



Local Development Business Plan Workshop

DATE: APRIL 1, 2019

EBCE Goals and Priorities

- **EBCE's relationship with its customers is the highest priority**
- **Maintaining stable and competitive rates is essential**
- **Prioritizing the development and utilization of local clean energy resources in ways that maximize local benefits is highly important to the EBCE community**
- **Actively supporting the development and maintenance of a highly skilled local workforces is key to EBCE's stability & success**
- **The Local Development Business Plan is an important tool that will support EBCE's ongoing efforts to deliver on each of these core goals and priorities**

Overarching Principles of the LDBP

- **Develop a high-level roadmap and framework for accelerating local DER deployment and maximizing community benefits**
- **Offering innovative program designs can overcome market failures & incentivize meaningful community & organizational benefits**
- **Development of local, clean, dispatchable, and distributed energy resources supports EBCE's core values and goals**
- **EBCE can support a vibrant local economy and workforce, and protect its most vulnerable customers through targeted local energy programming and investments**
- **A diversified portfolio of local programs coupled with retail rate savings can deliver greater benefit than rate savings alone**

Brief Overview of the Plan

- The LDBP is designed to be both progressive and pragmatic, providing a flexible framework and innovative tools for accelerating beneficial local clean energy development
- The plan recommends a phased-in approach, in 3 stages spanning the first 5 years of EBCE operations, and is intended to be an iterative and inclusive process that engages the community:
 1. Stage 1 Launch (2018-2020): Implement a broad suite of early actions, designed to jump start local development through a combination of cost-effective programs and innovative pilots
 2. Stage 2 Expansion (2021-2022): Conduct mid-term assessment of outcomes to provide basis for scaling up local programs and determining investment allocations, expand pilots into programs
 3. Stage 3 LDBP Update (2023): Comprehensive assessment and public reporting, and 1st major update to the LDBP to reset for next 5-yr cycle

Stage 1: LDBP Launch

- Organizational Development :
 - *Integrated Data Platform*
 - *Internal Capacity Building*
 - *Develop a High-road Workforce Policy*
- Enhanced Net Energy Metering (NEM)
- Collaborative Procurement Program
 - *Implement Round 1 of "MuniRT"*
 - *Implement Community Shared Solar Pilot*
 - *Implement Community NEM Pilot*
 - *Direct RE Contracting Pilot (for large accounts)*
 - *Wholesale RPS Procurement Integration*
 - *Oakland Clean Energy Initiative (OCEI)*
- Implement Demand Response Pilot
- Develop Fuel Switching Program
- Implement Transportation Electrification Pilot
- Promote & Enhance Existing Energy Efficiency
- Community Investment Fund
 - *Energy Innovation Grants*
 - *Government Innovation Grants*
 - *Community Innovation Grants*

Stage 2: LDBP Expansion

- Continue Implementation of Stage 1 Programs
 - *Extend Pilots to Full-fledged Programs*
 - *Increase EBCE Investment in LDBP Programs*
 - *Ongoing Capacity Building (staffing, data, etc.)*
- Mid-term Assessment of LDBP Program Performance & Outcomes
 - *Use LDBP Tools/Frameworks (i.e., IMPLAN)*
 - *Clear and Transparent Public Reporting*
- Ongoing Facilitated Stakeholder Engagement
 - *Led by EBCE Staff & CAC Working Group*
 - *EBCE Board/Executive Committee Oversight*
 - *Use LDBP Scenario Analysis Tools*
 - *Inform Stage 2 LDBP Investment Allocations*
- *Evaluate Beneficial Rate Design Options*
- *Develop & Adopt Strategic Plan for EBCE DER Aggregation (VPP) Implementation*

Stage 3: LDBP Update

- Comprehensive Assessment of LDBP Programs & Outcomes:
 - *Ratepayer Impacts*
 - *Cost of Service Impacts*
 - *Jobs & Economic Impacts*
 - *Environmental Impacts*
 - *Transparent Public Reporting*
- Expand & Refine LDBP Metrics
- 1st Major Update to the Local Development Business Plan
 - *Adjust Program Parameters*
 - *Integrate New Program Ideas*
 - *Adopt LDBP Implementation Framework & Timeline*

CENTRAL LDBP CONCEPTS & STRATEGIES

1. Open, inclusive, iterative public process and phased in approach
2. Robust, integrated data platform and advanced data management & analytics
3. Community Benefit Adders
4. Market Responsive Pricing and Pay-for-performance strategies
5. Development of local renewable or dispatchable distributed energy resources (DERs)
6. Customers and community as partners

LDBP EARLY ACTION CATEGORIES

1. Demand Response
2. Energy Efficiency
3. Building Electrification
4. Transportation Electrification
5. Collaborative Procurement
 - a. Municipal Feed-in Tariff
 - b. Community Shared Solar
 - c. Community NEM
 - d. Direct RE Contracting for large customers
 - e. Utility scale renewable energy and storage
6. Enhanced Net Energy Metering
7. Community Investment Fund

2019 PLANNED VS. APPROVED BUDGET

LDBP Early Actions	Approved '18-'19 Budget	18-'19 LDBP Planned Activities	Proposed '18-'19 Budget
Demand Response	-\$100,000	Demand Response Program	-\$100,000
Energy Efficiency	-\$100,000	Efficiency Partnership	-\$75,000
Building Electrification	-\$50,000	Reach Codes*	-\$150,000
Transportation Electrification	-\$500,000		
MuniFIT	-\$223,368		
Community Shared Solar	-\$150,000	PUC DAC-CS and GT	\$0
Community NEM	-\$225,000	Solar+Storage Critical Facilities	-\$150,000
C&I RE Pilot	-\$100,000	City Renewable Purchase	-\$50,000
CA/Alameda County RFP	\$0	In Process	\$0
Oakland Clean Energy Initiative	\$0	In Process	\$0
Enhanced NEM	-\$104,593	Enhanced NEM	TBD
Community Investment	-\$450,000	Community Development	-\$150,000
		Grant Pursuit	-\$100,000
Sub-Total	-\$2,002,961		-\$775,000
Revenue		BAAQMD Grant (2019 portion)	\$150,000
Total	-\$2,002,961		-\$625,000

* Total Reach code Program is \$300k, with \$150k to be spent in 2020

FY '19 PLANNED PROGRAMS & BUDGET

- Energy Efficiency - \$75k
 - Share data with StopWASTE and other Efficiency organizations to increase uptake
 - Participate in Healthy Refrigerator CDFA Grant
- Building / Transportation Electrification - Reach Codes - \$150k
 - Partner with cities to pass building electrification and EV reach codes for January 2020 code
- Community Innovation Grants - \$150k
 - Provide grant opportunities to local organizations for energy and community development
- Solar + Storage Resiliency - BAAQMD Grant Funded
 - Identify distributed solar and storage opportunities on critical and government facilities
- Renewable Energy for City Meters – \$50k
 - Provide renewable product for city meters
- Grant Opportunities- \$100k
 - Pursue external funding to support LDBP and EBCE objectives

FY '19 ADDITIONAL PROGRAMS

- Community Solar for Disadvantaged Communities
 - Participating in PUC proceeding for to maximize EBCE allocation
- Demand Response Pilot V2
 - Expand Commercial to A10, +E-19/E/20 outreach
 - Add EV, battery and residential DR
- Enhanced NEM
 - Currently offer +1c/KWh for Muni and Low Income customers
 - Budget is Procurement cost and will be based on uptake
- CARE Disconnection Pilot
 - Reduce high disconnection areas in DACs with targeted CARE/FERA outreach
- OCEI – Oakland Clean Energy Initiative
 - Local procurement plan to close Dynegy jet fuel plant in West Oakland

FY 2020 PROGRAM OVERVIEW

- July 2018 Approved LDBP was \$2M with \$4M/year in ongoing obligations
- Planning approach will start with \$2M budget
- Additional funding opportunities
 - ~\$1M in Low Carbon Fuel Standards
 - ~\$750k in grant funding
 - Additional EBCE funding

The following *Future Program Options* are included for reference and review prior to discussion at future CAC meetings.

FUTURE PROGRAM OPTIONS

Program Area Descriptions	Budget (\$000)		Benefiting Customer Segment			
	Planned 2019	Approved 2019	Res	Comm	Muni	DAC
1. Demand Response (\$100)		\$100				
–Commercial demand response	\$100	\$100		■	■	
–Residential demand response			■			■
–EV demand response			■	■	■	■
2. Energy Efficiency (\$100k)	\$75	\$100				
–Data sharing with Program Administrators			■	■		■
–Community Library EE Toolkits			■			■
–Healthy Refrigerators			■	■		■
3. Building Electrification (\$50k)		\$50				
–Reach Codes	\$300		■	■	■	
–Heat Pump Hot Water Incentives			■	■	■	■
–All-Electric baseline rates			■			■
–Workforce training for electric building/vehicles						■
Not specifically in LDBP						

FUTURE PROGRAM OPTIONS

Program Area Descriptions	Budget (\$000)		Benefiting Customer Segment			
	Planned 2019	Approved 2019	Res	Comm	Muni	DAC
4. Vehicle Electrification (\$500k)		\$500				
–Sponsor Electric Vehicle Ride & Drives						
–EV Charger incentives						
–Electric Vehicle rates						
–Used EV incentives for low income customers						
–DAC workplace charging						
–Multi-Family EV charging						
–Mid & Heavy Duty EV						
5. Collaborative Procurement (\$699k)		\$699				
–Municipal Feed-in-Tariff		\$224				
–Community Solar		\$150				
–Community Net Metering		\$225				
–OCEI						
–Standard offer for local storage						
–Solar + Storage critical facilities (Grant Funded)	\$300					
–Direct RE Contracting Pilot	\$50	\$100				
–Utility Scale Renewables and Energy Storage						
Not specifically in LDBP						

FUTURE PROGRAM OPTIONS

Program Area Descriptions	Budget (\$000)		Benefiting Customer Segment			
	Planned 2019	Approved 2019	Res	Comm	Muni	DAC
6. Enhanced NEM (\$105k)		\$105				
7. Community Investment (\$450k)		\$450				
–Community Innovation Grants	\$150	\$150				
–Government Innovation Grants		\$150				
–Energy Innovation Grants		\$150				
–Community Outreach Grants						
Not specifically in LDBP						