



Silicon Valley Clean Energy Executive Committee Meeting

Friday, May 22, 2026
10:00 a.m.

Larry Klein, Chair
City of Sunnyvale

Sally Meadows, Vice Chair
City of Los Altos

Terry Hines
City of Campbell

R "Ray" Wang
City of Cupertino

Zach Hilton
City of Gilroy

George Tyson
Town of Los Altos Hills

Rob Rennie
Town of Los Gatos

Garry Barbadillo
City of Milpitas

Bryan Mekechuk
City of Monte Sereno

Yvonne Martinez Beltran
City of Morgan Hill

Pat Showalter
City of Mountain View

Chuck Page
City of Saratoga

Otto Lee
County of Santa Clara

Silicon Valley Clean Energy Office
333 W. El Camino Real, Suite 330
Sunnyvale, CA

Teleconference Meeting Information:

<https://svcleanenergy-org.zoom.us/j/84523011853>

Telephone (Audio only):
US: +1 669 219 2599

Webinar ID: 845 2301 1853

Members of the public may observe this meeting electronically by accessing the meeting via instructions above. Public Comments can be sent in advance of the meeting via email up to three hours before the meeting begins to Board Clerk Andrea Pizano at Andrea.Pizano@svcleanenergy.org and will be distributed to the Executive Committee. The public will also have an opportunity to provide comments during the meeting. Members of the public using Zoom may comment during public comment or the applicable agenda item by using the Raise Hand feature and you will be recognized by the Chair. Those using the telephone (audio only) feature should press star 9 on your phones to initiate the "Raise Hand" function in Zoom. You will then be announced, unmuted, and your time to speak will begin.

The public may provide comments on any matter listed on the Agenda. Speakers are customarily limited to 3 minutes each, however, the Committee Chair may increase or decrease the time allotted to each speaker based on the number of speakers, the length of the agenda and the complexity of the subject matter. Speaking time will not be decreased to less than one minute.

If you are an individual with a disability and need a reasonable modification or accommodation pursuant to the Americans with Disabilities Act ("ADA") please contact Board Clerk Andrea Pizano at Andrea.Pizano@svcleanenergy.org prior to the meeting for assistance.

AGENDA

Call to Order

Roll Call

Public Comment on Matters Not Listed on the Agenda

The public may provide comments on any matter not listed on the Agenda provided that it is within the subject matter jurisdiction of SVCE. Speakers are customarily

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333 W El Camino Real
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Sunnyvale, CA 94087



limited to 3 minutes each, however, the Committee Chair may increase or decrease the time allotted to each speaker based on the number of speakers, the length of the agenda and the complexity of the subject matter. Speaking time will not be decreased to less than one minute.

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Consent Calendar (Action)

- 1) Approve Minutes of the April 24, 2026, Executive Committee Meeting

Regular Calendar

- 2) CEO Update (Discussion)
- 3) Select Vice Chair of the 2026 Executive Committee (Action)
- 4) 2026 Integrated Resource Plan Preview and Recommend the SVCE Board of Directors Delegate Authority to the Chief Executive Officer for Final Approval (Action)
- 5) Recommend the Silicon Valley Clean Energy Board of Directors Authorize the Chief Executive Officer Approval of CC Power's Annual Budget and Dues in an Amount Not to Exceed \$600,000 for CC Power's Fiscal Year 2026-2027 and Delegate Authority to the Chief Executive Officer to Enter Agreements Using Approved Funds (Action)
- 6) Recommend the SVCE Board of Directors Approve the Financial Levers Playbook (Action)
- 7) Recommend the Board of Directors Approve an Allocation of \$700,000 of Program Fund Dollars to Extend the Go Electric Advisor Program and Authorize the Chief Executive Officer to Execute an Amendment with the Sacramento Municipal Utility District (SMUD) to Extend the Term through June 2028 and Set a New Not-to-Exceed Amount of \$1.542 Million (Action)

Committee/Staff Remarks

Adjourn

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**Silicon Valley Clean Energy
Executive Committee Meeting**

Friday, April 24, 2026
10:00 a.m.

Silicon Valley Clean Energy Office
333 W El Camino Real, Suite 330
Sunnyvale, CA

DRAFT MEETING MINUTES

Call to Order

Chair Showalter called the meeting to order at 10:02 a.m.

Prior to Roll Call, Director Martinez Beltran announced she would be participating in the meeting remotely under the Just Cause provision of the Brown Act.

Roll Call

Present:

Chair Pat Showalter, City of Mountain View
Director Sally Meadows, City of Los Altos
Director George Tyson, Town of Los Altos Hills
Director Yvonne Martinez Beltran, City of Morgan Hill (participated remotely under Gov Code Section 54953.8.3(c)(4))
Director Larry Klein, City of Sunnyvale

Absent:

None.

Public Comment on Matters Not Listed on the Agenda

Bruce Karney, Mountain View resident, commented on the distribution of postcards created by Carbon Free Mountain View for the Bay Area Air District Board of Directors to support the adoption of Rule 9-6 with limited exceptions. Postcards were provided for those in attendance (Attachment 1), and Mr. Karney noted if others were interested in printing more he could provide the file.

Consent Calendar

Chair Showalter opened Public Comment.
No speakers.
Chair Showalter closed Public Comment.

MOTION: Director Meadows moved and Director Tyson seconded the motion to approve the Consent Calendar.

The motion carried unanimously by verbal roll call vote.



1a) Approve Minutes of the February 27, 2026, Executive Committee Meeting

1b) Approve Minutes of the March 27, 2026 Executive Committee Meeting

Regular Calendar

2) CEO Update (Discussion)

Chief Executive Officer Monica Padilla addressed the following in her report:

- Wished all a happy earth month;
- Announced S&P Global Ratings affirmed its 'A' issuer credit rating for SVCE and revised its outlook to positive from stable;
- Announced CalCCA's upcoming 10-year anniversary and conference, taking place May 12 – 14, 2026 in Sacramento;
- Upcoming ribbon cutting ceremonies for two power projects in June; and
- An update on the progress of SVCE's new headquarters building from Zoe Elizabeth, Director of Decarbonization Policy and Community Strategies.

Chair Showalter opened Public Comment.

No speakers.

Chair Showalter closed Public Comment.

3) Receive Report on SVCE Committee Vacancies and Select Vice Chair of the 2026 Executive Committee (Action)

Andrea Pizano, Board Clerk, provided a report on SVCE committee membership and vacancies, requested feedback on staff's approach to soliciting interest in filling open seats, and selection of a 2026 Vice Chair of the Executive Committee.

Staff responded to committee member questions on membership guidelines for SVCE's committees.

The Committee discussed if there was a desire to add a sixth member to the Executive Committee, if the Nominating Ad Hoc Committee should regroup to provide a recommendation to the Board of Directors for a sixth committee member, if the selection of Vice Chair should be deferred to after the sixth member is selected, and the importance of having engagement in committees from primary and alternate board members.

Chair Showalter opened Public Comment.

No speakers.

Chair Showalter closed Public Comment.

MOTION: Director Tyson moved and Director Meadows seconded the motion to solicit interest from primary and alternate board members for committees with vacancies and defer the selection of Vice Chair of the 2026 Executive Committee.

The motion carried unanimously by verbal roll call vote.

Following the vote, CEO Padilla confirmed staff would proceed with agendizing the appointment of additional members at the May 15, 2026 special Board of Directors meeting.

4) Recommend the SVCE Board of Directors Approve Amendments to Human Resources Policy 1: Personnel and Reimbursement, and Customer Confidentiality Policy (Action)



Michael Callahan, General Counsel, presented a request for the Committee to support the SVCE Board of Directors approve proposed changes to SVCE's Human Resources Policy 1: Personnel and Reimbursement and Customer Confidentiality Policy.

General Counsel reviewed the changes, which included the following:

Human Resources Policy 1: Personnel and Reimbursement

- Shift the appointment of the General Counsel from the Board to the CEO;
- Clarify the CEO has authority to terminate staff which includes entering into severance agreements;
- Clarifying the budget shall include staff costs such as salaries and benefits; and
- Providing the CEO authority to modify benefits within budget, except for increases or decreases to paid time off such as holidays, furloughs, bereavement leave, and regular paid time off

Customer Confidentiality Policy

- Clarify that SVCE may utilize customer data for period beyond the current five year default period.
- Data is used for load forecasting and other business purposes such as customer programs planning.
- Will help SVCE manage its business risks and ensure forecasting and planning is based on the best available data
- Removing outdated reference

Staff responded to questions and comments about the CEO's authority to enter into severance agreements and clarification that the amount is still subject to the CEO spending authority approved by the Board, if standard practice for other CCAs is to have only the CEO appointed by the Board, contracting with outside counsel, customer data confidentiality, adding a general statement in SVCE's Customer Confidentiality Policy about maintaining privacy and anonymity of data, standard practices in handling customer data, the CEO's authority to terminate staff and examples of benefits that could be modified by the CEO, and a suggestion to hold a Closed Session with the Board of Directors on data protection.

Chair Showalter opened Public Comment.

No speakers.

Chair Showalter closed Public Comment.

MOTION: Director Meadows moved and Director Klein seconded the motion for the Executive Committee to recommend the SVCE Board of Directors approve the proposed amendments, including the changes discussed on the language related to severance and the statement about generally protecting customer privacy, to Human Resources Policy 1: Personnel and Reimbursement and the Customer Confidentiality Policy.

The motion carried unanimously by verbal roll call vote.

5) Energy Products and Clean Accounting (Informational)

CEO Padilla introduced the item; Britta Bradshaw, Power Resources Manager, presented an informational presentation on the electric system and SVCE's power mix. Topics included:

- An electric system & grid review;
- Information on how clean is counted and reported;
- Review of different types of energy products; and
- Overview of SVCE's clean energy procurement goals and strategy

Staff responded to questions and comments on renewable energy certificates, SVCE's power content label distribution, regulatory requirements on clean energy, SVCE's hedging strategy, contracted power mix through 2030, short-term clean energy contract durations, load variation from the COVID-19 pandemic, power supply cost drivers, and cleanliness of the grid.



The Committee discussed the value of providing a similar presentation to the Board of Directors as an informational item, special study session, seminar or workshop.

Chair Showalter opened Public Comment.

Bruce Karney questioned staff's level of confidence that the state has set resource adequacy goals that make electricity affordable, and if there is a potential political lever to suggest the state focus on curtailment of demand.

CEO Padilla provided a response.

Chair Showalter closed Public Comment.

Committee/Staff Remarks

Director Tyson announced excitement from the Town of Los Altos Hills for SVCE's Dream Home to be present during a summer event on June 7, 2026, and shared his positive experience attending the Fremont Union High School District Earth Day event at the Computer History Museum.

Chair Showalter shared the City of Mountain View held its Earth Day event the previous week, and her attendance at SF Climate Week activities. Chair Showalter inquired if SVCE receives communication on SF Climate Week events and suggested sharing information on attendance in the future.

Adjournment

Chair Showalter adjourned the meeting at 12:11 p.m.

ATTACHMENT:

1. Bruce Karney Public Comment

ATTEST:

Andrea Pizano, Board Secretary

Public Comment – Bruce Karney

<p>To Air District Board of Directors & Staff</p> <p>_____ <i>Name / Signature</i></p> <p>_____ <i>Your City</i></p>	 <p>Board of Directors Bay Area Air District 375 Beale Street, Suite 600 San Francisco, CA 94105</p>
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Clean Air in the Bay Area

↓ Air Pollution (Nitrogen Oxides)

↓ Asthma - Keep our kids safe!

Implement Rule 9-6 on time

*No new sales of gas water heaters starting 2027
w/ exceptions for low income & complicated installations*



Staff Report – Item 2

Item 2: CEO Update

From: Monica Padilla, CEO

Prepared by: Andrea Pizano, Sr. Executive Assistant and Board Clerk

Date: 5/22/2026

This item will be addressed in the form of an oral report to the Executive Committee from Monica Padilla, Chief Executive Officer.



Staff Report – Item 3

Item 3: Select Vice Chair of the 2026 SVCE Executive Committee

From: Monica Padilla, CEO

Prepared by: Andrea Pizano, Sr. Executive Assistant and Board Clerk

Date: 5/22/2026

RECOMMENDATION

Staff recommends the Silicon Valley Clean Energy (SVCE) Executive Committee select a 2026 Vice Chair to preside over committee meetings in the absence of Executive Committee Chair Pat Showalter.

BACKGROUND

As an appointed ongoing committee of the SVCE Board of Directors (Board), Executive Committee meetings are public and subject to the Ralph M. Brown Act. Per [SVCE's Operating Rules and Regulations](#) (ORRs), the Executive Committee is appointed at the annual meeting in January and there are no limits on the number of terms that a Director may serve on a committee.

The Chair and Vice Chair were selected by the Executive Committee by an affirmative vote of a majority of all members of the entire committee ([SVCE's Joint Powers Agreement](#), Section 4.9.1) on January 23, 2026. The 2026 Executive Committee Vice Chair is no longer on SVCE's Board, and the Executive Committee is in need of a Vice Chair.

Staff presented an item to select a new 2026 Executive Committee Vice Chair on April 24, 2026. Given the vacancy on the Committee, committee members voted unanimously to defer the selection of the Vice Chair until a sixth member was potentially selected.

ANALYSIS & DISCUSSION

With the sixth member of the Executive Committee selected at the May 15, 2026 Board of Directors Special Meeting, staff recommends a new Vice Chair be selected to preside over meetings in the absence of the Chair for 2026. Any member of the Executive Committee may serve as Vice Chair and there are no term limits.

Process and Procedure for Executive Committee Vice Chair Selection

At the May 22, 2026 Executive Committee meeting, those interested in the role of 2026 Vice Chair will inform the Chair by self-nomination; nominations of other members of the committee will also be accepted. Once all nominations have been made, each interested member will be given an opportunity to make a statement.

If there is more than one person interested, a roll call vote will be performed by the Board Clerk. Each committee member will be asked to vote for their selection by name. For this Executive Committee of six members, a vote of four members will be required to identify the Vice Chair. A ratification vote will be taken to solidify the selection.

In the event three votes is not reached, the top two candidates with the most votes will continue for additional rounds of votes until four votes are received.

Agenda Item: 3

Agenda Date: 5/22/2026

STRATEGIC PLAN

Not applicable.

ALTERNATIVE

Not applicable.

FISCAL IMPACT

No fiscal impact as a result of selecting a Vice Chair of the Executive Committee.



Staff Report – Item 4

Item 4: 2026 Integrated Resource Plan Preview and Recommend the SVCE Board of Directors Delegate Authority to the Chief Executive Officer for Final Approval

From: Monica Padilla, CEO

Prepared by: Maren Wenzel, Director of Regulatory, Policy and Planning

Date: 5/22/2026

RECOMMENDATION

Staff recommends the Silicon Valley Clean Energy (SVCE) Executive Committee recommend the Board of Directors (Board):

1. Adopt the proposed Preferred Conforming and Alternate Conforming Plans for submission in SVCE’s 2026 Integrated Resource Plan (IRP), acknowledging additional edits may be needed as work continues.
2. Delegate authority to the Chief Executive Officer (CEO) for final approval of SVCE’s 2026 IRP plan, due August 10th.

BACKGROUND

The California Public Utilities Commission (CPUC) requires all jurisdictional load serving entities (LSEs) file an IRP on a regular cadence. These filings are generally due every two years, however the CPUC skipped the 2024 cycle, making this the first IRP SVCE has filed since 2022. The intent of the IRP is to help the CPUC track the development of the electric grid and ensure that collectively LSEs are on track to meet the state’s clean goals while maintaining system reliability. These plans are used for numerous downstream planning activities including in the California Independent System Operators (CAISO) Transmission Planning Process.

While the IRP is primarily a compliance requirement, it also helps inform SVCE’s internal long-term planning. However, the CPUC does mandate many of the inputs and assumptions LSEs must use for the compliance filing. Of these, notably is the CPUC’s load forecast which increases SVCE’s load by more than 50% by 2045. The Commission also requires LSE’s IRP portfolio achieve its share of the 2045 electricity sector emissions target of 8 million metric tons (MMT) as prescribed by the California Air Resources Board’s Scoping Memo. Other assumptions, such as requiring LSEs do not consider allocations from the Diablo Canyon Power Plant, may create meaningful divergence between this compliance IRP and SVCE’s internal planning efforts.

In past cycles SVCE staff has endeavored to provide the Board with substantially complete IRP filings for approval, including a complete draft narrative. This year, the CPUC has set the filing date for August 10th. Due to the July recess for the SVCE Board, staff will need approval from the Board at the June meeting. For this reason, staff intends to present a substantially complete conforming portfolio and initial key points for inclusion in the narrative but will not have a fully complete IRP for board review and instead requests the Board delegate authority to the CEO for final approval of the 2026 IRP.

ANALYSIS & DISCUSSION

To complete modeling to develop its 2026 IRP SVCE staff first developed a “baseline” resource list which includes all of SVCE’s existing contracted power supply resources (“portfolio”) and forced in additional capacity

to represent expected build required to meet obligations under the latest procurement order (D.26-02-057). Staff then added numerous constraints to ensure reasonable model results including clean targets and build limits for technologies. This baseline resource list, set of constraints and projected cost data was then input into a capacity expansion software tool to find a least cost, best fit set of resources to meet SVCE’s goals and constraints. Additional post-processing was done with the model results to ensure alignment with the CPUC’s compliance tools.

The CPUC requires LSEs align many modeling assumptions with the CPUC’s modeling work. Of these, the most impactful this cycle is the load forecast. The CPUC’s forecast includes significant load growth due largely to data center developments and vehicle electrification. This high forecast, combined with the roll off of existing contracted power supply resources from the portfolio, requires significant new build in SVCE’s portfolio through 2045.

Table 1. SVCE IRP Load Forecast and SVCE Internal Load Forecast

Annual Retail Sales (GWh)	2030	2035	2040	2045
IRP Mandated Forecast	5,479	6,786	7,692	8,198
SVCE Internal Forecast	4,577	4,844	5,158	5,438

In developing its 2026 IRP, SVCE staff currently intends to provide two portfolio plans. The first, a “Preferred Conforming Plan”, represents SVCE’s expected resource build required to achieve the current board clean targets¹based on the state’s current forecast of load growth. The second plan, an “Alternate Conforming Plan”, acts as a proxy for recent “levers” conversations with the board and considers a scenario where a portion of SVCE’s load moves to a minimum renewable portfolio standard (RPS) and clean energy compliance product.

While staff is still completing final quality checks on its modeling, draft results indicate SVCE will need to build the following resource mix to achieve its targets should the CPUC load forecast come to fruition.

Table 2. Draft Results of Preferred Conforming Plan

Cumulative Build Nameplate Capacity (MW)	2030	2035	2040	2045
Hybrid - Solar	100	140	220	810
Hybrid - Storage	100	140	220	810
Onshore Wind	-	470	835	848
Solar	-	-	560	850
Geothermal	44	108	108	331
Storage 8h	-	20	20	20
Storage 4h	-	-	-	10
Storage 12h	-	70	70	95
Total	244	948	2,033	3,773

¹ At the November 2024 Board of Directors meeting, the SVCE Board adopted a 75% RPS target for 2030-2034 and a 100% RPS target for 2035-2045. The Board also reconfirmed that Staff should target 100% clean energy (which can be met with RPS, large hydro and/or nuclear resources) each year. All the above targets are measured on an annual basis.

Table 3. Draft Results of Alternate Conforming Plan

Cumulative Build Nameplate Capacity (MW)	2030	2035	2040	2045
Hybrid - Solar	100	140	140	590
Hybrid - Storage	100	140	140	590
Onshore Wind	0	225	833	835
Solar	0	0	265	655
Geothermal	44	106	106	308
Storage 8h	0	20	20	20
Storage 4h	0	0	0	100
Storage 12h	0	65	65	70
Total	244	823	1,568	3,168

STRATEGIC PLAN

Completion of SVCE's 2026 IRP supports achievement of Goal 2 "long-term, target for 100% clean energy annually by building a balanced portfolio with consideration for both affordability and reliability while exploring long-term pathways to clean power supply".

ALTERNATIVE

The Executive Committee could direct staff to explore an alternate set of modeling constraints. Due to the timing of the filing and the need for Board review and approval this would likely compromise staff's ability to file the IRP in a timely manner resulting in potential compliance penalties and associated reputational risks.

Staff welcomes feedback from the Executive Committee on additional narrative discussion points or analyses that can be completed ahead of the August 10th filing date.

FISCAL IMPACT

No fiscal impact is expected as a result of this filing. Within the CPUC's IRP proceeding there has at times been discussion of "enforceable" IRPs in which LSEs are required to procure what they show in their plans, however this is likely infeasible and considered by staff to be a low-risk outcome.



Staff Report – Item 5

Item 5: Recommend the Silicon Valley Clean Energy Board of Directors Authorize the Chief Executive Officer Approval of CC Power’s Annual Budget and Dues in an Amount Not to Exceed \$600,000 for CC Power’s Fiscal Year 2026-2027 and Delegate Authority to the Chief Executive Officer to Enter Agreements Using Approved Funds

From: Monica Padilla, CEO

Prepared by: Zak Liske, Deputy Director of Power Resources

Date: 5/22/2026

RECOMMENDATION

Staff recommends that the Silicon Valley Clean Energy (SVCE) Executive Committee recommend that the Board of Directors (Board) approve annual budget for payment to California Community Power (“CC Power”) starting CC Power’s next Fiscal Year (July 1, 2026-June 30, 2027) in an amount not to exceed \$600,000 and delegate authority to the Chief Executive Officer (“CEO”) to enter agreements using approved funds.

Approval of SVCE’s share of the CC Power budget enables SVCE to continue its membership and project participation as a part of CC Power. The approval to enter agreements with CC Power is still subject to the limits and requirements of the SVCE Energy Risk Management Policy.

BACKGROUND

SVCE has been a member of CC Power since early 2021, after the Board of Director’s authorized its membership in December 2020¹. CC Power is a Joint Powers Authority (“JPA”) of California Community Choice Aggregators (“CCAs”) with the goal to acquire energy, capacity, storage or other energy products on a scale that the individual member CCAs most likely could not be able to achieve individually. CC Power is comprised of nine CCAs throughout Northern California, serving more than six million customers. Since 2021, SVCE, through CC Power, has been able to help meet its share of the California Public Utilities Commission’s (“CPUC”) Mid-Term Reliability (MTR) procurement mandate for long lead resources including two long-duration storage and two geothermal contracts.

SVCE’s CEO, Monica Padilla, serves on the CC Power Board of Directors, Executive Committee and on its Ad-hoc Budget Committee. At CC Power’s April 2026 board meeting a preliminary budget was previewed with the intention of returning on May 20, 2026 to vote for approval.

CC Power’s budget is broken down into several major categories:

- **General and Administrative (“G&A”)**: these are the annual dues assessed equally to all members. G&A covers overhead and general operating expenses of CC Power.
- **Phase 1**: these are projects and initiatives at which point all members participate and share in costs equally. This would include strategic assessments and working groups open to all members.
- **Phase 2**: projects that advance from Phase 1 and require members to opt-in. Cost allocation is determined on a project specific basis and may be equal or based on size, e.g. load weighted. Examples of Phase 2 projects would be solicitations and negotiations of potential resources.

¹ See SVCE Board of Directors, [Agenda Item 5 \(Approve Participation in California Community Power Joint Powers Authority\)](#), December 9, 2020.

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- **Phase 3:** this phase is comprised of projects that are “in-flight” with executed agreements. The overwhelming majority of Phase 3 costs are the underlying commodity costs in a power supply contract for which participating CCAs receive all the benefits and are obligated to budget and pay for their respective share. Other Phase 3 costs include the overhead and operating expenses to administer the contracts and projects.

CC Power makes up a unique aspect of SVCE’s procurement activities that can unlock access to projects that may not otherwise make sense for SVCE to do alone either due to size or if an emerging technology. This procurement approach allows for the sharing of cost and risk between several CCAs. To date, the SVCE Board has authorized SVCE’s participation in two power purchase agreements (“PPA”), two Energy Storage Service Agreements (“ESSA”) through CC Power, and one Resource Adequacy and Top-Bottom 4 agreement, all of which, with exception of Goal Line², are active Phase 3 projects:

1. Tumbleweed Long Duration Energy Storage Project approved by the Board at the February 9, 2022, meeting;
2. Ormat Nevada Inc. Portfolio of Geothermal Projects approved by the Board at the June 8, 2022, meeting;
3. Open Mountain Energy LLC., Fish Lake Geothermal Project approved by the Board at the June 8, 2022, meeting; and
4. GEM A-CAES LLC (Willow Rock Energy Storage) approved by the Board at the January 14, 2026, meeting.

ANALYSIS & DISCUSSION

The staff recommendation includes approving SVCE’s share of CC Power’s annual budget of an amount not to exceed \$600,000 for the CC Power 2026-2027 fiscal year costs starting July 1, 2026. These costs primarily consist of operating expenses (staff, consultants, legal) and administrative costs. Staff is also asking for CEO authority to enter into agreements with CC Power using approved funds under Phase 2 and Phase 3. These agreements will come up throughout the fiscal year and are specific authorizations of SVCE’s participation and CC Power’s use of SVCE approved funds for various projects and activities. Staff recognize that the limits and requirements of the Energy Risk Management Policy still apply and is not seeking to modify CEO authority on commodity contracts.

Notable items in the 2026-27 budget include:

- **Phase 1:** Annual solicitation and build-transfer agreement strategy and development
- **Phase 2:** Origination activities to cover: geothermal, mega projects, emerging technologies, build-transfer agreements, greenfield development
- **Phase 3:** Tumbleweed, Fish Lake, Ormat, Willow Rock

Table 1 below summarizes the year-over-year (y-o-y) budget amounts and changes per category.

- **Column A, FY 2025-26 - Gross Budget:** this was the approved budget amount for the prior fiscal year totaling \$476K.
- **Column B, FY 2025-26 – Carryover Estimate:** there were several planned projects and expenses that were either not pursued or did not materialize. As a result, there is a projected excess balance of \$147K that can be refunded to SVCE or rolled over to fund FY 2026-27 expenses.
- **Column C, FY 2026-27 - Gross Budget:** this is the total budget for SVCE’s participation at CC Power in the upcoming year totaling \$547K.
- **Column D, FY 2026-27 - Funding Requirement:** the combines Column B and C to get to the net amount SVCE is required to fund CC Power for continued participation at \$400K.
- **Column E, Gross Budget Change - Increase (Decrease):** this compares the year-over-year gross budget amounts which is an increase of \$72K or 15%.
- **Column F, Funding Requirement Change – Increase (Decrease):** this is Column D minus Column A which takes the carryover estimate into account and compares the expected funding requirement for

² On June 18, 2025, the CC Power Board authorized the CC Power General Manager to effectuate the early termination of the ESSA with Goal Line BESS 1, LLC.

the FY 2026-27 budget against the prior fiscal year budget. This is anticipated to be a decrease of \$75K or 16%.

Table 1: SVCE Share of CC Power Annual Budget Comparison to Prior Fiscal Year

	A	B	C	D	E	F
	FY 2025-26 Gross Budget	FY 2025-26 Carryover Estimate	FY 2026-27 Gross Budget	FY 2026-27 Funding Requirement	Gross Budget Change Increase (Decrease)	Funding Requirement Change Increase (Decrease)
G&A/Dues	\$173,977		\$178,049	\$178,049	\$4,072	\$4,072
Phase 1	\$90,085		\$37,745	\$37,745	-\$52,340	-\$52,340
Phase 2	\$43,164	-\$147,000	\$157,277	\$10,277	\$114,113	-\$32,887
Phase 3	\$168,532		\$174,297	\$174,297	\$5,765	\$5,765
Total	\$475,758	-\$147,000	\$547,368	\$400,368	\$71,610	-\$75,390

Primary drivers of year-over-year changes:

- Phase 1: costs decreased due to limited planned scope of Phase 1 projects.
- Phase 2: FY 2025-26 lower than planned due to expenses being incurred at end of FY 2024-25 for work that was primarily carried out in FY 2025-26. In FY 2026-27 much of the proposed expense will be related to continued efforts on Phase 2 projects from FY 2025-26 most notably geothermal development. Other projects include origination of non-lithium-ion storage technology and potential Build Transfer Agreement (BTA) opportunities. Importantly, Phase 2s are opt-in workstreams, so the amount listed is the maximum if SVCE decides to participate in all potential Phase 2 projects.

SVCE’s share of the budget, \$547K, represents 13% of CC Power’s overall budget of \$4.3M.

Note that SVCE Board has already approved of Not-to-Exceed limits for its share of commodity costs for the four long-term projects (Tumbleweed, Willow Rock, Fish Lake, Ormat) listed above and is not seeking further approval of these costs. These are already captured in the power supply costs of SVCE’s annual budget.

STRATEGIC PLAN

Given the strategic nature of CC Power’s work, continued membership in the organization will support SVCE’s Goal 4 to, “Acquire power supply resources in a cost-effective manner to meet legislative and regulatory obligations, Board directives and customer specific products” and Goal 5 to “Manage and optimize load and power resources to meet affordability, GHG reduction and reliability objectives”.

ALTERNATIVE

Not funding CC Power membership may require SVCE to withdraw from CC Power. SVCE needs to approve funding to cover the cost of operating the four projects noted above as Phase 3 power projects. These resources are needed for compliance under CPUC’s procurement orders. SVCE could also seek to fund only that portion of the CC Power budget which corresponds to general administration and direct costs associated with the four projects the Board has approved. However, this would require the CC Power board to allow elective funding level as an option, which it has not thus far.

FISCAL IMPACT

CC Power members pay G&A/Dues and Phase 1 expenses in the first quarter of the CC Power fiscal year (Jul 1 – Jun 30) and Phase 2-3 expenses when activities are undertaken throughout the year. Given the misalignment with SVCE’s fiscal year this means approval of the fiscal year 2026-2027 CC Power dues will be partially paid in SVCE’s 2025-2026 fiscal year (approx. \$200,000) and the remainder paid in the stub year and fiscal year 2027 (approx. \$350,000). SVCE currently includes CC Power related cost in its fiscal year 2025-26 Operating Budget

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and will seek approval of the remaining funds as part of SVCE's 2026 stub year budget and fiscal year 2027 budget in September and December 2026, respectively.



Staff Report – Item 6

Item 6: Recommend the SVCE Board of Directors Approve the Financial Levers Playbook

From: Monica Padilla, CEO

Prepared by: Justin Zagunis, Director of Customer Success

Date: 5/22/2026

RECOMMENDATION

Staff requests that the Silicon Valley Clean Energy (SVCE) Executive Committee recommend to the SVCE Board of Directors to approve the proposed “playbook” of actions. This playbook will serve as the guidance for future budget proposals and conversations in the event that the current negative financial forecasts are accurate and as SVCE draws down its reserves.

BACKGROUND

This item will be addressed in the form of a presentation to the Executive Committee. It continues the discussion on financial levers from the following meetings: October 2025 Executive Committee, December 2025 Board of Directors meeting, December 2025 Board of Directors special meeting, February 2026 Finance and Administration Committee, February 2026 Executive Committee, and March 2026 Board of Directors meeting.

ATTACHMENT

The presentation for this item will be posted to SVCE’s website.



Staff Report – Item 7

Item 7: Recommend the Board of Directors Approve an Allocation of \$700,000 of Program Fund Dollars to Extend the Go Electric Advisor Program and Authorize the Chief Executive Officer to Execute an Amendment with the Sacramento Municipal Utility District (SMUD) to Extend the Term through June 2028 and Set a New Not-to-Exceed Amount of \$1.542 Million

From: Monica Padilla, CEO

Prepared by: Justin Zagunis, Director of Customer Success
Jessamyn Allen, Customer Success Programs Lead

Date: 5/22/2026

RECOMMENDATION

Staff recommends that the Silicon Valley Clean Energy (SVCE) Executive Committee recommend that the Board of Directors (Board) approve an allocation of \$700,000 for the Go Electric Advisor program (formerly known as “residential electrification concierge services”) out of the already-authorized programs funding included in the General Programs Fund and authorize the Chief Executive Officer (CEO) to execute an amendment with the Sacramento Municipal Utility District (“SMUD”) for residential electrification concierge consulting services to extend the Go Electric Advisor program through June 2028 with a new not-to-exceed (NTE) amount of \$1,542,500.

BACKGROUND

In November 2020, the Board approved the Building Decarbonization Joint Action Plan, which identified FutureFit Homes and Buildings as one of SVCE’s cornerstone programs to support the decarbonization of existing buildings through rebates. The concept was to provide comprehensive assistance to SVCE customers electrifying their homes by navigating and accessing the many existing and forthcoming energy programs providing financial assistance for building decarbonization and energy efficiency, offering additional SVCE incentives, and identifying other actions necessary to remove barriers for customers. In October 2022, SVCE launched the initial phase of this program, now known as Home Rebates, which has to date issued more than \$10 million to assist customers with home electrification upgrades.

Building upon the financial support provided by Home Upgrades, in 2023, SVCE launched the Go Electric Advisor program to help customers navigate the wide range of incentives and program options available from SVCE and other entities, as well as to provide general support addressing any other questions customers face while electrifying. SVCE selected SMUD to implement this program and the 39-month contract with a NTE of \$892,059 was approved by the Board in June 2023¹. The current implementation contract for the Go Electric Advisor is set to end in August 2026 and staff expects funds to be fully expended.

¹ See Item 1d: https://svcleanenergy.org/wp-content/uploads/2023-0614-SVCE-BOD-Agenda-Packet_scrubbed-compressed.pdf

What is the Go Electric Advisor?

The Go Electric Advisor program was born from the desire to offer a tailored, comprehensive home electrification resource for SVCE residential customers that can meet them wherever they are in their electrification journey. The service is a single-point-of-contact model, consisting of phone hotline, email, and live chat channels that any residential customer can engage with to learn how to take steps to electrify their homes. The advisors are SMUD staff who are well-versed in SVCE program offerings and provide more tailored rebate layering guidance. Additionally, the SMUD staff include electrification experts who can provide SVCE customers with basic and complex technical assistance, along with whole-home electrification planning. Moreover, SVCE has launched new programs that go beyond rebates in the last two years, namely EV Rebates (2024), Full-Service Home Upgrades (2024), and Zero Interest Financing (2025). The Go Electric Advisor serves as a central wrap-around service that complements and connects SVCE's existing portfolio of programs as shown in Figure 1.

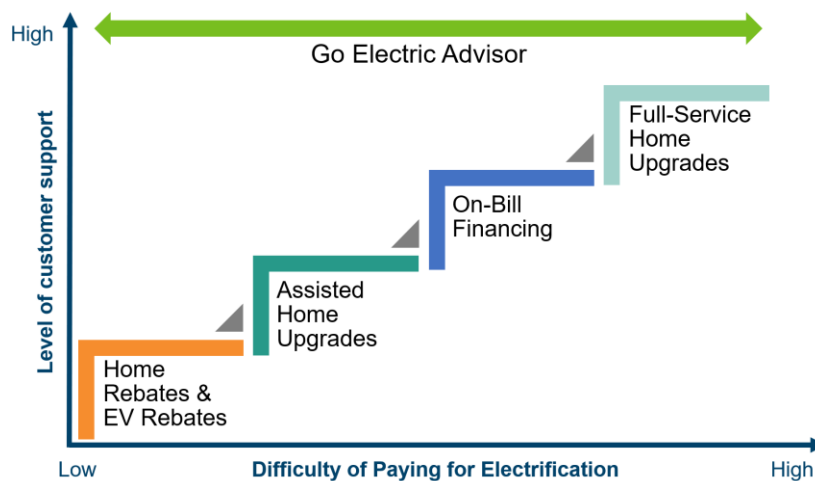


Figure 1. Go Electric Advisor Service as a Part of SVCE's Residential Programs Portfolio

Impact of Go Electric Advisor

Since its launch in December 2023, the Go Electric Advisor service has proved popular with customers and is a highly-rated service². The service has received over 3,500 customer contacts so far, a number greater than the volume originally estimated. Figure 2 shows the Go Electric Advisor's monthly contact volume. Additionally, the advisory service has shown to be a popular service model, with several other CCAs launching nearly-identical services in recent years³. Several member agencies have also shared that they routinely refer their residents to SVCE's Go Electric Advisor service to answer questions about electrification, and the service has seen a wide geographic distribution of customer inquiries across SVCE's member jurisdictions.

² The Go Electric Advisor has consistently received ratings of 4.4 or higher out of 5 for customer satisfaction.

³ [Valley Clean Energy](#) and [Clean Power Alliance](#) are among several CCAs that have started electrification concierge services since SVCE's Go Electric Advisor originally launched in December 2023.

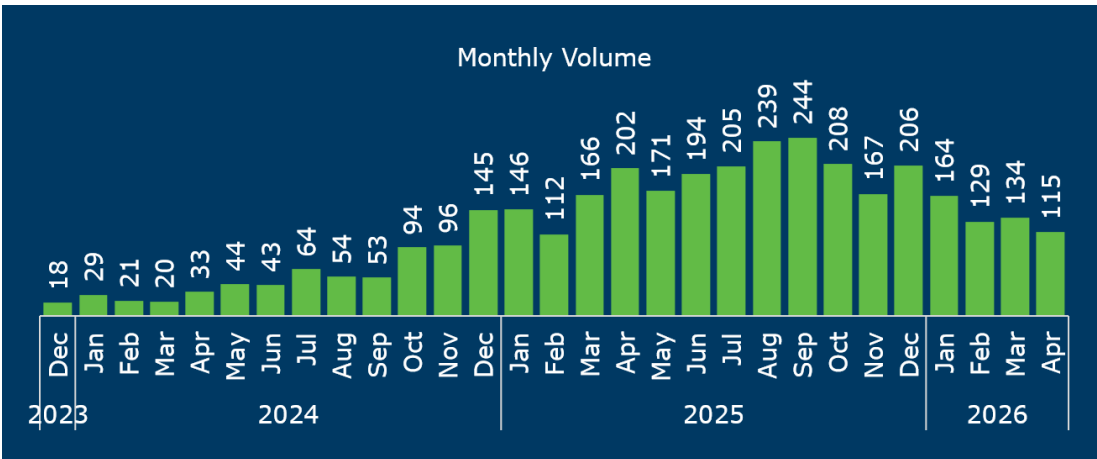


Figure 2. Go Electric Advisor customer contacts by month since launch through April 2026

The top inquiries to the Go Electric Advisor are centered around the following topics:

- Incentive layering assistance (>50% of total contacts)
- Project costs and bill impacts from electrification upgrades
- Process-related questions on how to begin an upgrade and what contractor resources are available

SVCE’s program evaluator is currently conducting an in-depth program evaluation to assess the service’s performance and impacts. Staff will incorporate the evaluation’s recommendations to improve the Go Electric Advisor offering.

ANALYSIS & DISCUSSION

Future of Go Electric Advisor

The Go Electric Advisor service and contract with SMUD will end in August 2026. Given the program’s positive performance so far and continued need for these customer resources, staff propose to extend the service through June 2028. As the Air District rules come into effect in 2027, services like the Go Electric Advisor are seen as a critical resource to help homeowners both understand rule requirements and to be guided to available resources that enable compliance with the rules.

Additionally, the primary driver of Go Electric Advisor contacts is SVCE program-related, so the service will continue to provide exceptional, consolidated customer support to navigate SVCE’ suite of offerings, from Homes Rebates inquiries to referrals to our direct install programs. SMUD was originally selected as the Go Electric Advisor implementer through a competitive solicitation process in 2023. Extending the contract with SMUD through June 2028, for a maximum term of five years, helps maintain continuity of the quality and consistency of this service for SVCE customers.

Staff considered whether to extend the current contract or to solicit a new vendor for this service. Ultimately, continuing with SMUD as the Go Electric Advisor implementer avoids any gaps in service. The Go Electric Advisor service, due to its hands-on design, also has a significant fraction of budget that goes towards start-up costs to train call center staff, produce new reference materials, build the program webpage and customer database, systems integrations, and more. By continuing with SMUD to the full extent of SVCE’s maximum 5-year contract period, rather than bringing on a new vendor, more of the added funds can go directly to customer benefits. Further, SMUD has delivered high customer satisfaction results, so there is not a strong motivation for SVCE to seek a change from a program quality standpoint.

Staff will continue to work with the SMUD advisors to adapt and improve the service throughout its extension. Opportunities include enhanced integration of advisor services throughout the SVCE website in coordination

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with a future SVCE website redesign and a potential Salesforce migration to consolidate program data and lower operating costs.

Program Allocation Request

Staff recommends allocating \$700,000 in additional funds to Go Electric Advisor as shown in Table 1.

Table 1. Program Budget Allocations and Anticipated Impact

	Go Electric Advisor
Current Budget	\$892,059
Current Term	June 2023 – August 2026
Budget Remaining (as of May 2026)	\$108,000
Additional Funding Allocation (requested in this report)	\$700,000 <ul style="list-style-type: none"> • \$650,441 for SMUD program implementation contract: <ul style="list-style-type: none"> ○ \$467,110 for customer advisory services ○ \$183,331 for website & Salesforce administration and licensing costs or data migration support • \$49,559 for contingency funds to support SVCE costs for Salesforce migration (if needed)
New Budget	\$1,592,059
New Term	June 2023 – June 2028
Anticipated additional customer contacts	3,800
Total customer contacts (5 years)	7,940

The funding request includes allocations for Salesforce administration for the Go Electric Advisor, the tool that SMUD currently uses to track and record customer contacts. To continue the service in its current form, the program budget will either need to cover administration costs for SMUD’s current Salesforce system or to transition from SMUD’s Salesforce tool to SVCE’s own Salesforce platform. The proposed SMUD contract value shown in Table 1 includes the cost of continuing with SMUD’s Salesforce tool to reflect the maximum potential NTE amount. Staff is evaluating whether the transition to SVCE’s own Salesforce platform is cost-effective and logistically viable. If the transition to SVCE’s platform moves forward, the remaining funds in the SMUD contract for Salesforce administration will either be unused, support the migration costs, or be re-allocated towards customer advisory services. If needed, staff may also utilize the \$49,559 in contingency funds to cover vendor support for the Salesforce migration.

By providing a simple, approachable channel that can effortlessly provide technical assistance, planning resources, and information on existing programs, the Go Electric Advisor makes electrification more accessible by reducing the expertise, time, and resources that customers need to undertake home upgrades.

STRATEGIC PLAN

The Go Electric Advisor service is aligned with SVCE’s 2024-2025 Strategic Plan as follows:

- Strategic Focus Area 4: Prepare Region for Electrification at Scale: Inform and prepare for upcoming requirements such as Bay Area Air District and California Air Resources Board (CARB) rules to ensure they are implemented sensibly, successfully, and equitably; and continue scaling SVCE efforts.
- Goal 7: Support all SVCE communities to decarbonize through local investments that reduce barriers and demonstrate sensible, scalable, and equitable solutions.

ALTERNATIVES

One alternative is to not authorize the CEO to execute the amendment with SMUD, which would require staff to shut down the Go Electric Advisor service at the end of the current contract term in August 2026 or pause the program while SVCE conducts a new solicitation to find an alternative vendor to SMUD. This would leave customers without a live resource for electrification support, as no comparable resources are available outside of SVCE. Not extending the Go Electric Advisor service would likely increase Home Rebates administration costs, as a significant volume of Advisor calls are customers with questions about SVCE's rebate programs. Another approach would be for SVCE staff to take on the role of the Go Electric Advisors, but the resulting service would not be comparable to the existing Go Electric Advisor. SVCE staff could not comprehensively offer the level of technical expertise that SMUD is currently set up to provide for customers. It is also unlikely that SVCE staff could provide a live service given the contact volume currently handled by the SMUD advisors and the scalability benefits that SMUD has with their existing call center that serves their own customers and other community choice aggregators. Staff would also need to significantly reduce their commitments to other tasks to support taking the Go Electric Advisor in-house.

FISCAL IMPACT

This recommendation to allocate \$700,000 to the Go Electric Advisor program will have no incremental fiscal impact on SVCE's budget. The Board has already authorized these funds to be used on programs via transfer to the General Programs Fund and this action merely assigns a portion of those funds to the Go Electric Advisor program. The expenditure of the funds will be appropriately reflected in ongoing budgets and financial forecasts.

ATTACHMENTS

1. Draft Amendment with SMUD to extend the Go Electric Advisor program

FIRST AMENDMENT TO AGREEMENT WITH SACRAMENTO MUNICIPAL UTILITY
DISTRICT

WHEREAS, the SILICON VALLEY CLEAN ENERGY AUTHORITY, an independent public agency (“Authority”), and SACRAMENTO MUNICIPAL UTILITY DISTRICT. entered into that certain agreement entitled ELECTRIFICATION CONCIERGE CONSULTANT SERVICES, effective on 21ST day of June 2023, hereinafter referred to as “Original Agreement”; and

WHEREAS, Authority and SACRAMENTO MUNICIPAL UTILITY DISTRICT have determined it is in their mutual interest to amend certain terms of the Original Agreement.

NOW, THEREFORE, FOR VALUABLE CONSIDERATION, THE PARTIES AGREE AS FOLLOWS:

1. TERM section of the Original Agreement shall be amended to read as follows:

The term of this Agreement shall commence on June 21, 2023, and shall terminate on June 20, 2028, unless terminated earlier as set forth herein.

2. COMPENSATION TO CONSULTANT section of the Original Agreement shall be amended to read as follows:

Consultant shall be compensated for services pursuant to this Agreement in a total amount not to exceed one million five hundred forty-two thousand five hundred dollars (\$1,542,500) based on the rates and terms set for in Exhibit “C,” which is attached hereto and incorporated herein by this reference.

3. Terms and Conditions Item 9 HOLD HARMLESS AND INDEMNIFICATION of the Original Agreement shall be amended to include the language below:

E. Notwithstanding the foregoing and anything to the contrary, in no event will Consultant be liable for indirect, special, incidental or consequential damages (including, without limitation, lost revenues or profits, lost data), even if advised of the possibility of such damages. Except with respect to claims arising out of or relating to intellectual property infringement or cyber security incidents, Consultant’s total liability for any and all claims made under or relating to the performance of this Agreement, including any indemnification obligations, shall not exceed one million dollars (\$1,000,000) in the aggregate during the term of this Agreement.

4. Exhibit A – Scope of Services section of the Original Agreement shall be amended to include the following:

Concierge extension expected contact volume

Based on the contact volume received in the initial phase (e.g. before August 2026) of the concierge service (now known as the Go Electric Advisor), SMUD and SVCE estimate that the

number of customer interactions supported by the Concierge during the extension to be the following:

Timeline	Hotline	Web Chat/Email	Incentives Layering	Technical Assistance	Electrification Plans
Sept – Dec 2026	1,333	156	267	33	33
Jan – Dec 2027	4,000	468	800	100	100
Jan – June 2028	2,000	234	400	50	50

Additionally, during the extension (Sept 2026 – June 2028), SVCE and SMUD estimate the amount of Concierge staff time needed to support each customer interaction to be:

Hotline Calls	7.5 minutes
Web Chats/emails	10 minutes
Incentive Layering Assistance	15 minutes
Technical Assistance	15 minutes
Electrification Plans	30 minutes for customer call support 120 minutes for plan development

Additional extension tasks - CRM & website management

During the extension, SMUD will perform the functions in support of the operations, maintenance, & issue resolution for the CRM and its integration with the concierge website. These functions fall under Task 11 Manage CRM.

□

Subtasks	Detailed Scope
Track and process weekly 4013	<ul style="list-style-type: none"> • Monitor weekly file availability and completeness • Validate file structure and data integrity • Perform reconciliation and exception handling • Reprocess failed files and coordinate with SMUD/SVCE • Coordinate with PG&E in case of delays or missing file delivery • Track SLA adherence and escalate delays
Salesforce maintenance	<ul style="list-style-type: none"> • Monitor and manage data storage utilization and optimization • Manage user access, roles, and permission controls • Perform backup validation and data recovery readiness checks • Maintain security controls, audit compliance, and access reviews • Monitor system performance and platform health

	<ul style="list-style-type: none"> • Support server/platform-level maintenance activities
API integration layer management	<ul style="list-style-type: none"> • Monitor API flows • Troubleshoot failures, latency, and data mismatches • Manage authentication, tokens, and endpoints • Log monitoring and retry handling • Coordinate fixes across systems
Web server maintenance	<ul style="list-style-type: none"> • Monitor website availability and performance • Coordinate issues across hosting environments • Perform backup validation and data recovery readiness checks • Maintain security controls, audit compliance, and access reviews • Monitor system performance and platform health • Support server/platform-level maintenance activities
Production support and service management	<ul style="list-style-type: none"> • Incident triage and resolution across systems • Root cause analysis and issue tracking
Coordination and governance	<ul style="list-style-type: none"> • Status reporting • Operational reviews • Stakeholder communication

Under Task 11, SVCE may enlist SMUD’s support in the migration of the concierge CRM, currently within SMUD’s Salesforce platform, to SVCE’s own Salesforce platform.

5. Exhibit B – Schedule of Performance of the Original Agreement shall be replaced to include the attached Exhibit B-1 Schedule of Performance per Attachment 1 to include and extend all current services to the Scope of Work. Exhibit B-1 is incorporated into the Agreement by this reference.

6. Exhibit C – Compensation of the Original Agreement shall be replaced to include the attached Exhibit C-1 Compensation per Attachment 2 to include and extend all current services to the Scope of Work. Exhibit C-1 is incorporated into the Agreement by this reference.

7. This Amendment shall be effective on “**ENTER IN DATE**”.

3. Except as expressly modified herein, all of the provisions of the Original Agreement shall remain in full force and effect. In the case of any inconsistencies between the Original Agreement and this Amendment, the terms of this Amendment shall control.

4. This Amendment may be executed in counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed as of the dates set forth besides their signatures below.

RECOMMENDED FOR APPROVAL

Justin Zagunis, Director of Customer Success

DRAFT

APPROVED AS TO FORM:

Counsel for Authority

CONSULTANT NAME
Sacramento Municipal Utility District

By: _____
Name: _____
Title: _____
Date: _____

SILICON VALLEY CLEAN ENERGY
AUTHORITY
A Joint Powers Authority

By: _____
Name: Monica Padilla
Title: Chief Executive Officer
Date: _____

DRAFT

Attachment 1

Exhibit B-1
Schedule of Performance

This schedule may be modified with the written approval of the Authority.

	Scope of Work	Start Date	End Date
Task #	Task Title		
0	Finalize contract and scope	05/26/23	05/31/23
1	Project management	05/26/23	6/20/2028
2	Develop implementation plan	05/26/23	06/30/23
3	Integrate Concierge with Existing Program Administration Structure	05/26/23	06/30/23
4	Develop user interface and utilize a CRM	05/26/23	6/20/2028
5	Train concierge personnel	08/01/23	6/20/2028
6	Develop marketing and communications plan	08/01/23	6/20/2028
7	Launch and manage concierge services	08/28/23	6/20/2028
8	Integrate with future turnkey installation program	08/28/23	6/20/2028
9	Evaluate program performance	08/28/23	6/20/2028
10	Contingency work	08/28/23	6/20/2028
11	Manage CRM	08/28/26	6/20/2028

Attachment 2

Exhibit C-1
Compensation

Authority shall compensate Consultant for professional services in accordance with the terms and conditions of this Agreement based on the rates and compensation schedule set forth below. Compensation shall be calculated based on the hourly rates set forth below up to the not to exceed budget amount set forth below.

The compensation to be paid to Consultant under this Agreement for all services described in Exhibit “A” and reimbursable expenses shall not exceed of one million five hundred forty-two thousand five hundred dollars (\$1,542,500), as set forth below. Any work performed or expenses incurred for which payment would result in a total exceeding the maximum amount of compensation set forth herein shall be at no cost to Authority unless previously approved in writing by Authority.

In the initial concierge phase (June 2023 – August 2026), the detailed breakdown of costs are as follows:

	Scope of Work	SVCE Involvement/Milestone	Hours	Rate	3 Year Total
Task #	Task Title				
0	Finalize contract and scope		0		\$ -
	Resolve any contract exceptions noted in proposal	Facilitate resolution	0	160	\$ -
	Finalize scope of work for inclusion in contract	Negotiate and approve scope	0	160	\$ -
	Garner contract signatures	Garner signature	0	160	\$ -
1	Project management		162.00		\$ 27,480
	Prep for kick off meeting		2	160	\$ 320
	Identify and contact key participants in kick off meeting	Provide input into key participants	1	160	\$ 160
	Hold program kick off meeting	Attend kick off meeting	2	160	\$ 320
	Draft minutes and outcomes from kick off meeting	Provide feedback into minutes	1	160	\$ 160
	Prep for, hold and draft minutes for bi-weekly check in meeting	Attend bi-weekly meetings	156	170	\$ 26,520
2	Develop implementation plan		158.5		\$ 25,360
	Kick off advisory group engagement	Attend kick off meeting	1.5	160	\$ 240
	Develop advisory group questionnaire	Provide input into advisory group questionnaire	4	160	\$ 640
	Coordinate and consolidate advisory group feedback		4	160	\$ 640
	Draft advisory group feedback summary		1	160	\$ 160
	Send advisory group feedback summary		0.25	160	\$ 40
	Adjust advisory group feedback summary	Provide feedback into advisory group summary	1	160	\$ 160
	Finalize advisory group feedback summary	Approve advisory group summary	0.5	160	\$ 80
	Draft customer journey maps		12	160	\$ 1,920
	Send customer journey maps		0.25	160	\$ 40

	Adjust customer journey maps		2	160	\$ 320
	Finalize customer journey maps		0.5	160	\$ 80
	Draft electrification plan format		16	160	\$ 2,560
	Send electrification plan format		0.25	160	\$ 40
	Adjust electrification plan format		4	160	\$ 640
	Finalize electrification plan format		0.5	160	\$ 80
	Draft hotline and web interface implementation section		16	160	\$ 2,560
	Draft incentives layering assistance implementation section		16	160	\$ 2,560
	Draft technical assistance implementation section		16	160	\$ 2,560
	Draft electrification implementation section		16	160	\$ 2,560
	Draft program referrals implementation section		16	160	\$ 2,560
	Draft EM&V section		16	160	\$ 2,560
	Draft implementation plan		8	160	\$ 1,280
	Send draft to SVCE for review		0.25	160	\$ 40
	Adjust implementation plan	Provide feedback into draft plan	4	160	\$ 640
	Send draft to SVCE for review		0.5	160	\$ 80
	Finalize implementation plan	Approve draft plan	2	160	\$ 320
3	Integrate Concierge with Existing Program Administration Structure		45.75		\$ 7,320
	Draft existing programs integration section		4	160	\$ 640
	Send draft existing programs integration section		0.25	160	\$ 40
	Adjust draft existing programs integration section	Provide feedback into existing programs plan	1	160	\$ 160
	Finalize draft existing programs integration section	Approve existing programs plan	0.5	160	\$ 80
	Integrate with existing programs		40	160	\$ 6,400
4	Develop use interface and utilize a CRM		802.25		\$ 128,360
	Develop preliminary hotline		109	160	\$ 17,440
	Develop preliminary web experience		213	160	\$ 34,080
	Develop preliminary CRM		356	160	\$ 56,960
	Provide live demonstration of preliminary UI for hotline and web		2	160	\$ 320
	Adjust preliminary UI for hotline and web	Provide feedback into preliminary hotline and web	4	160	\$ 640
	Finalize preliminary UI for hotline and web	Approve preliminary hotline and web	1	160	\$ 160
	Provide live demonstration of UI for CRM		2	160	\$ 320
	Adjust UI for CRM	Provide feedback into CRM	4	160	\$ 640
	Finalize UI for CRM	Approve CRM	1	160	\$ 160
	Develop UI for hotline and web research plan		16	160	\$ 2,560
	Send UI for hotline and web research plan		0.25	160	\$ 40
	Adjust UI for hotline and web research plan	Provide feedback into research plan	2	160	\$ 320

	Finalize UI for hotline and web research plan	Approve research plan	0.5	160	\$ 80
	Draft usability script		32	160	\$ 5,120
	Send usability script		0.25	160	\$ 40
	Adjust usability script	Provide feedback into usability script	2	160	\$ 320
	Finalize usability script	Approve usability script	0.5	160	\$ 80
	Program usability script		6	160	\$ 960
	Initiate soft launch		4	160	\$ 640
	Modify script		4	160	\$ 640
	Initiate full launch		6	160	\$ 960
	Review recordings		8	160	\$ 1,280
	Draft usability research summary		16	160	\$ 2,560
	Send usability research summary		0.25	160	\$ 40
	Adjust usability research summary	Provide feedback into usability research summary	1	160	\$ 160
	Finalize usability research summary	Approve usability research summary	0.5	160	\$ 80
	Update UI for hotline and web		8	160	\$ 1,280
	Provide live demonstration of final UI for hotline and web	Approve final hotline and web	3	160	\$ 480
5	Train concierge personnel		757.50		\$ 106,800
	Develop training plan		48	160	\$ 7,680
	Send training plan		0.75	160	\$ 120
	Adjust training plan	Provide feedback into training plan	6	160	\$ 960
	Finalize training plan	Approve training plan	1.5	160	\$ 240
	Develop training materials		288	160	\$ 46,080
	Be trained (8 hours)		360	120	\$ 43,200
	Deliver training		36	160	\$ 5,760
	Draft training summary report		12	160	\$ 1,920
	Send training summary report		0.75	160	\$ 120
	Adjust training summary report	Provide feedback into training summary report	3	160	\$ 480
	Finalize training summary report	Approve training summary report	1.5	160	\$ 240
6	Develop marketing and communications plan		306.75		\$ 51,960
	Draft marketing and communication plan		16	160	\$ 2,560
	Send marketing and communication plan		0.25	160	\$ 40
	Adjust marketing and communication plan	Provide feedback into marketing plan	2	160	\$ 320
	Finalize marketing and communication plan	Approve marketing plan	0.5	160	\$ 80
	Implement marketing tactics		288	170	\$ 48,960
7	Launch and manage concierge services		2872		\$ 359,332
	Deploy hotline		16	160	\$ 2,560
	Deploy web		16	160	\$ 2,560
	Update web		36	160	\$ 5,760

	Deploy CRM		16	160	\$ 2,560
	Draft report format		8	160	\$ 1,280
	Send report format		0.25	160	\$ 40
	Adjust report format	Provide feedback into report	2	160	\$ 320
	Finalize report format	Approve report	0.5	160	\$ 80
	Prepare and send weekly reports		39	170	\$ 6,630
	Answer questions/provide ad hoc reporting		19.5	170	\$ 3,315
	Draft customer survey		8	160	\$ 1,280
	Send customer survey		0.25	160	\$ 40
	Adjust customer survey	Provide feedback into customer survey	2	160	\$ 320
	Finalize customer survey	Approve customer survey	0.5	160	\$ 80
	Prepare and send weekly surveys		39	170	\$ 6,630
	Take hotline calls year 1 (1000, 10 mins)		200	110	\$ 22,000
	Take incentive layering calls year 1 (350, 10 min)		58	110	\$ 6,417
	Take technical assistance calls year 1 (350, 30 min)		175	120	\$ 21,000
	Take electrification plan calls year 1 (100, 60 min)		100	120	\$ 12,000
	Prepare electrification plans year 1 (100, 120 min)		200	120	\$ 24,000
	Take hotline calls year 2 (1200)		240	115	\$ 27,600
	Take incentive layering calls year 2 (420)		70	115	\$ 8,050
	Take technical assistance calls year 2 (420)		210	125	\$ 26,250
	Take electrification plan calls year 2 (120)		120	125	\$ 15,000
	Prepare electrification plans year 2 (120)		240	125	\$ 30,000
	Take hotline calls year 3 (1440)		288	120	\$ 34,560
	Take incentive layering calls year 3 (504)		84	120	\$ 10,080
	Take technical assistance calls year 3 (504)		252	130	\$ 32,760
	Take electrification plan calls year 3 (144)		144	130	\$ 18,720
	Prepare electrification plans year 3 (144)		288	130	\$ 37,440
8	Integrate with future turnkey installation program		10.75		\$ 1,828
	Draft turnkey program implementation plan		8	170	\$ 1,360
	Send turnkey program implementation plan		0.25	170	\$ 43
	Adjust turnkey program implementation plan		2	170	\$ 340
	Finalize turnkey program implementation plan		0.5	170	\$ 85
9	Evaluate program performance		24.00		\$ 4,080
	Provide data reports to 3rd party EM&V consultant for program evaluation		12	170	\$ 2,040
	Answer questions/provide ad hoc reporting		12	170	\$ 2,040

10	Contingency work		762.00		\$ 129,540
	Scale service delivery		96	170	\$ 16,320
	Customize scope to future program offerings		96	170	\$ 16,320
	Other tasks as assigned		570	170	\$ 96,900
	Total		5,902		\$ 842,059
	Licenses				\$ 50,000
					\$ 892,059

In the concierge extension (September 2026 – June 2028), the detailed breakdown costs are as follows:

	Scope of Work	Hours	Rate	3 Year Total
Task #	Task Title			
1	Project management	237	200	\$ 44,335
	Prep for, hold and draft minutes for bi-weekly check in meeting	143		\$ 25,435
	Update processes (2 hrs per month)	44		\$ 8,840
	Update documentation (2 hr per month)	44		\$ 8,840
	Develop Program Plan (4 hrs per year)	6		\$ 1,220
5	Train concierge personnel	191		\$ 38,300
	Provide Supervision, QA, Coaching (2 hr per week)	191	200	\$ 38,300
7	Launch and manage concierge services	2264		\$ 375,634
	Prepare and send weekly reports	95	200	\$ 19,957
	Answer questions/provide ad hoc reporting (1 hr per week)	95	200	\$ 19,150
	Prepare and send weekly surveys	143	200	\$ 28,725
	Take hotline calls year 1 (4000, 7.5 mins)	167	130	\$ 21,645
	Take incentive layering calls year 1 (800, 15 min)	67	130	\$ 8,658
	Take tech assistance calls year 1 (100 @ 15 mins)	8.3	190	\$ 1,582
	Take electrification plan calls year 1 (100, 30 min)	17	200	\$ 3,163
	Prepare electrification plans year 1 (100, 120 min)	67	200	\$ 12,654
	Take hotline calls year 2 (4000, 7.5 mins)	500	140	\$ 70,000
	Take incentive layering calls year 2 (800, 15 min)	200	140	\$ 15,000
	Take tech assistance calls year 2 (100 @ 15 mins)	25	200	\$ 5,000
	Take electrification plan calls year 2 (100, 30 min)	50	200	\$ 10,000
	Prepare electrification plans year 2 (100, 120 min)	200	200	\$ 40,000
	Take hotline calls year 3 (4000, 7.5 mins)	250	140	\$ 37,500
	Take incentive layering calls year 3 (800, 15 min)	100	150	\$ 15,000
	Take tech assistance calls year 3 (100 @ 15 mins)	12.5	200	\$ 2,625
	Take electrification plan calls year 3 (100, 30 min)	25	200	\$ 5,250
	Prepare electrification plans year 3 (100, 120 min)	100	200	\$ 21,000
9	Evaluate program performance	44		\$ 8,840
	Provide program recommendations (2 hr per month)	44	200	\$ 8,840
10	Contingency work	200		\$ 40,000
	Scale service delivery	200	200	\$ 40,000

11	Manage CRM			\$ 110,000
	Salesforce & website admin year 1			\$ 20,000
	Salesforce & website admin year 2			\$ 60,000
	Salesforce & website admin year 3			\$ 30,000
	Total	2735		
	Salesforce Licenses			\$ 33,334
				\$ 650,441

Costs associated with Task 11 will be billed at a rate of \$5,000 monthly while the concierge CRM and website is supported through SMUD’s Salesforce platform. The monthly fee includes costs related to data storage, operations, maintenance, and troubleshooting of the CRM and its integration with the concierge website. If SMUD supports the migration of the concierge’s CRM from SMUD’s Salesforce platform to SVCE’s Salesforce, associated costs will fall under Task 11.

Budget Summary

In the initial concierge phase (June 2023 – August 2026), the summary costs are as follows:

Concierge Total Cost							
	Set Up	Admin	Hotline	Incentives Layering	Technical Assistance	Electrification Plans	
1	\$ 236,227	\$ 96,025	\$ 22,000	\$ 6,417	\$ 21,000	\$ 36,000	
2	\$ 16,667	\$ 117,053	\$ 27,600	\$ 8,050	\$ 26,250	\$ 45,000	
3	\$ 16,667	\$ 83,545	\$ 34,560	\$ 10,080	\$ 32,760	\$ 56,160	
Total	\$ 269,560	\$ 296,623	\$ 84,160	\$ 24,547	\$ 80,010	\$ 137,160	\$ 892,059

In the concierge extension (September 2026 – June 2028), the summary costs are as follows:

Concierge Total Cost							
	Manage CRM, License, Contingency	Admin	Hotline	Incentives Layering	Technical Assistance	Electrification Plans	
Sept – Dec 2026	\$ 50,001	\$ 27,042	\$ 21,645	\$ 8,658	\$ 1,582	\$ 15,817	
Jan – Dec 2027	\$ 90,000	\$ 103,600	\$ 70,000	\$ 28,000	\$ 5,000	\$ 50,000	
Jan – June 2028	\$ 43,333	\$ 54,390	\$ 37,500	\$ 15,000	\$ 2,625	\$ 26,250	
Total	\$ 183,334	\$ 185,032	\$ 185,032	\$ 51,658	\$ 9,207	\$ 92,067	\$ 650,441

Rates

Title	Hourly 2023	Hourly 2024	Hourly 2025	Hourly 2026	Hourly 2027	Hourly 2028
Program Manager	160	170	180	190	200	210
Manager	160	170	180	190	200	210
IT Project Manager	160	170	180	190	200	210
IT Developer	160	170	180	190	200	210
Marketing Specialist	160	170	180	190	200	210
Market Research Specialist	160	170	180	190	200	210
Trainer	160	170	180	190	200	210
Energy Advisor	110	115	120	125	130	135
Energy Specialist	120	125	130	135	140	145
Energy Expert	120	125	130	135	140	145

Invoices

Monthly Invoicing: In order to request payment, Consultant shall submit monthly invoices to the Authority describing the services performed and the applicable charges (including a summary of the work performed during that period, personnel who performed the services, hours worked, task(s) for which work was performed). Authority shall pay all undisputed invoice amounts within thirty (30) calendar days after receipt up to the maximum compensation set forth herein. Authority does not pay interest on past due amounts.

Reimbursable Expenses

Administrative, overhead, secretarial time or overtime, word processing, photocopying, in house printing, insurance and other ordinary business expenses are included within the scope of payment for services and are not reimbursable expenses. Travel expenses must be authorized in advance in writing by Authority

Additional Services

Consultant shall provide additional services outside of the services identified in Exhibit A only by advance written authorization from Authority Representative prior to commencement of any additional services. Consultant shall submit, at the Authority Representative’s request, a detailed written proposal including a description of the scope of additional services, schedule, and proposed maximum compensation. Any changes mutually agreed upon by the Parties, and any increase or decrease in compensation, shall be incorporated by written amendments to this Agreement.