



ABAG POWER

EXECUTIVE COMMITTEE MEETING

APRIL 15, 2021



Association of
Bay Area Governments

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01 GPT TEAM INTRODUCTION

INTRODUCTION



GPT provides a digital platform that delivers innovative data applications and services specifically to meet the needs of energy suppliers, generators, consumers, and prosumers.



EcoShift offers award-winning strategy, research, technical analysis, communications, & organizational development services in sustainability, climate change, green infrastructure, & energy.

North Star Consulting

North Star Consulting provides natural gas, electricity, renewables, lighting, and telecom procurement and optimization services to public sector and commercial clients.

Thad Malit Consulting

Thad Malit Consulting provides tactical design and implementation transformations in finance, risk management, procurement solutions.

02 TASK ORDER 1 INTRODUCTION

APPROACH

Task Order 1: Strategic Program Design - Potential Program Outcomes and Indicators

Primary Goals:

- Expand Customer Base
- Develop Premium Product(s)
- Reduce Portfolio Emissions
- Increase Revenue Available for Programs
- Provide Engaging and Innovative Programs
- Support Customer Goals and Objectives

Primary Objectives:

- Identify and Evaluate Program Options
- Identify and Evaluate Premium Product Options
- Develop Program Implementation Roadmap
- Engage Stakeholders to Inform Program Designs
- Implement Stakeholder Engagement Plan

PHASE 1

Establishing a Dialog

Timeframe: April – Early May 2021

The first phase of the engagement process is to allow stakeholders to participate in the framing of the program design phase. Six stakeholder markets have been identified as priority targets. Throughout April, EcoShift will work with ABAG POWER to identify key stakeholders within each of these market sectors. Key stakeholders should include all active customers and non-customers who might contribute a unique element from an operational and/or funding prospective.

1. Current Customers
2. Prospective Customers in Priority Sectors
3. Prospective Partners
4. Vendors and Suppliers
5. Funding Providers
6. *Regulators and Legislators (Optional)*

EcoShift is now collecting and sorting customer names as well as compiling a list of potential partners, vendors and funding providers who can and should play active role in the development of new and expanded programs. Web conference materials will be taken from existing materials and developed out to frame a discussion around current program impacts, gaps that remain in the market and future needs, potential barriers and electrification opportunities.

PHASE 2

Comprehensive Engagement

Tentative Timeframe: May 2021

A broad outreach element will consist of two large web conferences, focusing on current and prospective members of ABAG POWER. EcoShift will design the conferences with specific strategies and real time polling activities to capture feedback on what additional program elements might be relevant and valuable to customers.

- 5/04/21 Host a web conference for all ABAG POWER members to discuss the current and future role of natural gas in the electrification process and/or overreaching climate goals
- 5/05/21 Host a similar web conference for non-participants of ABAG POWER

For market sectors 3) - 6), EcoShift will form small focus groups to drill down to specific policy needs and identify potential alignment for funding and program design across multiple agencies.

- 5/11/21 Focus Group for 3) Prospective Partners
- 5/12/21 Focus Group for 4) Vendors and Suppliers
- 5/13/21 Focus Group for 5) Funding Providers
- 5/14/21 Focus Group for 6) Regulators and Legislators (Optional)

EcoShift will send out a follow up survey to those stakeholders who are on our list but did not register for the web conference.

Tentative Timeframe: May - July 2021

EcoShift will host an “office hour” session each month to present emerging program ideas along the development process. This will allow stakeholders who have questions or need follow up to be merged into a formal structure in lieu of emails.

Additional surveys will also be sent out to broad stakeholder community members on an ad hoc basis. This will reinforce the approach to create an outreach plan that is consistent and transparent.

03 TASK ORDER 2 INTRODUCTION

APPROACH

PRIMARY PROJECT CRITERIA

GPT is engaged to provide an assessment of ABAG POWER's natural gas supply program. The scope of Task Order 2 is segmented into 3 primary tasks:

- **Data Gathering:** Comprised of conducting interviews with key stakeholders involved in ABAG POWER's natural gas procurement practices and activities; assessing relationships between current practices and existing documentation; and analyzing the data gathered and establish preliminary thoughts regarding practice gaps that have identified.
- **Gap Analysis:** Comprised of benchmarking current practices gathered from Step 1 and comparing them to energy industry best/prevaling practices.
- **Recommendations:** Comprised of analyzing practice gaps from Step 2 and formulating practical, meaningful and relevant recommendations for ABAG POWER to consider with respect to the adequacy (e.g., design and operational effectiveness) of its current Natural Gas Program. Recommendations will be categorized and prioritized into areas for improvement or refinement relative to leading practices aimed to improve the cost-competitiveness of ABAG POWER.

APPROACH

PRIMARY PROJECT CRITERIA

GOALS	OBJECTIVES	KEY PERFORMANCE INDICATORS/METRICS (KPIs)
<ul style="list-style-type: none"> Expand Number of Approved Suppliers Expand Supply Options <ul style="list-style-type: none"> Carbon Offset Process Green-e Process Natural Gas Procurement Operations & Process Review 	<ul style="list-style-type: none"> Expand Number of Approved Suppliers Competitive Supply Options to Support Programs <ul style="list-style-type: none"> Local Landfill RNG Frack Free Carbon Offset Purchasing Carbon Offset Retiring and Audit Supply and Operations High Level Implementation Roadmap: <ul style="list-style-type: none"> Pricing Trading Nominations EFO and OFO Events Supply Confirmation Supplier Communication Supplier Credit Review Risk Management 	<ul style="list-style-type: none"> Number of Suppliers Number of Supply Options Number of Carbon Offset Purchase Options Total Revenue and Margin Billing/Collections (i.e., Aging) Green-e Certification

04 TASK ORDER 3 INTRODUCTION

APPROACH

NATURAL GAS NOMINATIONS

Timeframe: April 2021 – January 2022

- Physical nominations via utility EBB. Schedule verification 5 nomination cycles daily 7 days week, including holidays
- Verify supply nominations with contract confirmation exchange
- Coordinate Bid Week nomination volumes with suppliers
- Verify customer supply compliance during balancing days
- Reporting: 502 activity & 570 market center delivery reports, storage transactions reporting & Imbalance reporting: Cumulative and Operating Imbalance reports downloaded and sent monthly

APPROACH

NATURAL GAS OPERATIONS

Timeframe: April 2021 – January 2022

- Usage data aggregation, validation, and analysis
- Assist with the daily and monthly utility tolerance levels
- Develop monthly load forecasts
- Assist with monthly supply purchases
- Provide pool balance reporting as a Daily Imbalance and Cumulative Imbalance.