MCE
A local, not-for-profit electricity provider
OUR MISSION

Address climate change by reducing greenhouse gas emissions

Renewable Energy
Stable, Competitive Rates
Local Economic & Workforce Benefits
Energy Efficiency
Public Power by Community Choice

7 states adopted
3 states considering
How Electric Service Works

MCE Generation

PG&E Delivery

Same Service
<table>
<thead>
<tr>
<th>Service For:</th>
<th>With MCE Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARY SMITH</td>
<td></td>
</tr>
<tr>
<td>1234 STREET AVENUE</td>
<td></td>
</tr>
<tr>
<td>SAN RAFAEL, CA 94804</td>
<td></td>
</tr>
</tbody>
</table>

**Sample Bill**

**ENERGY STATEMENT**

**Account No:** 01234567890-0
**Statement Date:** 12/29/2015
**Due Date:** 01/19/2016

**Your Account Summary**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount Due on Previous Statement</td>
<td>$54.14</td>
</tr>
<tr>
<td>Payment(s) Received Since Last Statement</td>
<td>-54.14</td>
</tr>
<tr>
<td>Previous Unpaid Balance</td>
<td>$0.00</td>
</tr>
<tr>
<td>Current PG&amp;E Electric Delivery Charges</td>
<td>$34.94</td>
</tr>
<tr>
<td>MCE Electric Generation Charges</td>
<td>39.38</td>
</tr>
<tr>
<td>Current Gas Charges</td>
<td>13.55</td>
</tr>
<tr>
<td><strong>Total Amount Due by 01/12/2016</strong></td>
<td><strong>$87.87</strong></td>
</tr>
</tbody>
</table>
About MCE

2008  MCE formed
2010  Service launched
2016  Serving 255,000 accounts
Choice Is Power

- Old Default Service: 30% Renewable PG&E
- New Default Service: 50% Renewable MCE Light Green
- 100% Renewable MCE Deep Green
# 100% Renewable Options

<table>
<thead>
<tr>
<th>Electricity Content</th>
<th>MCE Local Sol: 100% locally-produced solar</th>
<th>MCE Deep Green: 100% renewable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Source</td>
<td>Single project: Solar</td>
<td>Multiple projects: Wind &amp; Solar</td>
</tr>
<tr>
<td>Location</td>
<td>Cooley Quarry (Novato, CA)</td>
<td>CA</td>
</tr>
<tr>
<td>Price Premium</td>
<td>$0.142/kWh (fixed until EOY 2035)</td>
<td>Light Green rate + $0.01/kWh</td>
</tr>
<tr>
<td>Availability</td>
<td>~300 customers: online July 2017</td>
<td>Unlimited: available since 2010</td>
</tr>
</tbody>
</table>
Based on a typical usage of 445 kWh at current PG&E and MCE E-1 rates. Actual differences may vary depending on usage, rate schedule, and other factors. Estimate provided is an average of seasonal rates.

<table>
<thead>
<tr>
<th></th>
<th>30% renewable PG&amp;E</th>
<th>50% renewable MCE</th>
<th>100% renewable MCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electric Delivery</td>
<td>$43.78</td>
<td>$54.25</td>
<td></td>
</tr>
<tr>
<td>Electric Generation</td>
<td></td>
<td>$30.26</td>
<td>$34.71</td>
</tr>
<tr>
<td>Added PG&amp;E Fees</td>
<td>-</td>
<td>$13.25</td>
<td>$13.25</td>
</tr>
<tr>
<td><strong>Monthly Cost</strong></td>
<td><strong>$98.03</strong></td>
<td><strong>$97.76</strong></td>
<td><strong>$102.21</strong></td>
</tr>
</tbody>
</table>
Discount programs remain the same with MCE service.

CARE, FERA, and Medical Baseline Allowance are provided in full to MCE customers; no need to reapply.
Where does the power come from?
Power Suppliers
New California Renewables

24 Projects  813 megawatts

$1.6 Billion committed

535 MW new solar
266 MW new wind
12 MW new biogas
California Jobs

2,800+ jobs supported

1.2M+ union work hours created
Local Control

19 Board Members. Elected officials. No tax dollars.
Community Benefits

Not-for-profit, public agency + No shareholders = Local Reinvestment
Solar Cash Out

City of Benicia: $100,000+
West Contra Costa School District: $28,000+

$1 Million+ earned by solar customers in 2016
One of the most competitively priced FIT programs in California

**Advantages of FIT contracts:**
- Standardized, 20-year term
- Fixed price per MWh generated
- Accurately reflects project revenue and can help secure project financing

Turn your unused space into a revenue stream
## FIT Case Studies

### COST PLUS SHOPPING PLAZA CASE STUDY

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Size</td>
<td>265 kilowatt</td>
</tr>
<tr>
<td>Installation Type</td>
<td>Rooftop</td>
</tr>
<tr>
<td>Est. Annual Revenue</td>
<td>$75,000</td>
</tr>
<tr>
<td>Est. 20 Year Revenue</td>
<td>$1 Million+</td>
</tr>
<tr>
<td>Homes Powered</td>
<td>90 per year</td>
</tr>
</tbody>
</table>

### FREETHY INDUSTRIAL PARK CASE STUDY

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Size</td>
<td>Two–1 megawatt</td>
</tr>
<tr>
<td>Installation Type</td>
<td>Ground Mount</td>
</tr>
<tr>
<td>Est. Annual Revenue</td>
<td>$550,000</td>
</tr>
<tr>
<td>Est. 20 Year Revenue</td>
<td>$10 Million+</td>
</tr>
<tr>
<td>Homes Powered</td>
<td>600 per year</td>
</tr>
</tbody>
</table>
Local Sol | Cooley Quarry

- Online July 2017
- 11.5 acre brownfield site
- 17 jobs supported
- Partners: REP Energy and Danlin Solar
- 100% local solar service available for ~300 customers

1 MW ground-mounted solar in Novato
Novato Buck Institute

1 MW carport shade structure

- Online April 2016
- 25 jobs supported
  - Cupertino Electric, IBEW 1245 signatory contractor
- Negotiated as part of 23 MW of new central CA solar with EDF Renewable Energy
MCE Solar One

- Under construction, expected online Q4 2017
- Chevron brownfield site
- 341 jobs supported
  - 50% local hire requirement
- Partners: City of Richmond, Cenergy Power, RichmondBUILD; Chevron
Energy Savings Programs

Rebates provided: $900,000

H₂O saved: 15 Million+ gal
MCE customers eliminated 185,751 metric tons of greenhouse gas emissions, 2010-2015

equivalent to taking 39,237 cars off our roads for an entire year
Light Green Power Content Goal

75% carbon-free by 2017 & 100% carbon-free by 2025
<table>
<thead>
<tr>
<th><strong>Before MCE</strong></th>
<th><strong>With MCE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>No choice</strong> of electric service provider</td>
<td><strong>Choice</strong> of electric service provider</td>
</tr>
<tr>
<td>Default service = 30% renewable energy</td>
<td>Default service = 50% renewable energy</td>
</tr>
<tr>
<td>Investor-owned decision-making (via shareholders)</td>
<td>Community-based decision-making (via Board Members)</td>
</tr>
</tbody>
</table>
We Can Change Our Future
Additional Slide Options
24 Member Communities

Marin County + 11 cities
Richmond
San Pablo
Benicia
El Cerrito
Napa County + 5 cities
Lafayette
Walnut Creek
Marin County + 11 cities
Benicia
Napa County + 5 cities
Contra Costa County + 13 cities
Choice Is Power
2017 Deep Green Power Mix

50% CA Solar

50% CA Wind
Growing Renewable Content

- PG&E
- MCE Light Green
- MCE Deep Green

Yearly Comparison:
- 2010: PG&E 16, MCE Light Green 27, MCE Deep Green 100
- 2011: PG&E 19, MCE Light Green 33, MCE Deep Green 100
- 2012: PG&E 19, MCE Light Green 53, MCE Deep Green 100
- 2013: PG&E 22, MCE Light Green 51, MCE Deep Green 100
- 2014: PG&E 27, MCE Light Green 56, MCE Deep Green 100
- 2015: PG&E 30, MCE Light Green 52, MCE Deep Green 100
- 2016: PG&E 33, MCE Light Green 55, MCE Deep Green 100
MCE and PG&E Rates and Renewable Content Over Time

- **MCE Light Green % Renewable**
- **MCE Deep Green % Renewable**
- **PGE % Renewable**
- **MCE Light Green $/kWh (incl. additional PG&E fees)**
- **MCE Deep Green $/kWh (incl. additional PG&E fees)**
- **PGE $/kWh**
San Rafael Airport

1 MW hanger rooftop solar

- Completed 2012
- 20 jobs supported
  - Marin City Community Development Corp & CLP Resources
- Project Partners: JHS Properties, Synapse Electric
Freethy Industrial Park

2 MW

• Richmond
• February 2017
• 26 jobs supported
  – RichmondBUILD
• Ground Mounted Solar
• $550,000 yearly revenue
• Powering 600 homes per year
Solar rebates for low-income residential customers

$75,000 allocated 2016-2017

61 solar installations supported; 39 available
Partnership with GRID Alternatives
Proposition 16 (2010)

Would have required a 2/3 vote for the launch of a CCA

Sponsored by PG&E; MCE restricted from lobbying activities

Failed in popular vote (47.7% to 52.3%)

$46 Million
spent by PG&E to prevent CCA launch

$3.3 Million
cost of MCE formation and launch
Rooftop Solar Customers

- Premium rates (retail + $0.01/kWh) paid by MCE
- MCE credits never zero out & offers cash-out
- PG&E will send true-up bill at start of MCE service
  - All charges incurred since last true-up (usually annual) and credits will be zeroed out
  - Solar customers may delay MCE enrollment or start early to align with scheduled PG&E true-up
2007 Electricity Sources

Pacific Gas & Electric
Monopoly Utility

- Renewable: 12%
- Nuclear: 23%
- Large Hydro: 13%
- Natural Gas: 47%
- Coal: 5%