

About Pioneer: An Overview for the City of Sonora

July 1, 2024

Introductions

- **Don Eckert**

Chief Executive Officer

Pioneer Community Energy

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Director of Public Affairs, Marketing & Programs

Pioneer Community Energy

What is a CCA?

- Community Choice Aggregators (CCA) allow local governments to purchase electricity on behalf of residents and businesses in place of investor-owned utilities (i.e., PG&E for Pioneer Community Energy's territory)
- Energy crisis in the early 2000s prompted the California Legislature to pass Assembly Bill 117 in 2002 -- enabling CCAs to exist
- The first CCA launched in 2010. Today:
 - More than 25 CCAs throughout California
 - Serving more than 200 communities
 - Providing generation for approximately 14 million customers

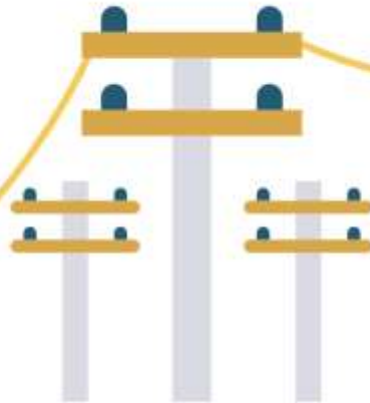


How Does A CCA Work?



Electricity

Pioneer buys electricity from various suppliers. The buying team works with sources to negotiate pricing and ensure a steady, affordable energy supply.



Delivery

PG&E delivers electricity, maintains the infrastructure of power lines and poles, and sends out bills to customers.



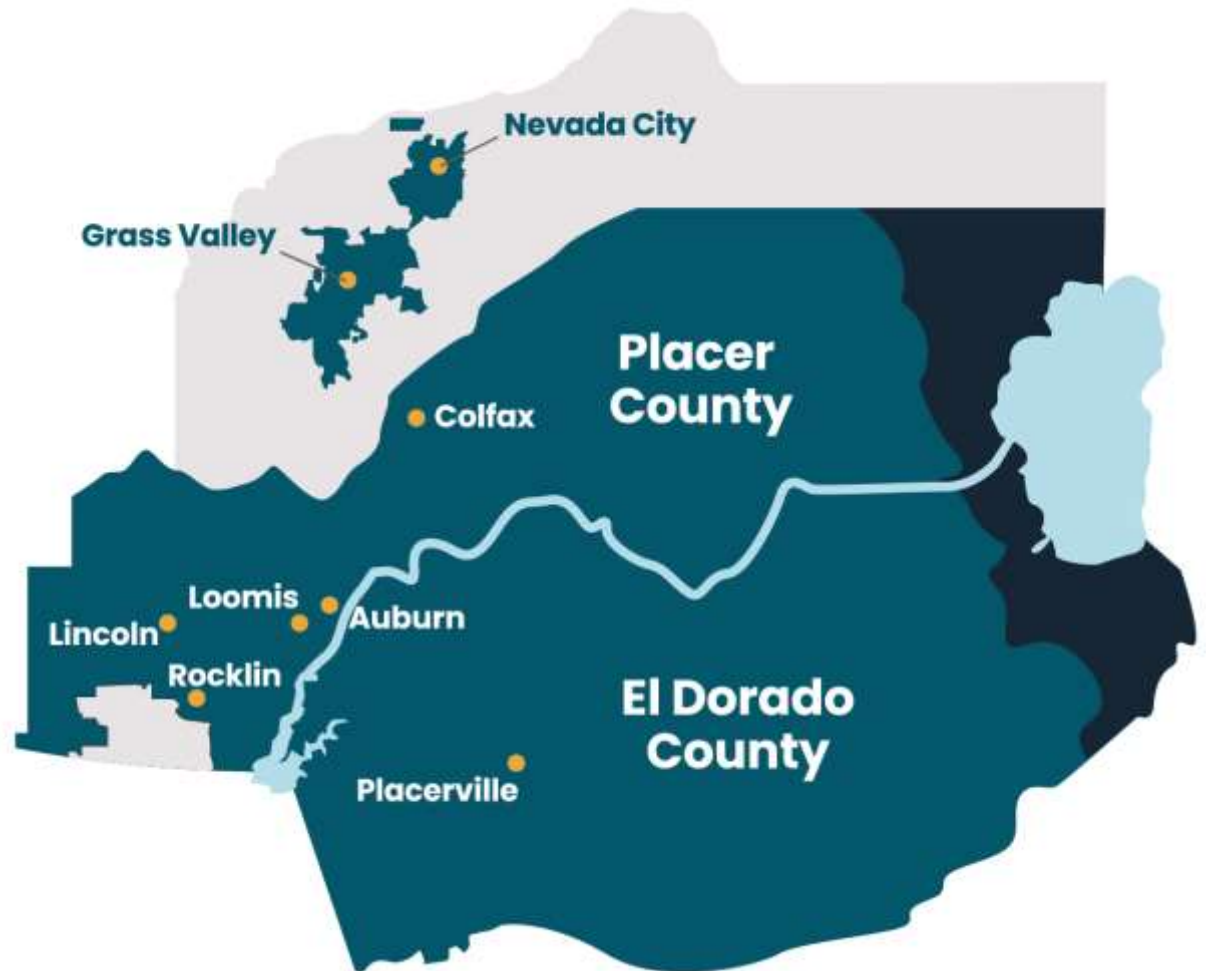
Customer

As a customer of both Pioneer and PG&E, customers get a choice in electricity providers. With Pioneer, you'll receive competitive rates, energy options and exceptional customer service.

About Pioneer

- A JPA established in 2018
- Focus on serving like-minded areas that share a commitment to our mission, vision, and values
- Provides service to 170,000 meters with competitive rates, exceptional local service, and a choice in energy options
- \$85 million in ratepayer savings since 2018
 - For 2024, all Pioneer customers will save 10 percent or more over PG&E on electricity generation
 - Projected savings of \$41 million in 2024
- Committed to community reinvestment through local renewable energy projects, programs, and goods and services
- Recently awarded an A- issuer credit rating from S&P Global (formerly Standard and Poor's) demonstrating strong governance and fiscal strength

Our territory



- Each member agency has a seat on our Governing Board.
- Equal voting (one seat + one vote)

Governance



One Member – One Vote

No weighted voting based on electrical load usage. Each Member gets equal say.

Board Members are Elected Officials

Each Member Agency is represented by an elected official from the City/Town Council or County Board of Supervisors

You Decide

The Member Agency decides who sits on the Board. Pioneer imposes no term limits but encourages consistency when considering the complexities of the business

Benefits to Sonora Citizens



Biomass & Advocacy

- Legislation: Pioneer sponsored and led AB 843 which passed on a unanimous bipartisan basis – this bill enabled CCAs to participate in the BioMAT program and launched in May 2024
- Feed-In Tariff: Pioneer-unique program that incentivizes investment in biomass and small-hydro projects in our service territory to benefit the community and create local jobs
- Education: Recently hosted an event together with SPI, CalFire, and Placer APCD for legislators about the benefits of biomass to support future legislation for biomass
- Advocacy Generally: Ongoing advocacy with legislators and regulatory agencies to keep electricity costs low, promote biomass energy, and grid stability, among other things
- **City of Sonora project: Initial discussions with Wondjina Research Institute on pumped storage opportunities throughout City of Sonora**

Community/Regional Partner

- Active involvement with Rural County Representatives of California (RCRC) to identify potential biomass projects that leads to economic development
- Participate in and support member agencies' Chamber of Commerce committees and events
- Recently co-sponsored League of Cities divisional event
- Sponsor of marquee events like Lincoln Potters Baseball Club and Sierra Nevada Memorial Hospital gala as examples of local engagement/presence in community
- Partner with California Biomass Energy Alliance and Bioenergy Association of California
- Work with Economic Development groups to entice business location with Green100 product and competitive rates
- Field Days to provide hands-on customer support

Community Investment

\$126 million. Life-to-data through 2024 of utility bill savings that is money staying in the region and not going to Oakland



01

02

\$37 Million. Signed a 10-year PPA with El Dorado Irrigation District

03

\$15 million. Budget for Feed-In Tariff to support local biomass and small-hydro in the service territory

04

>\$10 million. Energy and resource adequacy purchases from PCWA

05

\$2 million. Energy efficiency programs budget with direct impact to our ratepayers

06

\$1.2 million. Renewable energy credits from Sierra Pacific Industries biomass plant in Lincoln

Locally-focused Programs

- **Community Advisory Committee** comprised of members from the communities we serve
- **Programs created by the community for the community**
 - **GreenLite** – subsidized LED lighting through local retailers in Pioneer’s service area (creates foot traffic and provides customer savings)
 - **HVAC Tune-Up Rebate** – provide \$75 rebates to incentivize tune-ups on home systems to improve efficiency and lower utility bills
 - **Online Marketplace** – guides customers through the maze of complex information when deciding to energize their home, and protects them from bad players
 - **GridGen** - \$0 lease program for residents to pair solar+battery storage that provides stability to rates and resiliency to grid outages

**Any program a customer has with PG&E
(e.g., CARE/FERA/Medical Baseline) carries over to Pioneer**

Programs

Demand Side Management programs reward customers/businesses for lowering energy usage when the grid is stressed.

- **AgFIT:** provides ag customers with incentives for irrigation automation and uses scheduling software to better manage energy costs (launching November 2024)
- **BioMAT:** In 2021, Pioneer led the way for CCAs to participate in the BioMAT program for small bioenergy renewable generators 5 MW or less in size through the passage of AB 843, which allows for long term biomass contracts for eligible generators.
- **Local FIT:** Pioneer's local Feed-In Tariff (Local-FIT) program that offers developers incentives to build biomass and small hydro projects in our service territory.

Programs like these advance our mission to be a community partner in energy solutions and support local economies.

Products & Savings



PG&E

44.1% Renewable*

100% Renewable

38.3% Renewable

\$219.26**
average total

\$226.34**
average total

\$241.18**
average total

\$95.53
Electricity

\$95.53
Electricity

\$109.76
Electricity

N/A
Green100 Charges

\$7.07
Green100 Charges

N/A
Green100 Charges

\$126.53
PG&E Shipping Charges

\$126.53
PG&E Shipping Charges

\$126.53
PG&E Shipping Charges

\$(2.80)***
PCIA + FFS

\$(2.80)***
PCIA + FFS

\$4.89***
PCIA

*As reported to the California Public Utilities Commission and Pioneer's Board of Directors.

**Based on a typical residential EI customer usage in a Pioneer service area effective as of January 2024, assuming 650 kWh per month. Pioneer totals are based on 2021 PCIA vintage. Actual differences may vary depending on usage, rate schedule, and other factors. Estimate provided is an average of seasonal rates.

Timeline for Expansion

TIMING	ACTIVITY
June 2024	City of Sonora to compile a staff report
July 2024	Informational presentation to City of Sonora
Summer 2024	Impact Assessment Study (IAS) is conducted
Summer / Fall 2024	Pioneer and City of Sonora review IAS findings; present to City Council
Fall 2024	City of Sonora votes to join Pioneer
Fall 2024	Pioneer Board approves addition on City of Sonora
Fall 2024	Pioneer JPA is amended to include City of Sonora
December 2024	Pioneer submits Implementation Plan to CPUC
March 2025	CPUC approves or denies Implementation Plan
Spring 2025	Pioneer begins procuring power for City of Sonora
Fall 2025	Community Outreach and Education; regulatory notices sent
2026 / 2027	City of Sonora joins Pioneer

Next Steps

- Pioneer Expansion Committee and Governing Board provide direction on expansion into new service areas
- City of Sonora Board to provide direction today on commissioning an Impact Assessment Study
 - Results expected in late summer
 - \$30,000 costs of study which Pioneer funds half
 - Cap on your investment
 - General fund is protected
 - Little to no on-going staff time
 - No entrance fee to the JPA or annual membership

Questions?

Thank you for your time today.



Appendix

Pioneer's Guiding Principles

- **Mission Statement:** Pioneer Energy is a locally owned provider of electricity – powering the communities we serve with competitive rates, exceptional local service, and a *choice* in energy options
- **Vision Statement:** A community partner in energy solutions and positive local impact, powering today and empowering tomorrow

Power Mix

2022 POWER CONTENT LABEL						
Pioneer Community Energy						
https://pioneercommunityenergy.org/about-us/key-documents/						
Greenhouse Gas Emissions Intensity (lbs CO ₂ e/MWh)			Energy Resources	2022 Pioneer Community Energy Base Service Power Mix	2022 Pioneer Community Energy Green100 Power Mix	2022 CA Power Mix
2022 Pioneer Community Energy Base Service	2022 Pioneer Community Energy Green100	2022 CA Utility Average	Eligible Renewable¹	44.1%	100.0%	35.8%
343	0	422	Biomass & Biowaste	0.6%	0.0%	2.1%
<p>1000 800 600 400 200 0</p> <p>■ 2022 Pioneer Community Energy Base Service ■ 2022 Pioneer Community Energy Green100 ■ 2022 CA Utility Average</p>			Geothermal	6.1%	0.0%	4.7%
			Eligible Hydroelectric	2.7%	21.6%	1.1%
			Solar	11.5%	28.4%	17.0%
			Wind	23.3%	50.0%	10.8%
			Coal	0.0%	0.0%	2.1%
			Large Hydroelectric	1.3%	0.0%	9.2%
			Natural Gas	0.0%	0.0%	36.4%
			Nuclear	27.6%	0.0%	9.2%
			Other	0.0%	0.0%	0.1%
			Unspecified Power²	27.0%	0.0%	7.1%
			TOTAL	100.0%	100.0%	100.0%
Percentage of Retail Sales Covered by Retired Unbundled RECs³:				4%	0%	
<p>¹The eligible renewable percentage above does not reflect RPS compliance, which is determined using a different methodology.</p> <p>²Unspecified power is electricity that has been purchased through open market transactions and is not traceable to a specific generation source.</p> <p>³Renewable energy credits (RECs) are tracking instruments issued for renewable generation. Unbundled renewable energy credits (RECs) represent renewable generation that was not delivered to serve retail sales. Unbundled RECs are not reflected in the power mix or GHG emissions intensities above.</p>						
For specific information about this electricity portfolio, contact:			Pioneer Community Energy 1 (844) 937-7466			
For general information about the Power Content Label, visit:			https://www.energy.ca.gov/programs-and-topics/programs/power-source-disclosure-program			

Benefits for Solar Customers

- Pioneer has 42,000+ solar accounts
- If you are a net generator, we pay a 1/2 cent premium over PG&E for your power
- If you are a net consumer, you enjoy the same discount as non-solar customer
- No contract or PPA required
- Reconcile monthly
- Annual pay-outs
- Indifferent on NEM 1,2 or SBP



PG&E Programs Carry Over

- Enrollment in any program with PG&E, carries over to Pioneer. Examples include but not limited to:
 - CARE
 - FERA
 - Medical Baseline
- PG&E service will not be impacted by joining Pioneer (e.g., service request placed last in que with PG&E because you're with Pioneer)
- In addition, customers have access to Pioneer programs that are created to meet the unique needs of the communities we serve.

How are customers billed?



ENERGY STATEMENT

www.pge.com/MyEnergy

Account No:

Statement Date: 05/03/2023

Due Date: 05/24/2023

Service For:

Your Account Summary

Amount Due on Previous Statement	\$310.25
Payment(s) Received Since Last Statement	-311.00
Outstanding Credit Balance	<hr/> -\$0.75
Current PG&E Electric Delivery Charges	\$80.73
Pioneer Community Energy Electric Generation Charges	51.35
Current Gas Charges	110.27

Questions about your bill?

Mon-Fri 7 a.m.-7 p.m.
Saturday 8 a.m.-5 p.m.
Phone: 1-800-743-5000
www.pge.com/MyEnergy

Total Amount Due by 05/24/2023	\$241.60
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PG&E Bill – Page #1

- Pioneer listed on the front page
- Customer pays total energy bill to PG&E – one payment
- PG&E remits \$ to Pioneer

Questions?

Thank you for your time today.