	CY2024	CY2025
Revenue	51,035	55,249	54,657	29,136	86,050	82,150	78,150	78,550
Power Cost	38,540	41,538	54,234	29,746	66,990	52,400	47,100	48,400
Other Expenses	3,850	4,346	4,267	2,350	5,105	5,140	5,269	5,400
Net Income	8,646	9,365	(3,844)	(2,961)	13,955	24,610	25,782	24,750
Scenario 2	FY2019	FY2020	FY2021	FY2022	CY2022	CY2023	CY2024	CY2025
Revenue	51,035	55,249	54,657	29,136	85,300	81,400	77,400	77,800
Power Cost	38,540	41,538	54,234	29,746	66,990	52,400	47,100	48,400
Other Expenses	3,850	4,346	4,267	2,350	5,105	5,140	5,269	5,400
Net Income	8,646	9,365	(3,844)	(2,961)	13,205	23,860	25,032	24,000
Scenario 3	FY2019	FY2020	FY2021	FY2022	CY2022	CY2023	CY2024	CY2025
Revenue	51,035	55,249	54,657	29,136	84,925	81,025	77,025	77,425
Power Cost	38,540	41,538	54,234	29,746	66,990	52,400	47,100	48,400
Other Expenses	3,850	4,346	4,267	2,350	5,105	5,140	5,269	5,400
Net Income	8,646	9,365	(3,844)	(2,961)	12,830	23,485	24,657	23,625

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2022 Reserves Target

- Staff recommending that VCE set rates for 2022 at a level that will fully fund the 2022 budget and build back reserves that have been used over the past 18 months to stabilize customer rates

- Staff is recommending that VCE establish a target of 80-90 days cash reserve by the end of 2022 which would provide two key benefits:
  (1) increased financial stability while taking a significant step toward establishing an investment grade credit rating
  (2) preparing for future PCIA and power market volatility

- Staff is also recommending that VCE take an approach that builds reserves aggressively in the first two quarters of 2022 to minimize the draw on its existing reserves and to avoid cash flow risk in early 2022

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Item 7 – 2022 Customer Rates

2022 Rate Recommendation

- Staff is recommending adoption of customer rates for 2022 to match PG&E 2022 generation rates for all customer classes except CARE and FERA

- VCE CARE and FERA customers to receive a 2.5% VCE rate discount in 2022 (CARE and FERA customers represent approximately 27% of VCE's load)

- Recommended rates will allow VCE to cover its projected FY 2022 budget expenditures while establishing 80-90 days cash reserves by the end of 2022.

- This approach for 2022 satisfies the following key objectives:
    - Rates set to meet costs
    - Rate support for low-income customers
    - Establishment of healthy reserves to help buffer future rate/PCIA volatility, build toward an investment grade credit rating, fund customer programs, and meet financial covenants contained in VCE's long-term power purchase agreements
    - Moves VCE one-year closer to on-line dates for its fixed-price long-term renewable PPA's (2022: Aquamarine + Putah Creek /2023: Resurgence + Gibson /2024: Willow Springs)

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2022 Rate Recommendation (cont.)

- Using VCE's existing guidelines for treatment of surplus revenue (Customer Dividend Program – adopted 2019), and past input from the Board and CAC, staff identified three general categories for potential funding with any surplus revenues in 2022:
  - Reserves
  - customer rate discounts/dividends
  - programs/clean power content increases

- Staff believes it is prudent to consider these potential actions following implementation of PG&E's 2022 rates and PCIA scheduled for March so that an assessment of actual financial performance can be made and is therefore also recommending a mid-year rates review as part of its recommendation on the 2022 rates Implementing Procedure

2022 Rates Implementing Procedure

Conduct a mid-year rates review in Q2 2022 to assess VCE's rates forecast and determine feasibility of:

a. Providing a 1% rate discount for all customer classes during peak summer months in 2022 (June – September.);
b. Providing an additional 1% rate discount for CARE and FERA customers during peak summer months (June – September.);
c. Allocating additional funds for program implementation.
d. Allocating additional funds for clean energy content procurement;

- The recommended Implementing Procedure provides a framework for 2022. It is specifically limited to one year due to the level of volatility represented in PG&E's 2022 rates/PCIA and uncertainty associated with these factors going into 2023

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Item 7 – 2022 Customer Rates

November 10th CAC Recommendation

- *Adopt customer rates for 2022 to match PG&E 2022 generation rates for all customer classes except CARE and FERA customers to cover VCE's FY 2022 budget expenditures and to achieve 120-150 days cash reserves by the end of 2022;*
- *Adopt a 2022 rates implementing procedure including the following:*
  - a. *Provide a 5% rate discount for CARE and FERA customers in 2022;*
  - b. *Direct staff to prepare an analysis of budget including an increase to 2022 renewable portfolio content percentage and return to CAC and Board in Q1/2 2022 with recommendations.*
  - c. *Direct staff to conduct a review of the VCE Dividend Policy and potential rate discounts including but not limited to:*
    - *i. Providing a 5% rate discount for all customer classes during peak summer months in 2022 (June – September.);*
    - *ii. Providing an additional 5% rate discount for CARE and FERA customers during peak summer months (June – September.);*
    - *iii. Allocating additional funds for community program implementation; and,*
  - a. *Return to CAC and Board in Q1/2 2022 with recommendations.*

Item 7 – 2022 Customer Rates

Updated Recommendation

Recommend that the VCE Board of Directors approve the following:

1. Adopt customer rates for 2022 to match PG&E 2022 generation rates for all customer classes to cover VCE's FY 2022 budget expenditures and to achieve between 80-90 days cash reserves by the end of 2022;

2. Provide a 2.5% rate credit for CARE and FERA customers in 2022;

3. Conduct a mid-year rates review in Q2 2022 to assess rates forecast and determine the feasibility of providing additional rate credits for all customer classes during peak summer months in 2022 (June – September.)

Next Steps

- Jan – Board update of VCE 2022 rates
- Feb – Board adoption of VCE 2022 rates
- Q2 2022 Mid-year rates review

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VCE Community Advisory Committee Meeting – January 20, 2022
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Item 9 – CC Power Long Duration Storage (LDS): Tumbleweed Project

Item 9 – CC Power LDS Tumbleweed Project: Overview

1. Long Duration Storage Procurement Goals
2. CPUC Mid-term Reliability Procurement Order
3. LS Power Tumbleweed Project Overview
4. CC Power Participating Members
5. Allocations and Authority
6. Conclusion

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Item 9 – CC Power LDS Tumbleweed Project: LDS Joint Procurement Goals

- Enhance portfolio value via cost-effective resources: value of energy + capacity > costs
- Integrate intermittent resources (solar + wind)
- Support grid reliability
- Share development and project performance risk via new joint powers agency → California Community Power (CC Power)
- “Right-size” project subscription
- Meet potential CPUC procurement mandates

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Item 9 – CC Power LDS Tumbleweed Project: Mid-term Reliability Procurement Order (MTR)

D.21-06-035 adopted by CPUC on June 24, 2021 to address mid-term reliability

- LSEs required to collectively procure 11,500 MW NQC of new resources
- Follow-on to November 7, 2019 CPUC decision mandating 3,300 MW NQC procurement for 2021-2023 to maintain reliability
- Contract of at least 10 years
- Allocated to LSEs by load share
- Resources must be zero-emission or RPS eligible (no fossil resources)
- 4,500 MW of obligation subject to specific category requirements

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Item 9 – CC Power LDS Tumbleweed Project: Procurement Order Timing

Procurement Obligation in Net Qualifying Capacity (MW) for All LSEs by Category and Year

Procurement Category	2023	2024	2025	2026	Total
Zero-emissions generation, generation paired with storage, or demand response resources	-	-	2,500	-	2,500
Firm zero-emitting resources	-	-	-	1,000	1,000
Long-duration storage resources	-	-	-	1,000	1,000
Remaining New Capacity Required			-	-	7,000
Total Annual Capacity Requirements	***2,000***	***6,000***	***1,500***	***2,000***	***11,500***

1,000 MW of LDS ordered by CPUC

- Technology agnostic
- 8-hour minimum discharge duration
- COD June 2026 – demonstrate reasonable effort by February 2023
- 10-year minimum term
- Subject to Effective Load Carrying Capability (ELCC) adjustments

CPUC Interim ELCCs

Procurement Category	2023	2024	2025 Indicative	2026 Indicative
4-Hour Battery	96.3%	90.7%	74.2%	69.0%
6-Hour Battery	98.0%	93.4%	79.6%	75.1%
8-Hour Battery	98.2%	94.3%	82.2%	**78.2%**
8-Hour Pumped Storage Hydro				76.8%
12-Hour Pumped Storage Hydro				80.8%

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Item 9 – CC Power LDS Tumbleweed Project: Project Overview

Tumbleweed was the highest-ranking LDS project

- **Developer – LS Power**
- **Technology –**Lithium-ion, 8 hours discharge duration
- **Project size** - 69 MW/552 MWh
- **Product** – Tolling Agreement w/full capacity rights
- **Location –** Rosamond, Kern County
- **COD –** Q2 2026
- **Price -** fixed $/kw-mo, no escalation
- **Term –** 15 years

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Item 9 – CC Power LDS Tumbleweed Project: Member Participation

7 CCAs agreed to move forward with joint LDS procurement for Tumbleweed

- MTR LDS procurement mandate for the 7 CCAs is 96.5 MW
- 123.4 MW adjusted by ELCC
- Tumbleweed is 69 MW nameplate – meeting 56% of ELCC adjusted need under the MTR
- Capacity to be allocated based on MTR share obligation

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Item 9 – CC Power LDS Tumbleweed Project: Allocations & Authority

Each CCA will seek their respective governing body authority to participate

- Initial expected share based on MTR obligation
- Minimum authority needs to cover:
  1) contingency risk of one or more CCA's not executing and
  2) 25% step-up cap due to default
- Maximum authority will be based on individual CCA's appetite to take additional volume

CCA	% Entitlement Share	Intitial Entitlement Share MW	Minimum Authority to Seek MW
CPSF	16.06%	11.08	16.94
PCE	19.69%	13.59	20.77
RCEA	3.62%	2.50	3.82
SJCE	22.28%	15.37	23.50
SVCE	21.25%	14.66	22.41
SCPA	12.95%	8.94	13.66
VCE	4.15%	2.86	4.38
Total	100.00%	69	

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Item 9 – CC Power LDS Tumbleweed Project: Conclusion

VCE must procure ~5 MW of qualifying LDS

- Tumbleweed was selected through a robust and competitive solicitation process
- Tumbleweed NPV to participating CCAs is highly uncertain
- Project is expected to include project labor agreement
- Contracting Structure includes a "step-up" provision which exposes VCE to taking up to 25% additional capacity (based on contract share)
- Procurement of Long Duration Storage (8-hours or more) is mandated through MTR order
- VCE's expected share of Tumbleweed is 2.86 MW (56% of obligation)
- Need approx. 2.5 MW of additional LDS - remaining shortlisted projects ***may*** meet or exceed remaining needs[1]

1) Additional need is to satisfy CPUC mandates. Per the Carbon Neutral study VCE has a need beyond the mandate which can be procured at a later date.

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Item 10 – Customer Programs Update

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Item 10 – Customer Programs Development

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Item 10 – Program Update: Heat Pump Pilot Program

Background:

- Statewide push to electrify homes
- Two current rebate programs: Comfortable Homes and TECH Clean California
    - Substantial savings for customers

VCE Program Focus:

- Phased Approach
    - Phase 1: Marketing, education and outreach (ME+O) on heat pumps for space conditioning & water heating, customer resources for rebates (2022-2023)
    - Phase 2: Influenced by phase 1, could include additional rebates from VCE (2023->)

➢ Customers, contractors, and key stakeholders (realtors and HVAC manufacturers)

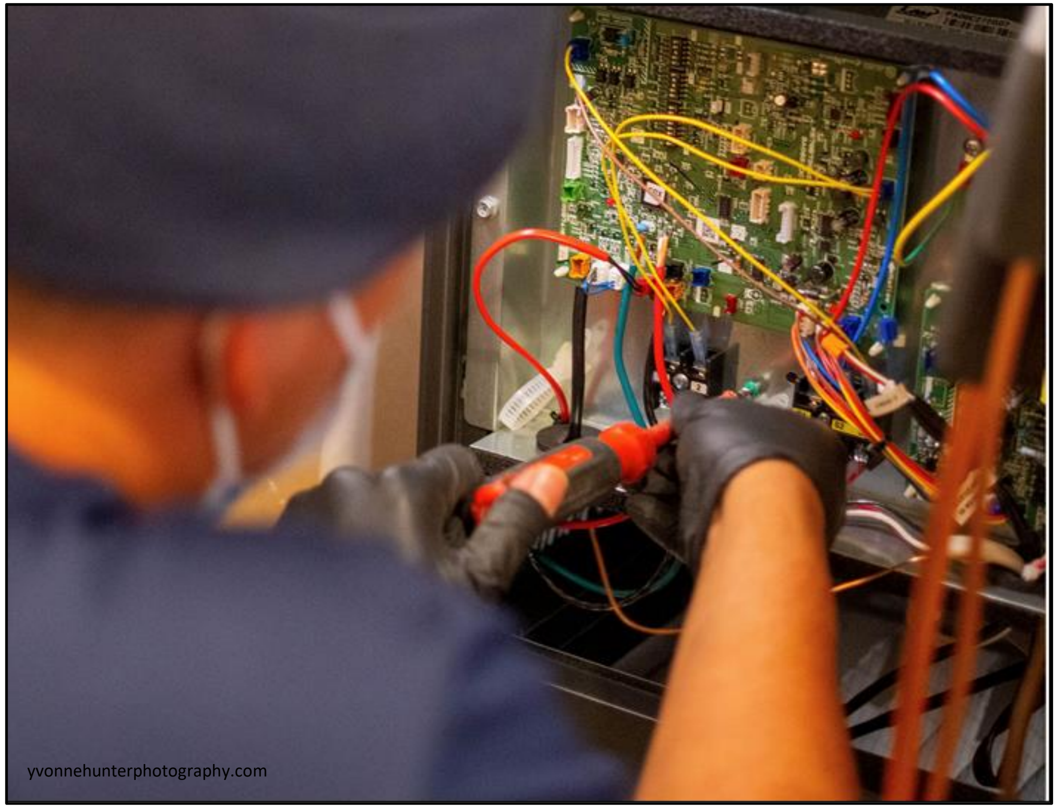
Item 10 – Program Update: Heat Pump Pilot Program

ME+O Details (could include):

- Contractors: application assistance, web materials, webinars, 1:1 engagement
- Customers: web materials, social media, print info, events (“Ask a Contractor”), providing info on items like ducting and mitigating bill increases

Next Steps:

- Finalize ME+O materials
- Present to board



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Item 10 – Program Update: Electric Vehicle Rebates Pilot Concept

Background:

- National & statewide movement to increase electric vehicle (EV) adoption
- Transportation sector is one of the largest sources of greenhouse gas emissions

Program Focus: Provide rebates for **new** and **used** EVs, including battery electric vehicles (BEVs) and plug-in hybrids and leased vehicles.

- Incentivize EV adoption for low-income customers by providing higher rebates
- BEVs will receive larger rebates vs. plug-in hybrids
- Used vehicles must be 8 years old or newer with a minimum battery range of 25 miles

Item 10 – Program Update: Electric Vehicle Rebates Pilot Concept

Next Steps:

- Tailor program design based on feedback
- Hone ME+O materials to help customers navigate all available rebates
- Reach out to dealerships and discuss the possibility of Point-of-Sale incentives
- Investigate program partnerships with Center for Sustainable Energy, Grid Alternatives, and Cool Davis
- Finalize eligibility, application process and required documents
- Bring refined program concept back to CAC, then board

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Item 10 – Program Update: AgFIT

Agricultural Flexible Irrigation Technology (AgFIT) Basics:

- Launch date: May 1st, 2022
- Duration: 3 years
- 5 MW cap
- Customer-centric: $1M in automation incentives for growers, easy and intuitive UI
- Dynamic pricing
- Goal is to shift load off peak; customers save money by responding to price signals

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Item 10 – Program Update: AgFIT

Agricultural Flexible Irrigation Technology (AgFIT) Update:

- Advice Letter submitted 1/5/22
- Customer meetings in progress: interest level moderately high
- Press release went out in December 2021
- Contacted by press; other CCAs for more details
- Working with PG&E and the CPUC’s Energy Division on pilot structure/implementation
- Next steps: submit a petition to modify the decision; enroll customers; begin process of installing automation incentives for enrolled customers

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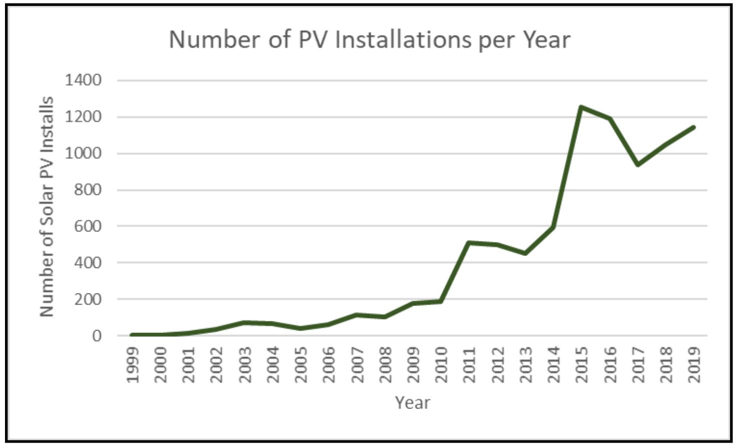
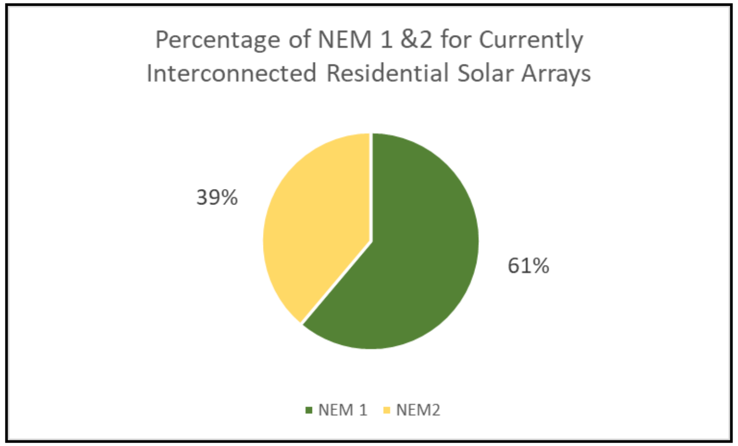
Item 10 – Program Update: NEM 3.0

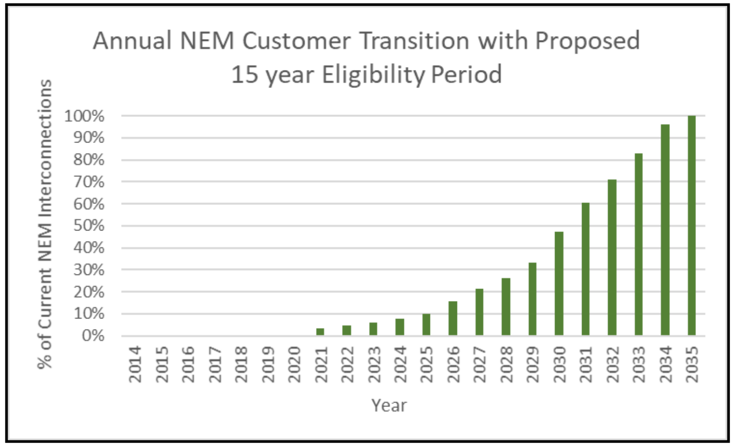
Background:

- Over half of the solar arrays in VCE's territory are on NEM 1.0; most are in Woodland and Davis
- A large spike in interconnections happened in 2015-16, right before NEM 2.0
- NEM 3.0 would impact few current NEM customers for the first few years, as most arrays still have many years on their eligibility period (even with the 15-year change)

Bottom Line: more unbiased analyses of true customer impacts and the benefits of solar to the grid are needed







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Item 10 – Program Update: NEM 3.0

If fully implemented, NEM 3.0 would:

- Increase the cost of solar for new and existing NEM customers
- Address a cost-shift identified in CPUC analysis from solar to non-solar customers
- Shorten program eligibility period from 20 to 15 years
- Implement a new monthly Grid Participation Charge based on system's rated capacity ($/ kW DC); **CARE customers exempt**
- EV2A rate required, a highly time-differentiated TOU rate; CARE customers can be on any TOU rate
- Market Transition Credit for 4 years to ensure 10-year payback period; promote batteries

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Item 12 – Collections Policy

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Item 12 – 2022 Customer Rates

Overview

- Background
- Analysis
- Collections Approach
- Discussion

Item 12 – Collections Policy (Preliminary discussion)

Background

The Collection Policy is intended to govern the collection of accounts receivable that are no longer being collected by Pacific Gas and Electric (PG&E) and are due to VCE. If a collections policy is adopted, VCE or its agent would contact or make reasonable efforts to contact a customer before sending the account to collections.

Examples of accounts balance due to VCE include:

- accounts that are closed (move outs)
- a customer has been disconnected due to non-payment
- a customer is bankrupt
- active accounts with receivables more than ~180 days past due

March 2020 – State of California mandate discontinued disconnecting for utilities (electricity, water, etc.) which lead to an increased the threshold for returning receivables to VCE for active accounts.

The CPUC also ordered those customers whose debt has not been forgiven to be placed on a two-year repayment plan

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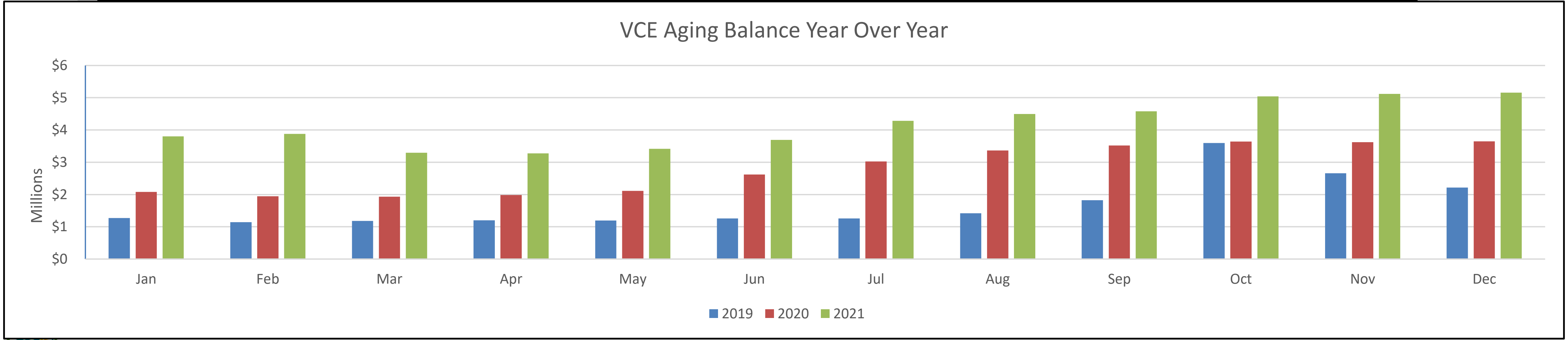
Item 12 – Collections Policy (Preliminary discussion)

Analysis – Accounts Receivables (Balances)

- Uncollectable reserve balance of $1.9M for uncollectable accounts
- Unreserved balance for account >120 days approximately $1.0M.
- California Arrearage Payment Program (CAPP) for $1B in utilities – VCE portion is $800K

Year Over Year – Aging Amounts by Days

Year	0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	> 120 Days
2020	2,863,604	437,576	224,517	174,858	1,429,223
2021	3,095,400	1,071,500	656,100	786,700	2,892,900
Change	231,796	633,924	431,583	611,842	1,463,677



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Analysis – Accounts Receivables (Accounts)

Quantity of Accounts - Aging by Days

Bill Amount	0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	> 120 Days
$1,000>	302	133	75	45	518
$100 - $999	1,978	656	757	812	4,109
$50 - $99	3,838	1,635	2,067	1,744	1,735
$25 - $49	13,291	3,284	2,208	1,540	1,548
$0 - $24	27,118	7,994	2,734	1,664	3,235
Total	46,527	13,702	7,841	5,805	11,145

Value of Accounts - Aging by Days

Bill Amount	0 - 30 Days	31 - 60 Days	61 - 90 Days	91 - 120 Days	> 120 Days
$1,000>	1,449,600	586,000	237,900	81,600	1,339,800
$100 - $999	564,900	181,000	161,600	149,900	1,339,100
$50 - $99	250,700	108,300	144,600	123,200	124,800
$25 - $49	458,900	117,300	81,400	56,800	55,800
$0 - $24	371,300	78,900	30,600	375,200	33,400
Total	3,095,400	1,071,500	656,100	786,700	2,892,900

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Item 12 – Collections Policy (Preliminary discussion)

Collections Approach – Policy

- If a collections policy is adopted, VCE or its agent would contact or make reasonable efforts to contact a customer before sending the account to collections.
- VCE Customers would return to the investor-owned utility (PG&E) for outstanding balances greater than 90 days.
  - No Payment Plan established or default on payment plan
- Late Payment and Collections notices
  - Preventative steps for engaging and maintaining customers
- Engagement of Collections Agent
  - Best practices and compliance
- Operational Discretions for collections
  - Unforeseeable events, exigent circumstances, or customer hardship

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Item 12 – Collections Policy (Preliminary discussion)

Collections Approach - Customer Service

- VCE's customer service representatives (CSRs) would receive training on VCE's collections policy and be given direction to handle collections questions with extreme sensitivity.
- VCE's Late Payment Notification would be appropriately branded and give clear direction to customers on how they can resolve their late payments.
- The Late Payment Notification and CSR training will reference the financial resources available to customers, including programs such as payment plans available through PG&E, the Arrearage Payment Plan, and the California Arrearage Payment Plan.

Other Operational Considerations include:

- The engagement of collections agent (RFP)
- Collections practices based on the total outstanding balance
- The minimum threshold below which it is not cost-effective to attempt to collect
- Conditions in which customer non-payment will be reported to a credit rating agency
- Criteria to identify customers experiencing hardship and are unable to pay in which VCE would not pursue collections for these accounts.

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Item 12 – Collections Policy (Preliminary discussion)

Conclusion

An adopted Collections Policy should have the following positive impacts:
- Supports financial sustainability during any additional unforeseen events
- Reduces accounts receivable and bad debt expense
- Increasing cash receipts on possible non-collected accounts

Discussion…

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