The Power of Collaboration Among CCA’s

Presented by: Chris Sentieri

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Chris Sentieri
Senior Manager- EcoShift Consulting,
a division of Blue Strike Environmental

Brief Introduction

• Clean Energy and Environmental Policy Consultant, specializing in:
  • Climate & Energy Action Planning
  • Community Choice Aggregation
  • Local Program Development
  • Community Engagement
  • Data Systems & Management
  • GHG Accounting & Reporting

• Senior Project Manager – for the EBCE Local Development Business Plan project
INCREASINGLY DYNAMIC AND COMPLEX
A snapshot of the rapidly evolving California CCA Landscape

CCA Industry Reaching Scale Rapidly

More Frequent Fires/Floods & Extreme Weather

Improved CCA Credit Profile & Access to Capital

IOU Bankruptcy & Uncertainty

New CCA Focus on Value of Data/DER

New CCA Customer Opt-outs Low/Stable

CAISO Market Development

Recent CPUC Positions, Proceedings, & Decisions

Increased CCA Capacity/Sophistication

Market Volatility is Increasing
SURVIVING AND THRIVING IN THIS ENVIRONMENT

Three keys to ongoing growth and stability in California’s CCA Industry

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**REDUCING COSTS**

Scale & Efficiency
As the CCA industry expands and matures, economies of scale can be leveraged to reduce operational costs, expand internal capacity (minimize outsourcing), and enhance efficiency using advanced analytics and targeted local DER programming.

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**REDUCING RISK EXPOSURE**

Advanced Risk Management
Increasing the sophistication and agility of CCA risk management strategies (i.e. advanced SC services, utility-grade ETRM implementation) will fortify competitive rates and protect vulnerable CCA ratepayers from market disruptions and volatility.

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**INCREASING REVENUE**

Expanding the CCA Value Proposition
Continued growth and expansion of the CCA service territory is a critical strategy, but the creation of new value for CCA customers and stakeholders (i.e., DR, DER Aggregation, “OFF Gas” Incentives, Electrification, Microgrids) is critical too.
CCA COLLABORATION IS FUNDAMENTAL
Collective action is a crucial tool and competitive advantage

LEGISLATIVE AND REGULATORY
CCA’s have collaborated effectively on policy advocacy, legislative engagement, and regulatory processes from the outset.

PROCUREMENT
CCA’s are beginning to collaborate on procurement of resources and services in innovative ways that leverages greater economies of scale.

INTEGRATED DATA MANAGEMENT
CCA’s can work together to create a standardized platform that captures the fullest value of the data available, and enables innovation and new capabilities.

24/7 CONTROL ROOM
Real-time active risk management can deliver substantial benefits to CCA’s, but it requires sophisticated data/trading/scheduling capabilities.