





Pioneer Community Energy and the City of Placerville

January 11, 2022

When you joined Pioneer…..

Energy Future	1	Placerville took control of its energy future
Choice	2	For the first time, you gave your residents a choice on their energy provider
Programs	3	Placerville took control of what energy programs will be serving the city
Savings	4	Placerville residents will save $0.6 million in 2022 on their utility bills
ROI	5	All this happened without any cost to the City

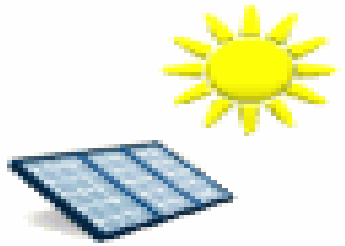
Who We Are

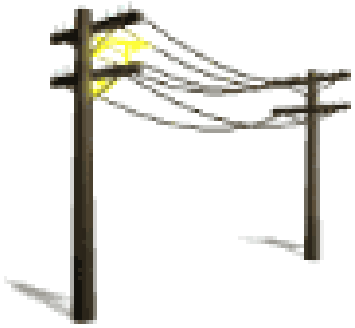
- **Mission**
  - Pioneer Community Energy is a locally owned provider of electricity – powering the communities we serve with competitive rates, reliable service, and a choice in energy options

- **Vision**
  - A community partner in reliable energy solutions and positive local impact, powering today, and empowering tomorrow

What Happened January 1?

- Two Things Stay the Same but One Big Change Happened





Before January 1	On January 1
PG&E purchases power	Pioneer purchases power
PG&E maintains transmission lines	PG&E maintains transmission lines
PG&E provides customer service	PG&E/Pioneer provides customer service

PG&E vs. Pioneer – Rates

- PG&E has announced 'significant' rate increases
  - T&D rate increases are 12.6% effective Jan 2022
  - Generation rate increases effective Mar 2022

- PCIA modification to be effective Mar 2022

- Pioneer's board recently approved a rate adjustment
  - Effective Mar 2022
  - Most Pioneer customers will realize a discount (savings) of at least 6% from PG&E's generation rate

PG&E vs. Pioneer – Jan/Feb 2022

E-1 Residential (Based on 500 kWh/month usage)	Pioneer (Standard)	Pioneer (Green100)	PG&E (Bundled)
Generation Rate ($/kWh)	**$0.07719**	**$0.07719**	$0.11418
Green100 Rate ($/kWh)	N/A	**$0.01088**	N/A
*PG&E Delivery Rate ($/kWh)	$0.17209	$0.17209	$0.17209
PG&E Surcharges ($/kWh)	$0.02887	$0.02887	N/A
Total Electricity Cost ($/kWh)	$0.27815	$0.28903	$0.28627
Average Monthly Bill ($)	**$139.08**	**$144.52**	**$143.14**

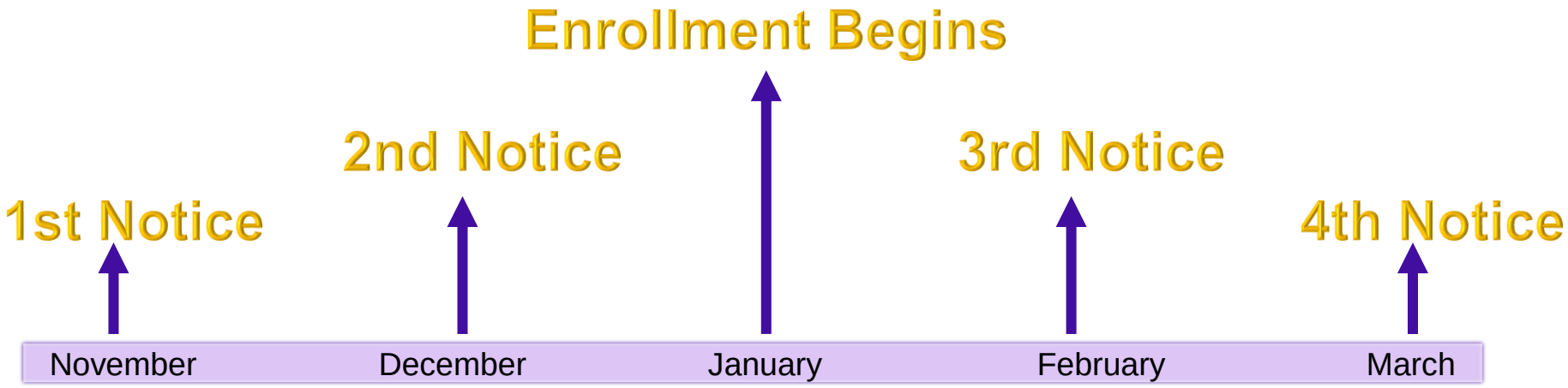
- These numbers are for a typical Placerville residential customer (E1 rate)
- The savings with Pioneer's Generation rate + PCIA vs. PG&E's Generation rate is nearly 7%
- Placerville falls under the 2021 PCIA Vintage

PG&E vs. Pioneer – March 2022

E-1 Residential (Based on 500 kWh/month usage)	Pioneer (Standard)	Pioneer (Green100)	PG&E (Bundled)
Generation Rate ($/kWh)	**$0.11402**	**$0.11402**	$0.15558
Green100 Rate ($/kWh)	N/A	**$0.01088**	N/A
*PG&E Delivery Rate ($/kWh)	$0.17209	$0.17209	$0.17209
PG&E Surcharges ($/kWh)	$0.03182	$0.03182	N/A
Total Electricity Cost ($/kWh)	$0.31793	$0.32881	$0.32767
Average Monthly Bill ($)	**$158.97**	**$164.41**	**$163.84**

- The savings with Pioneer's Generation rate + PCIA vs. PG&E's Generation rate is greater than 6%
- Based on historical load, Placerville residents and businesses will save $0.6 million in 2022 vs. staying with PG&E
- Actual rates expected to be released in late February

Enrollment Timeline



Solar (Net Energy Metering) customers enroll close to their true up month

True Up Month	Jan/Feb	March/April	May/June	July/Aug	Sept/Oct	Nov/Dec
1st Notice	November	January	March	May	July	September
Enrollment Month	January	March	May	July	September	November

Special Note: Solar customers can enroll before their true-up date by calling Pioneer.

Why Auto Enrollment?

- The legislature determined that all customers would be enrolled in a CCA upon launch
  - This process ensures fair and equitable treatment of all customers
  - Energy providers must plan for energy purchases to ensure the lowest costs
- Customers can choose to stay with Pioneer or return to PG&E
- Solar customers auto enroll on their true-up date

Opt Outs

- Pioneer customers can opt out at any time
- Opt out customers do not pay a fee to Pioneer
- Solar customers can opt out no earlier than 60 days of true-up date
- Post March 2022 Opt Outs – Returning to PG&E
  - Immediate 6-month 'Transitional' rate and then 6-month standard rate for a 12-month commitment w/PG&E
  - 6-month waiting period w/Pioneer and then a 12-month standard rate commitment w/PG&E

Solar

- Over 30,000 solar customers have joined Pioneer
- Individualized bill analysis has shown solar customers save with Pioneer
- Pioneer pays ½ cent more than PG&E for excess kWh
- Pioneer true-up is monthly vs. PG&E annually
- Pioneer assists customers to understand energy consumption and billing questions

Outreach & Awareness

- Over 3,000 Customer Calls & Emails
- 40 Community Presentations & Key External Stakeholder Engagement
- 48 Social Media Posts with 570 Followers
- 28 Earned media stories
  - 2,900,000 Viewers
- 40,000 newspaper inserts

Advocacy in Action

- PSPS – Advocated at CPUC & CCAs
- EPSS (Fast Trips) – Raised issue to CPUC & CCAs
- AB 843 – Sponsored biomass funding bill
- Local Spending – First option is local vendors
- River Fire – Waived up to $50,000 in bills

Pioneer is your long-term choice

- Strong balance sheet and financially stable
- Projected to reach reserve targets of 160 days of cash liquidity by FY 2024
- Signed $82.5 million in long-term contracts with power suppliers in 2021
- Discussions beginning in 2022 to obtain a credit rating

Contact Us

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