

Proposed Redwood Coast Energy Authority Fiscal Year 2019-2020 Budget

Adopted June 27, 2019

| | COMMUNITY CHOICE ENERGY (CCE) - POWER RESOURCES | | | | | TRANSPORTATION | | | | | |
|--|---|-----------------------------|-------------------------|-----------------------------|-----------------------|---------------------------------------|-----------------|----------------------|------------------------------|-------------------------|----------------------|
| | Core Power Resources | Net Energy Metering Program | Airport Solar Microgrid | Redwood Coast Offshore Wind | TOTAL Power Resources | Electric Transportation General (CCE) | E-Bikes (CCE) | EVs & Chargers (CCE) | Public EV Stations Ops (CCE) | CEC ZEV Ombudsman Grant | TOTAL Transportation |
| Income | | | | | | | | | | | |
| 5 REVENUE EARNED | | | | | | | | | | | |
| Total 5000 · Revenue - government agencies | - | - | - | - | - | - | - | - | - | 35,000 | 35,000 |
| Total 5100 · Revenue - program related sales | - | - | - | - | - | - | - | - | 10,000 | - | 10,000 |
| Total 5400 · Revenue-nongovernment agencies | - | - | 1,376,300 | - | 1,376,300 | - | - | - | - | - | - |
| 5500 · Revenue - Electricity Sales | | | | | | | | | | | |
| 5510 · Electricity Sales | 53,835,981 | - | - | - | 53,835,981 | - | - | - | - | - | - |
| 5512 · NEM Rebates | - | (30,000) | - | - | (30,000) | - | - | - | - | - | - |
| 5580 · Uncollectable Accounts | (323,016) | - | - | - | (323,016) | - | - | - | - | - | - |
| Total 5500 · Revenue - Electricity Sales | 53,512,965 | (30,000) | - | - | 53,482,965 | - | - | - | - | - | - |
| Total 5 REVENUE EARNED | 53,512,965 | (30,000) | 1,376,300 | - | 54,859,265 | - | - | - | 10,000 | 35,000 | 45,000 |
| 9500 DEBT PROCEEDS | | | | | | | | | | | |
| | - | - | 2,730,300 | - | 2,730,300 | - | - | - | - | - | - |
| Total Income | 53,512,965 | (30,000) | 4,106,600 | - | 57,589,565 | - | - | - | 10,000 | 35,000 | 45,000 |
| Expense | | | | | | | | | | | |
| Total 6 WHOLESALE POWER SUPPLY | 42,295,190 | - | - | - | 42,295,190 | - | - | - | - | - | - |
| Total 7 PERSONNEL EXPENSES | 1,201,900 | - | - | - | 1,201,900 | 99,000 | - | - | - | - | 99,000 |
| Total 8.1 FACILITIES AND OPERATIONS | 60,000 | - | 4,140,000 | - | 4,200,000 | - | - | 74,500 | 15,300 | - | 89,800 |
| Total 8.2 COMMUNICATIONS AND OUTREACH | 66,600 | 1,400 | - | - | 68,000 | 2,000 | 4,000 | 4,000 | - | 2,000 | 12,000 |
| Total 8.3 TRAVEL AND MEETINGS | 12,350 | - | 300 | 12,350 | 25,000 | - | - | - | 500 | 500 | 1,000 |
| 8.4 PROFESSIONAL & PROGRAM SRVS | | | | | | | | | | | |
| 8400 · Regulatory | 164,000 | - | - | - | 164,000 | - | - | - | - | - | - |
| 8410 · Contracts - Program Related Ser | - | - | - | 300,000 | 300,000 | - | - | - | - | - | - |
| 8420 · Accounting | - | - | - | - | - | - | - | - | - | - | - |
| 8430 · Legal | 60,000 | - | - | - | 60,000 | - | - | - | - | - | - |
| 8450 · Wholesale Services - TEA | 602,401 | - | - | - | 602,401 | - | - | - | - | - | - |
| 8460 · Procurement Credit - TEA | 753,809 | - | - | - | 753,809 | - | - | - | - | - | - |
| 8470 · Data Management - Calpine | 882,348 | - | - | - | 882,348 | - | - | - | - | - | - |
| Total 8.4 PROFESSIONAL & PROGRAM SRVS | 2,462,559 | - | - | 300,000 | 2,762,559 | - | - | - | - | - | - |
| Total 8.5 PROGRAM EXPENSES | 543,786 | - | - | - | 543,786 | - | - | - | 10,000 | - | 10,000 |
| Total 8.6 INCENTIVES & REBATES | - | - | - | - | - | 41,500 | 41,500 | - | - | - | 83,000 |
| Total 9 NON OPERATING COSTS | 162,518 | - | - | - | 162,518 | - | - | - | 1,000 | - | 1,000 |
| Total Expense | 46,804,903 | 1,400 | 4,140,300 | 312,350 | 51,258,953 | 142,500 | 45,500 | 78,500 | 26,800 | 2,500 | 295,800 |
| Net Income | 6,708,062 | (31,400) | (33,700) | (312,350) | 6,330,612 | (142,500) | (45,500) | (78,500) | (16,800) | 32,500 | (250,800) |

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| | DEMAND-SIDE MANAGEMENT (DSM) | | | | | | | | Prop 39 | 2019 PG&E Energy Watch | PG&E 2020 | CCE Program Administrator Start-up | TOTAL Demand Site Management | |
|--|--|---------------------------------|---------------------------------------|--------------------------|-----------------------------------|--------------------------|------------------|----------------------------------|----------------|------------------------------|---------------|--|------------------------------------|------------------|
| | Customer Services General (CCE) | Public Agency Solar (CCE) | Solar for Mobile Homes (CCE) | Green Your Grow (CCE) | Air Source Heat Pumps (CCE) | LED Buy Down (CCE) | Grocery (CCE) | Home Efficiency Kits (CCE) | | | | | | TOTAL CCE DSM |
| Income | | | | | | | | | | | | | | |
| 5 REVENUE EARNED | | | | | | | | | | | | | | |
| Total 5000 · Revenue - government agencies | - | - | - | - | - | - | - | - | - | 40,000 | - | - | - | 40,000 |
| Total 5100 · Revenue - program related sales | - | - | - | - | - | - | - | - | - | - | 3,500 | 2,500 | - | 6,000 |
| Total 5400 · Revenue-nongovernment agencies | - | - | - | - | - | - | - | - | - | - | 700,000 | 500,000 | - | 1,200,000 |
| 5500 · Revenue - Electricity Sales | | | | | | | | | | | | | | |
| 5510 · Electricity Sales | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 5512 · NEM Rebates | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 5580 · Uncollectable Accounts | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total 5500 · Revenue - Electricity Sales | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total 5 REVENUE EARNED | - | - | - | - | - | - | - | - | - | 40,000 | 703,500 | 502,500 | - | 1,246,000 |
| 9500 DEBT PROCEEDS | | | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Income | - | - | - | - | - | - | - | - | - | 40,000 | 703,500 | 502,500 | - | 1,246,000 |
| Expense | | | | | | | | | | | | | | |
| Total 6 WHOLESALE POWER SUPPLY | | | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total 7 PERSONNEL EXPENSES | | | | | | | | | | | | | | |
| 333,300 | - | - | - | - | - | - | - | 333,300 | - | - | 270,000 | 225,000 | - | 828,300 |
| Total 8.1 FACILITIES AND OPERATIONS | | | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total 8.2 COMMUNICATIONS AND OUTREACH | | | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | - | - | - | 25,000 | 25,000 |
| Total 8.3 TRAVEL AND MEETINGS | | | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | 1,000 | 4,000 | 4,000 | 16,000 | 25,000 |
| 8.4 PROFESSIONAL & PROGRAM SRVS | | | | | | | | | | | | | | |
| 8400 · Regulatory | - | - | - | - | - | - | - | - | - | - | - | - | 20,000 | 20,000 |
| 8410 · Contracts - Program Related Ser | - | 40,000 | 20,000 | - | - | - | - | 60,000 | 40,000 | - | - | - | 15,000 | 115,000 |
| 8420 · Accounting | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 8430 · Legal | - | - | - | - | - | - | - | - | - | - | 2,500 | 2,500 | - | 5,000 |
| 8450 · Wholesale Services - TEA | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 8460 · Procurement Credit - TEA | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 8470 · Data Management - Calpine | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total 8.4 PROFESSIONAL & PROGRAM SRVS | - | 40,000 | 20,000 | - | - | - | - | 60,000 | 40,000 | 40,000 | 2,500 | 2,500 | 35,000 | 140,000 |
| Total 8.5 PROGRAM EXPENSES | | | | | | | | | | | | | | |
| 2,000 | - | - | - | - | - | - | - | 2,000 | - | - | - | - | - | 2,000 |
| Total 8.6 INCENTIVES & REBATES | | | | | | | | | | | | | | |
| - | - | 50,000 | 35,000 | 50,000 | 20,000 | 16,000 | 27,500 | 198,500 | - | - | 375,000 | 225,000 | - | 798,500 |
| Total 9 NON OPERATING COSTS | | | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | - | 2,000 | - | - | 2,000 |
| Total Expense | 335,300 | 40,000 | 70,000 | 35,000 | 50,000 | 20,000 | 16,000 | 593,800 | 41,000 | 653,500 | 456,500 | 76,000 | - | 1,820,800 |
| Net Income | <u>(335,300)</u> | <u>(40,000)</u> | <u>(70,000)</u> | <u>(35,000)</u> | <u>(50,000)</u> | <u>(20,000)</u> | <u>(16,000)</u> | <u>(593,800)</u> | <u>(1,000)</u> | <u>50,000</u> | <u>46,000</u> | <u>(76,000)</u> | - | <u>(574,800)</u> |

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| | STRATEGIC PLANNING | GENERAL & ADMIN. | PROPOSED Fiscal Year 2019-2020 Budget |
|--|-----------------------|---------------------|--|
| Income | | | |
| 5 REVENUE EARNED | | | |
| Total 5000 · Revenue - government agencies | 50,000 | - | 125,000 |
| Total 5100 · Revenue - program related sales | - | - | 16,000 |
| Total 5400 · Revenue-nongovernment agencies | - | - | 2,576,300 |
| 5500 · Revenue - Electricity Sales | | | - |
| 5510 · Electricity Sales | - | - | 53,835,981 |
| 5512 · NEM Rebates | - | - | (30,000) |
| 5580 · Uncollectable Accounts | - | - | (323,016) |
| Total 5500 · Revenue - Electricity Sales | - | - | 53,482,965 |
| Total 5 REVENUE EARNED | 50,000 | - | 56,200,265 |
| 9500 DEBT PROCEEDS | - | - | 2,730,300 |
| Total Income | 50,000 | - | 58,930,565 |
| Expense | | | |
| Total 6 WHOLESALE POWER SUPPLY | - | - | 42,295,190 |
| Total 7 PERSONNEL EXPENSES | 50,000 | 847,292 | 3,026,492 |
| Total 8.1 FACILITIES AND OPERATIONS | - | 250,120 | 4,539,920 |
| Total 8.2 COMMUNICATIONS AND OUTREACH | - | 10,000 | 115,000 |
| Total 8.3 TRAVEL AND MEETINGS | - | 17,000 | 68,000 |
| 8.4 PROFESSIONAL & PROGRAM SRVS | | | |
| 8400 · Regulatory | - | - | 184,000 |
| 8410 · Contracts - Program Related Ser | 20,000 | - | 435,000 |
| 8420 · Accounting | - | 68,950 | 68,950 |
| 8430 · Legal | - | 60,000 | 125,000 |
| 8450 · Wholesale Services - TEA | - | - | 602,401 |
| 8460 · Procurement Credit - TEA | - | - | 753,809 |
| 8470 · Data Management - Calpine | - | - | 882,348 |
| Total 8.4 PROFESSIONAL & PROGRAM SRVS | 20,000 | 128,950 | 3,051,509 |
| Total 8.5 PROGRAM EXPENSES | - | - | 555,786 |
| Total 8.6 INCENTIVES & REBATES | - | - | 881,500 |
| Total 9 NON OPERATING COSTS | - | 4,000 | 169,518 |
| Total Expense | 70,000 | 1,257,362 | 54,702,915 |
| Net Income | (20,000) | (1,257,362) | 4,227,650 |