



The Power of Collaboration Among CCA's

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Brief Introduction



- **Clean Energy and Environmental Policy Consultant, specializing in:**
 - Climate & Energy Action Planning
 - Community Choice Aggregation
 - Local Program Development
 - Community Engagement
 - Data Systems & Management
 - GHG Accounting & Reporting
- **Senior Project Manager – for the EBCE *Local Development Business Plan* project**

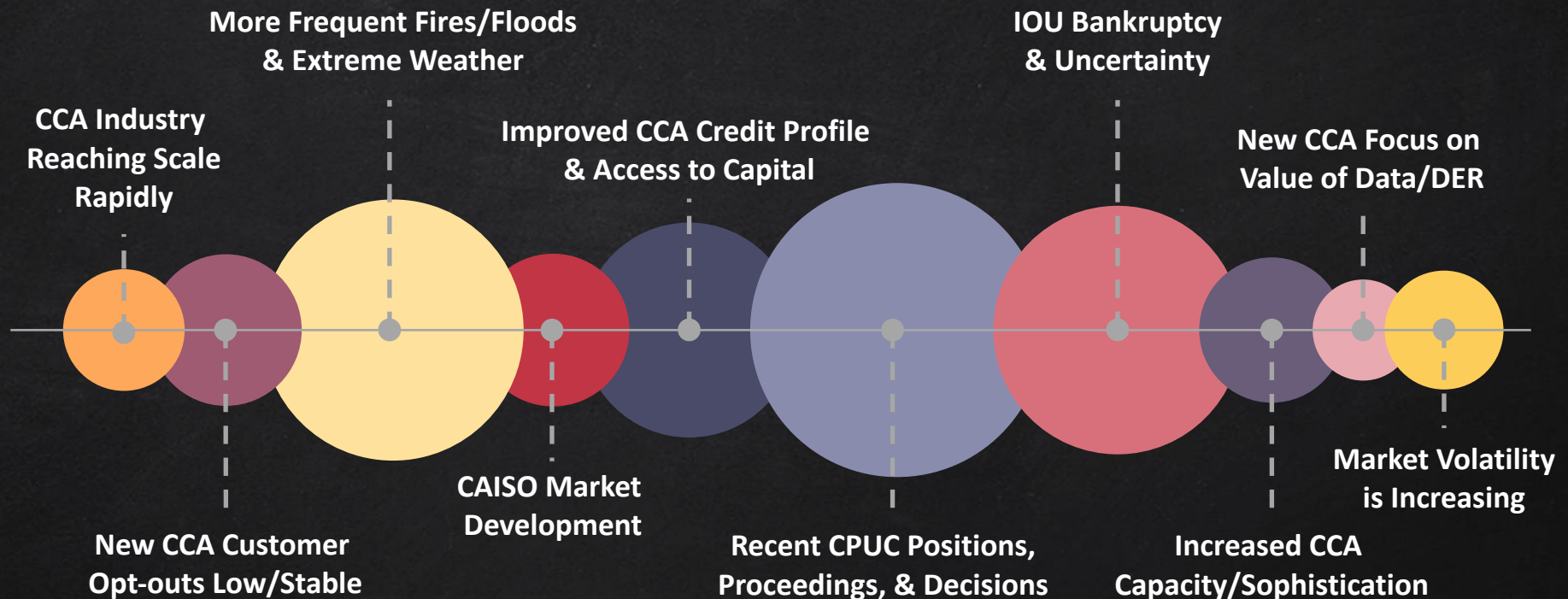


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INCREASINGLY DYNAMIC AND COMPLEX

A snapshot of the rapidly evolving California CCA Landscape



SURVIVING AND THRIVING IN THIS ENVIRONMENT

Three keys to ongoing growth and stability in California's CCA Industry



REDUCING COSTS

Scale & Efficiency

As the CCA industry expands and matures, economies of scale can be leveraged to reduce operational costs, expand internal capacity (minimize outsourcing), and enhance efficiency using advanced analytics and targeted local DER programming.



REDUCING RISK EXPOSURE

Advanced Risk Management

Increasing the sophistication and agility of CCA risk management strategies (i.e. advanced SC services, utility-grade ETRM implementation) will fortify competitive rates and protect vulnerable CCA ratepayers from market disruptions and volatility.



INCREASING REVENUE

Expanding the CCA Value Proposition

Continued growth and expansion of the CCA service territory is a critical strategy, but the creation of new value for CCA customers and stakeholders (i.e., DR, DER Aggregation, "OFF Gas" Incentives, Electrification, Microgrids) is critical too.

CCA COLLABORATION IS FUNDAMENTAL

Collective action is a crucial tool and competitive advantage

24/7 CONTROL ROOM

Real-time active risk management can deliver substantial benefits to CCA's, but it requires sophisticated data/trading/scheduling capabilities.

INTEGRATED DATA MANAGEMENT

CCA's can work together to create a standardized platform that captures the fullest value of the data available, and enables innovation and new capabilities.

PROCUREMENT

CCA's are beginning to collaborate on procurement of resources and services in innovative ways that leverages greater economies of scale.

LEGISLATIVE AND REGULATORY

CCA's have collaborated effectively on policy advocacy, legislative engagement, and regulatory processes from the outset.



*Photos courtesy of NREL

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