Exhibit to Agenda Item #la

SMUD 2023 Proposed Budget Overview, including Debt Service, Pay Schedule and Special Compensation, Corporate Services, Legal, Government Affairs & Reliability Compliance, Communications, Marketing & Community Relations, Enterprise Strategy, and Workforce, Diversity & Inclusion.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting Tuesday, November 8, 2022, scheduled to begin at 5:30 p.m. Virtual Meeting (online)



Powering forward. Together.

SMUD Overview 2023 Proposed Budget

Jennifer Davidson Chief Financial Officer





Thank You

		ning & rmance		SMUD Corporate	Zero Carbon Energy Solutions	Business Partners	Energy Ope
Brandi Yang	George Vaughn	Kamieka Hairston	Stephanie Shiu	Casey Fallon	Ed Hamzawi	Angela Hutson	Att
Brian Matheson	Greg Spagnola	Katrina Major	Stephen Tarsoly	Claire Rogers	Heather Wilson	Erin Page	Ellias Va
Brandon Clendenin	Henry Martinez	Laura Budd	Suki Dosanjh	Erin Sabin	Joel Ledesma	Gabe Lewall	Er
Brian Howell	Hirra Khan	Marcum Jones	Ted Evans	Farres Everly	Jon Olson	Helen Patton	Jason
Camelia Micuda	Janette Cruz	Melissa Rosenberg	Tom Carbajal	James Leigh-Kendall	Joyce Hribar	Jennifer Howard	Jon
Christina Kemmler	Jared Moisey	Michael Davidian	Tracey McKinney	Jennifer Restivo		Matthew Powell	Maria Ve
Danielle Silva	Jennifer Grady	Nicoleta Roman	Walter Laughlin	Joe Schofield	Workforce, Diversity	Munira Ajmal	Mai
Debbie Hacker	Justin Foster	Nzube Okemiri		Lisa Limcaco	& Inclusion	Lisa Dean	
Eera Amin	Kaiyee Ng	Patrick Browning		Rob Lechner	Jon Wedding	Sharon Huntsman	Com
Eric Hansen	Kaleigh Chi	Phillip Goldsby		Russell Mills	Jose Bodipo-Memba		Resour
				Steve Lins	Laurie Rodriguez	Enterprise	Andrew
Business Relationship	o Oper	ational	Customer &		Information	Strategy	James
Managers	Exce	ellence C	Community Services	Enterprise	Technology	Alcides Hernandez	Jason
Mandar Nimkar	Emerit	ta Valdez	Erik Krause	Prioritization	AJ Jacobs	Bryan Swann	Jon A
Nathan Hall	Kay S	iaechao	Ivan Rostami	Fay Gibbs	Amber Connors	Michelle Kirby	Li
Sandeep Singh	Stacey	Rae Arao	Shari Little	Jillian Rich	Carla Leek	Olof Bystrom	Yayoi V
Sandra Curry	Susa	n Borja	Tracy Carlson	Raquel Mata	Larry Gunn	Rachel Huang	
					Steve Kustin		



Proposed 2023 Budget

Annual proposed budget details

- Funding to maintain SMUD's high reliability, decarbonize power supply, keep rates affordable, and deliver community value
- Presentations include
 - Proposed spending, tactics and outcomes
 - Opportunities and challenges

Board's priorities, California's ambitious regulations and 2030 Plan include investments that will take multiple years to accomplish

The following presentations will provide more details of the ambitious work ahead of us to achieve the Board's Strategic Direction, grouped by:

- Infrastructure Investment
- Zero Carbon Plan
- Community Impact



SMUD's annual budget process

The Board has an important fiduciary role to approve SMUD's annual budget

- Board provides guidance to staff through Strategic Directions (SDs)
- Staff develops proposed budget aligned with SDs

The Board monitors progress through strategic monitoring reports and other communications during the year

Public review and approval process

- Transparent
- Opportunity to ask for additional details on proposed spending and intended outcomes



Proposals for Board approval

2023 SMUD Budget

- 2023 spending authorization and staffing level
- Amendments to public good charge funding level and percentage allocation
- Authority for Rate Stabilization Fund transfers
- Provisions for adjusting budget authority

Debt management

- Declaration of Intent to Issue Debt
- Reimbursement of capital expenditures from bond proceeds

Employee pay schedules as required by state law



2023 Budget timeline

Streamlined budget documentation book and presentations





Basis of SMUD's financial plan

Planning assumptions

- Resourced to fully achieve the Board's Strategic Directions and metrics
- Conservative forecast assumptions for electric sales and commodities
- Commodity assumptions reflect average/trended water year and temperatures, with additional funds for atypical risk events
- Economic data from multiple sources
- 2023 rate increase included
- Includes forecasted customer adoption of energy efficiency, electric vehicles, solar and storage, and building electrification (Distributed Energy Resources or DERs)



Closing out 2022 & moving into 2023

Dynamic business conditions

• Normal risk factors: Weather, amount of hydro generation, economy and customer growth

Additional current risk factors

- High inflation and rising interest rates
- Potential recession
- 4th year of drought and higher wildfire risk
- Low Carbon Fuel Standard (LCFS) prices (funds electric vehicle infrastructure) are ½ or less
- Supply Chain constraints continue

Additional factors for 2022

- Commodity spending additional \$300M, or 70%, over plan
- Insurance claim funds to be received in future, some uncertainty on timing
- Rate Stabilization Fund used to purchase Western Area Power Authority (WAPA) replacement energy depleted
- Q4 2022 spending reduced to offset increased costs



Financial considerations & implications

SMUD's strong financial metrics provide stability to our customers and community during uncertain times

- Maintaining a positive credit rating is necessary for strong 2023 financial metrics, after dip in 2022
- Replenishing Rate Stabilization Fund and address WAPA risks
- Setting rates for 2024-2025, balancing multiple factors
 - Investments in new clean energy resources and reliability in our community are costly, but necessary
 - Not making the investments would be even more costly
 - All business costs trending up at sharp rate
 - Operational excellence and grants to help offset some of the costs
- Keeping SMUD's rates affordable and stable now and in the future, with strong financial metrics





Electric sales

By December 2023, SMUD will have over 650K customers

- Residential customer count growing at approximately 0.6% or 3,500 customers
- Commercial customer count growing approximately 0.1% or 100 customers

Load and retail sales

- Retail sales to customers up 3% in 2023
- Pricing Signals: Win-Win
 - Time of Day and EV charging
 - New Commercial Rate Restructure with super off-peak rates
- 2023 Forecasted Peak is lower than 2022 Peak



Residential **578,000**

655,000 Total Customers

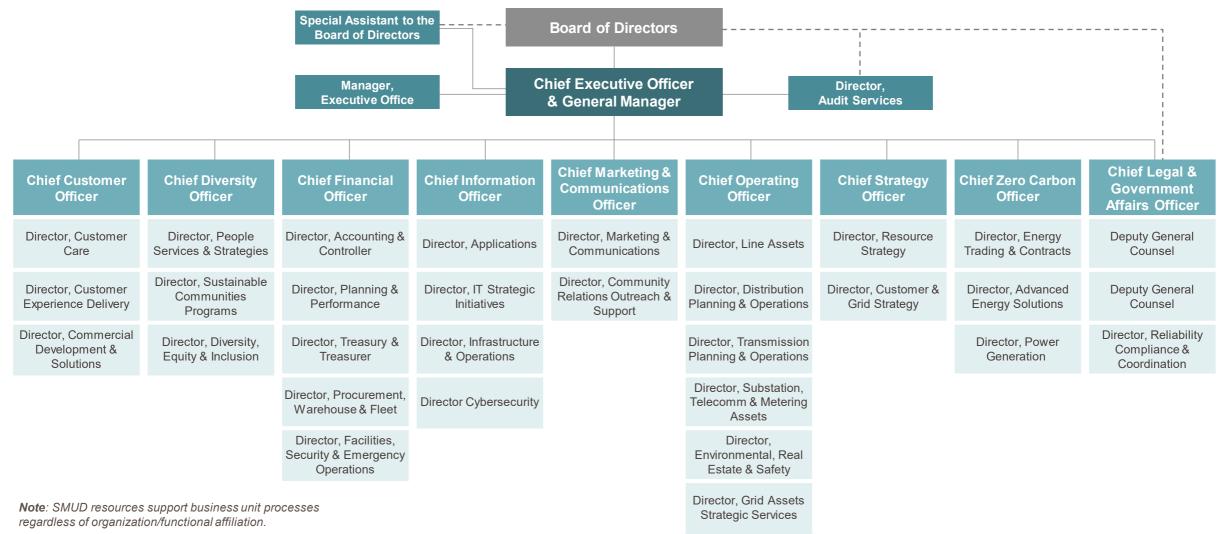
Commercial **77,000**

2023 Budget Assumptions											
	2022	2023	Proposed vs.								
	Budget	Proposed	Budget								
Retail Sales to Customers (GWh)	10,166	10,458	3%								
Peak System Demand (MW)	2,874	2,806	-2%								





Organization chart by executive



November 8, 2022 12



Business units & segments



The SMUD Budget is planned by business unit processes, which in some cases differs from the organizational/functional reporting structure.

Customer & Community Services	Energy Delivery & Operations	Zero Carbon Energy Solutions	Enterprise Strategy	Information Technology	Workforce, Diversity & Inclusion	Corporate / Enterprise
Customer Experience Delivery	Transmission Planning & Operations	Power Generation	Resource Strategy	Applications	People Services & Strategies	Governance
Customer Operations	Distribution Planning & Ops	Advanced Energy Solutions	Revenue Strategy	Infrastructure & Operations	Diversity, Equity & Inclusion	Finance
Community Energy Services	Line Assets	Commodity, Procurement & Sales	Customer & Grid Strategy	Strategy & Innovation	Sustainable Communities	Legal, Gov't Affairs & Reliability Compliance
Commercial Dev. & Solutions	Substation, Telecom & Network	New Business Development	Enterprise Prioritization	Strategic Initiatives & Operational Tech.		Facilities, Security & Emergency Operations
Business Performance & Optimization	Strategic Services & PMO			Cybersecurity		Procurement, Warehouse & Fleet
	Environmental, Real Estate & Safety					Comms. Marketing & Community Relations
	Operational Excellence					Enterprise Affairs



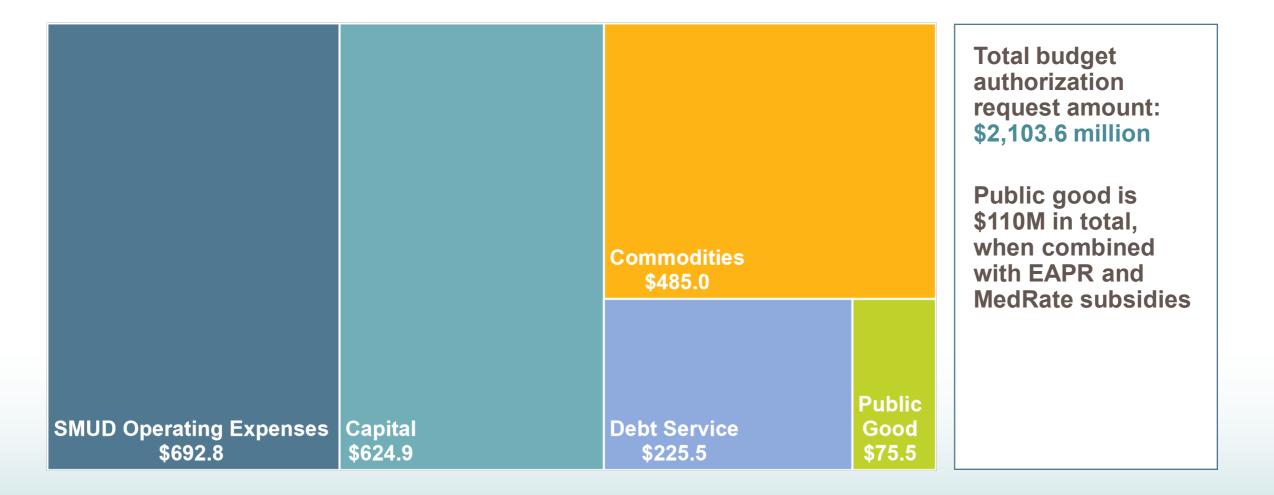
For the first time in SMUD's financial history, a large increase in capital is driving the 2023 Proposed Budget over \$2 billion

(\$ Millions)	is) 2022 2 Forecast Bu		2023 Proposed	\$ Change vs Budget	% Change vs Budget
Commodities	\$750.0	\$440.7	\$485.0	\$44.3	10%
SMUD Operating Expenses	605.7	659.6	692.8	33.2	5%
Public Good Expenses	57.7	63.6	75.5	11.9	19%
Capital	353.3	359.9	624.9	265.0	74%
Debt Service	208.2	212.2	225.5	13.3	6%
Total Budget Authorization	\$1,974.9	\$1,735.9	\$2,103.6	\$367.7	21%

SMUD's forecast is higher than plan due to increased commodity costs and the 2022 Budget was augmented midyear by \$309M to \$750M



2023 budget authorization request





2023 Proposed O&M and Capital compared to 2022 Plan

O&M, including Public Good Dollars in Millions	2022	2023 Proposed	Variance
Zero Carbon Energy Solutions	\$215.7	\$226.1	\$10.4
Energy Delivery & Operations	\$204.7	\$212.6	\$7.9
Corporate	\$106.0	\$116.8	\$10.8
Customer & Community Services	\$102.5	\$102.0	(\$0.5)
Information Technology	\$36.5	\$39.3	\$2.8
Workforce, Diversity & Inclusion	\$9.2	\$17.6	\$8.4
Enterprise Strategy	\$17.5	\$16.8	(\$0.7)
Enterprise Business Unit	\$31.1	\$37.1	\$6.0
Total O&M, including Public Good	\$723.2	\$768.3	\$45.1

Capital Dollars in Millions	2022	2023 Proposed	Variance
Zero Carbon Energy Solutions	\$108.4	\$340.2	\$231.8
Energy Delivery & Operations	\$192.9	\$184.9	(\$8.0)
Corporate	\$29.8	\$23.8	(\$6.0)
Customer & Community Services	\$6.6	\$7.6	\$1.0
Information Technology	\$37.2	\$45.3	\$8.1
Enterprise Business Unit	(\$15.0)	\$23.1	\$38.1
Total Capital	\$359.9	\$624.9	\$265.0



Budget components & drivers of increases

Capital

- Capital spending is for investments in SMUD's business
- Increasing by \$265M to \$625M, or an increase of 74%
- Compliance with California mandates and SMUD's Zero Carbon goals, reliability, and technology support
- Multi-Year resource projects, 2023 spending: Solano Wind Farm (\$174M), Country Acres Solar Project (\$85M)
- Completing Station G Substation (\$3M)
- ESS Flow Battery partnership project (\$10M)
- New and continuing technology projects

Public Good

- Public benefit toward clean energy costs
- Increasing by \$12M to \$76M, or an increase of 19%
- Building Electrification (\$34M)
- Carbon reducing programs such as Energy Efficiency (\$16M)
- \$34M for low income and med rate subsidies are in addition to the budget authorization



Budget components & drivers of increases

Operations and Maintenance (O&M)

- Ongoing costs to run the business, including business operations, and support for business operations
- Increasing by \$33M to \$693M, or an increase of 5%
- Spending on Vegetation Management and Wildfire Mitigation (\$77M)
- Community initiatives, including new Community Impact Plan
- Cybersecurity, Property and Casualty Insurance



Commodities

50% 40% 30% 20% 10% 0% Renewable Long Term Carbon Free Hydro SMUD Owned Thermal Renewables **Contracts** 2022 2023

SMUD's Resources 2022 vs. 2023

Carbon-free Resources increase to 64% from 52%

Increases are:

- 9% Geothermal
- 1% Solar

Thermal Generation decreasing from 49% to 36%



Commodity Budget

- Increase in Load of 3%
- New Geothermal and Solar contracts increase power cost line item
- \$13M to buy replacement higher-cost carbon free energy from Northwest market
- Additional funds for Risk Mitigation including \$19M for low WAPA deliveries and in the event Cosumnes Power Plant online date delay
- Lower Gas cost due to lower thermal generation despite higher gas market prices

Cost (\$ Million)	2022 Budget		2023 oposed	\$ (Change
Power Cost	\$ 215.0	\$	264.9	\$	49.9
Transmission Cost	28.8		35.1		6.3
Gas Cost	196.9		185.0		(11.9)
Total Commodity Cost	\$ 440.7	\$	485.0	\$	44.3



Commodity resource mix

	2023 Resource Mix								
		APA) 20% Wind	450/						
	Hydro (UARP & WA		Biogas 7%						
Thermal 36%	Geothermal 11%	Solar 9%	Biomass 1%						

\$275M purchases of renewable energy

- \$218M Purchase Power Agreements (PPA)
- \$47M Renewable Natural Gas
- \$10M additional Renewable Energy Credits

Hydro Update

- WAPA to provide 511 MWhs, vs. 661 MWhs average due to low reservoir levels
- UARP to provide 1,634 MWhs, slightly above average due to reduced outages
- Purchasing replacement power if low hydrogeneration:
 - Hydro Rate Stabilization Fund (HRSF) balance of \$31M
 - Rate Stabilization Fund (RSF) balance of \$4M



Budget resolution provisions

Provisions to adjust budget spending authority

Adjustments due to lower hydro generation

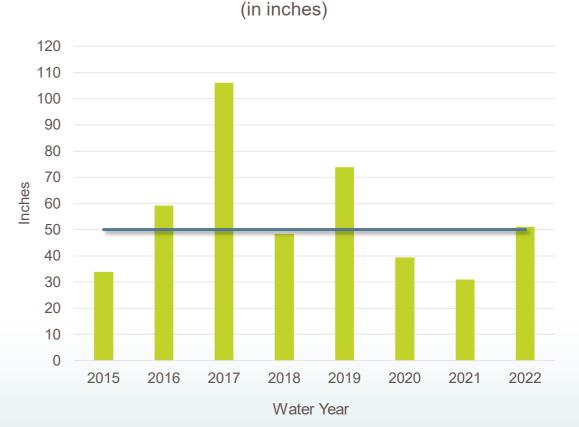
- UARP Generation and WAPA deliveries
- Commodity budget increases to purchase replacement power

Adjustments due to higher sales

- Budget based on retail sales of GWh
- If electric sales more than plan, commodity budget amount increases to serve additional load

Adjustments due to Low Carbon Fuel Standard (LCFS) sales and Cap-and-Trade carbon allowances

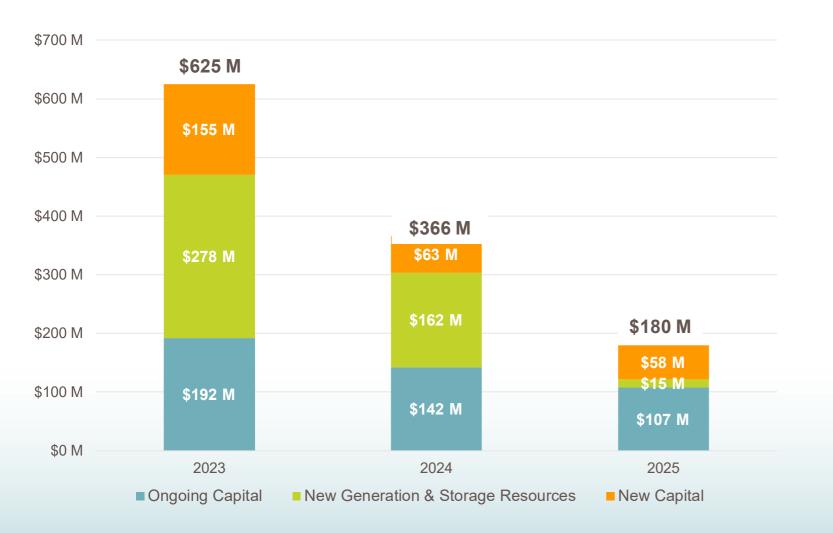
Match revenue with expenses in the same year



Water years 2015 - 2022



Capital – Requesting approval for 2023



Major Items of Interest								
New Capital								
Pole & Cable Replacement	\$40.2M							
Distribution Line Equipment	\$9.5M							
Vehicle Replacement	\$9.3M							
Meters	\$7.6M							
New Generation & Storage R	esources							
Solano 4 Wind	\$174.2M							
Country Acres Solar/Storage	\$84.5M							
ESS Flow Battery	\$10.0M							
Coyote Creek Solar/Storage	\$9.6M							
Ongoing Capital								
Substations: H & Elverta	\$16.9M							
Tech Projects: OMS, DERMS, Talent Tech Transformation	\$12.3M							
CPP Outage & Repair	\$5.4M							



Position summary

							Position	details					
						Board ap	proves full	time positio	ns				
						• 2023 Full increase		tions are 2,2	242, an				
						Areas of g	growth:						
						■ Wo Sta		viversity, & l	nclusion				
						Co	ommunity li	mpact Outre	each Staff				
	Chief Financial Officer					■ Ze	ro Carbon	Technical S	Staff				
	304					■ Fie	eld Staff						
		Officer				Officer		Chief Zero (Office 265	r	Limited Te	erm positio	ons increasir	ng by 9
					Chief Legal		2022 Budget	2023 Proposed	Proposed vs. Budget				
				Chief Strategy	& Gov't Affairs	Full Time	2210	2242	32				
		Chief	Chief Chief	Officer	Officer 38	Limited Term	39 48		9				
Chief Operating Officer	Chief Customer Officer	Diversity Officer	Comm 8 Marketin	g l		Part Time	127	126	-1				
824	298	90	Officer 73	CEO & Ge Manager		Students	76	80	4				





Salaries & Wages

Executive Group (\$ Millions)	2022 recast	2022 udget	2023 oposed		% Change vs Budget
CEO & General Manager	\$ 7.4	\$ 8.4	\$ 7.5	\$ (0.9)	-11%
Chief Marketing & Communications Officer	7.9	8.7	8.9	0.2	2%
Chief Legal & Gov't Affairs Officer	5.8	5.9	6.2	0.3	5%
Chief Financial Officer	35.3	35.1	37.1	2.0	6%
Chief Operating Officer	127.4	127.8	138.9	11.1	9%
Chief Zero Carbon Officer	35.5	37.0	40.3	3.3	9%
Chief Strategy Officer	6.3	7.1	7.4	0.4	5%
Chief Customer Officer	32.0	34.2	35.8	1.6	5%
Chief Diversity Officer	11.2	11.4	14.6	3.2	28%
Chief Information Officer	37.3	39.8	41.7	1.9	5%
Total Salaries & Wages	\$ 278.3	\$ 295.7	\$ 315.6	\$ 19.9	7%
Total Overtime	\$ 27.9	\$ 19.7	\$ 22.9	\$ 3.2	16%
Total Salary Costs	\$ 306.2	\$ 315.4	\$ 338.5	\$ 23.1	7%



Benefits

Lower Retirement Contribution in 2023 due to additional contribution strategy and prior year market returns

(\$ Millions)	2022 Forecast	2022 Budget	2023 Proposed	\$ Change vs Budget	% Change vs Budget
Retirement Contribution	\$93.8	\$68.2	\$63.6	(\$4.5)	-7%
Social Security Contribution	22.2	23.7	24.8	1.1	5%
Total Retirement & Social Security	\$116.0	\$91.8	\$88.4	(\$3.4)	-4%
Health & Welfare	45.7	56.9	51.7	(5.2)	-9%
Administer Benefits	1.8	2.4	2.1	(0.3)	-12%
Total Health & Welfare	\$47.5	\$59.2	\$53.7	(\$5.5)	-9%
TOTAL Benefits Budget	\$163.5	\$151.0	\$142.2	(\$8.9)	-6%

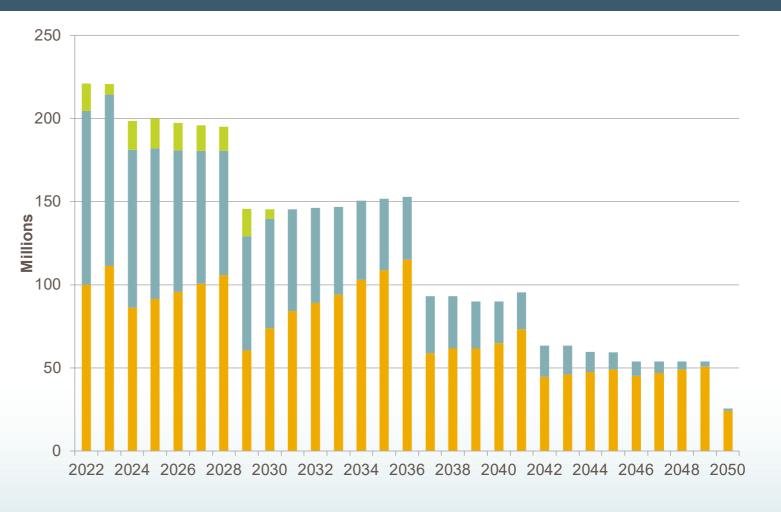


(\$ Millions)	2022 Forecast	2022 Budget	2023 Proposed	\$ Change vs Budget	% Change vs Budget
Interest Expense	\$110.8	\$113.3	\$106.7	(\$6.6)	-6%
Interest on New Debt Issuance	0.0	0.0	8.5	8.5	100%
Principal Repayments	100.2	100.2	111.2	11.0	11%
Fees/Bond Issuance Cost	0.8	2.3	2.8	0.5	20%
Total Debt Service	\$211.8	\$215.8	\$229.1	\$13.4	6%
Allocated to JPAs	(3.6)	(3.6)	(3.6)	(0.0)	1%
Net Debt Service	\$208.2	\$212.2	\$225.5	\$13.3	6%



Existing Debt Service

- Significant increases in capital spending will require new borrowing
- In 2024, the \$22M reduction in existing debt service provides additional borrowing capacity of \$338M
- Plan to cash-fund approximately 50% of capital investments



JPA Debt Service SMUD Interest

SMUD Principal





Debt Management requested action

Assumptions and debt management activity

- Potential opportunity to refund bonds issued in 2013 with lower interest rates
- Unrestricted cash balance expected in December 2023: \$449 million, or 151 days cash on hand
- Staff generally plans to issue new debt to preserve a 150-day minimum threshold for number of days cash on hand
- Establish additional bonding authority: declare intent to issue debt, \$400 million
- During 2023, staff will request Board's authorization for a new transactions



Income Statement

 Responsive to 		Operating Revenues		2022 Forecast		2022 Budget		2023 Proposed	
	changing business conditions	Electric Sales EAPR/MED Discounts Uncollectible Electric Sales	\$	1,617.9 (33.7) 2.3	\$	1,549.4 (35.0) (10.9)	\$	1,669.2 (34.4) (10.9)	
•	Holistic, initiatives	Net Sales		1,586.5		1,503.5		1,624.0	
achieve multiple	Other Revenue		135.2		51.9		60.1		
	Total Revenue		1,721.7		1,555.4		1,684.1		
	goals	Commodity		750.0		440.7		485.0	
•	Balanced between	Business Unit O&M		688.6		723.1		768.2	
short-term needs	Other Costs/Income		271.7		275.2		300.0		
	and long-term	Change in net position - Net Income (Loss)	\$	11.4	\$	116.4	\$	131.0	
	goals	Fixed Charge Coverage Ratio		1.50		1.93		2.08 millions	



Corporate Enterprise Strategy Workforce, Diversity & Inclusion 2023 Proposed Budgets

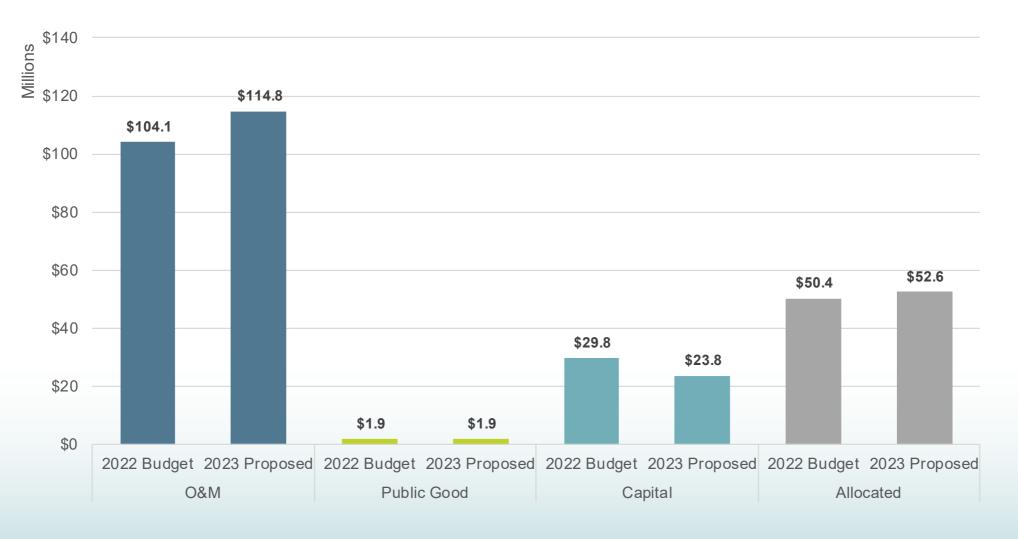


Business units & segments

Customer & Community Services	Energy Delivery & Operations	Zero Carbon Energy Solutions	Enterprise Strategy	Information Technology	Workforce, Diversity & Inclusion	Corporate / Enterprise
Customer Experience Delivery	Transmission Planning & Operations	Power Generation	Resource Strategy	Applications	Applications People Services & Strategies	
Customer Operations	Distribution Planning & Ops	Advanced Energy Solutions	Revenue Strategy	Infrastructure & Operations	Diversity, Equity & Inclusion	Finance
Community Energy Services	Line Assets	Commodity, Procurement & Sales	Customer & Grid Strategy	Strategy & Innovation	Sustainable Communities	Legal, Gov't Affairs & Reliability Compliance
Commercial Dev. & Solutions	Substation, Telecom & Network	New Business Development	Enterprise Prioritization	Strategic Initiatives & Operational Tech.		Facilities, Security & Emergency Operations
Business Performance & Optimization	Strategic Services & PMO			Cybersecurity		Procurement, Warehouse & Fleet
	Environmental, Real Estate & Safety					
	Operational Excellence					Enterprise Affairs

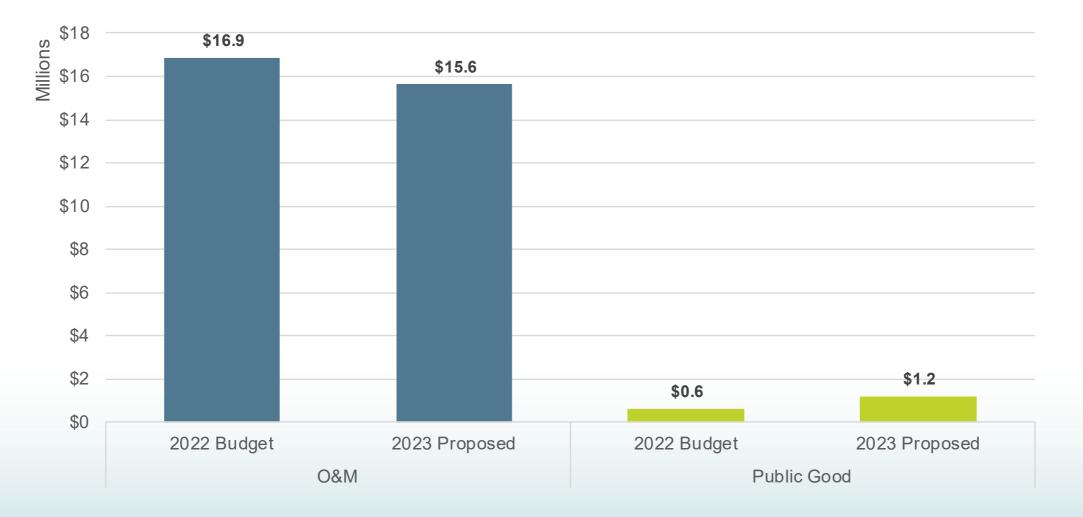


Corporate 2023 Proposed Budget



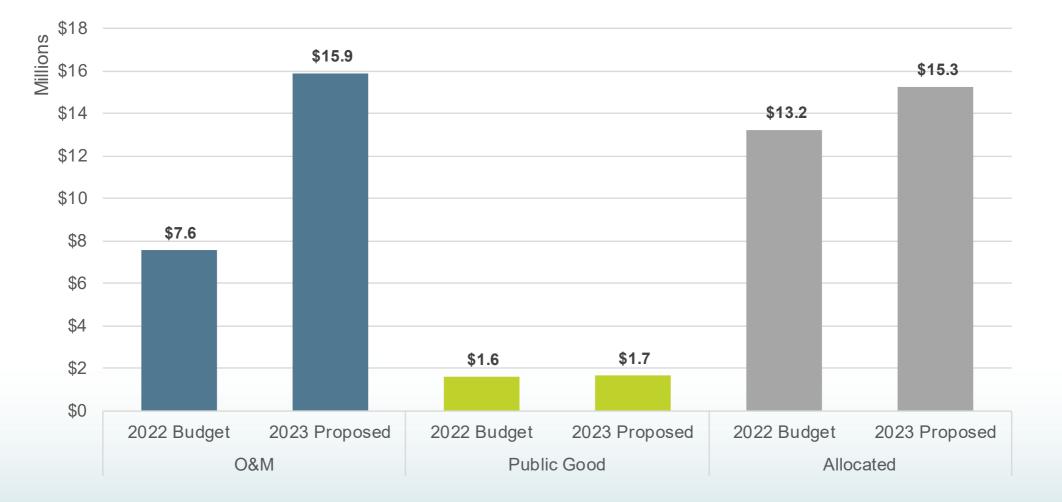


Enterprise Strategy 2023 Proposed Budget





Workforce, Diversity & Inclusion 2023 Proposed Budget







Infrastructure Investment

Alignment to Strategic Direction: SD-4 SD-6 SD-8 SD-11 SD-14 SD-16 SD-17

- Seek opportunities to save through refunding SMUD debt and provide low-cost capital financing
 - Inflation Reduction Act: maximize the benefits under the direct pay provisions
- Maximize insurance recovery for the major outages in 2022
- Advocate at the California Energy Commission for funds from the Demand Side Grid Support (DSGS) and Distributed Energy Backup Assets Program (DEBA) Programs to support grid investment.
- Lead grant pre-capture efforts to support 2030 Zero Carbon Plan investments.





Zero Carbon Plan

Alignment to Strategic Direction: SD-2 SD-3 SD-7 SD-9 SD-10 SD-19

Continue to seek ways to increase sustainability:

- Campus operations: reduce energy and water consumption, retire gas-fueled landscaping equipment
- Procurement Practices: Focus on Environmental, Social & Governance (ESG) criteria in evaluation process, participate in Sustainable Supply Chain Alliance (SSCA)
- Increase recycling, increase the circular economy activities
- Advance fleet electrification from 13% to 15%, demonstrating the technology
- Increase SMUD's fleet fuel economy

Engage with insurance markets to provide cost effective solutions to insure SMUD-owned renewable assets and emerging technologies





Zero Carbon Plan

Alignment to Strategic Direction: SD-2 SD-3 SD-7 SD-9 SD-10 SD-19

- Manage North American Electric Reliability Corporation (NERC) regulatory compliance monitoring and enforcement program requirements
- Provide legal support for innovative service partnerships with potential for nonstock equity acquisition
- Draft and negotiate power purchase agreements and provide legal/regulatory support for utility scale solar and storage development (e.g. property rights and permitting)
- Proactive advocacy at the local, state, and federal level that advances our strategic directives
 - Transportation and building electrification (ex. Advanced Clean Fleet, State and Local building codes)
 - Federal clean energy legislation/rule making
 - Expansion of regional markets, including the Extended Day Ahead Market (EDAM)







Zero Carbon Plan

Alignment to Strategic Direction: SD-2 SD-3 SD-7 SD-9 SD-10 SD-19

- Strategic Workforce Planning to ensure we have the talent to power our clean energy future
- Implementing Diversity, Equity, Inclusion & Belonging (DEIB) strategy to foster an inclusive innovative culture
- Developing partner equity outreach, recruitment strategy for key regional projects including the Sacramento State Power Engineering Partnership, UC Davis Aggie Square, the ESS energy storage and resilience partnership, and the California Mobility Center



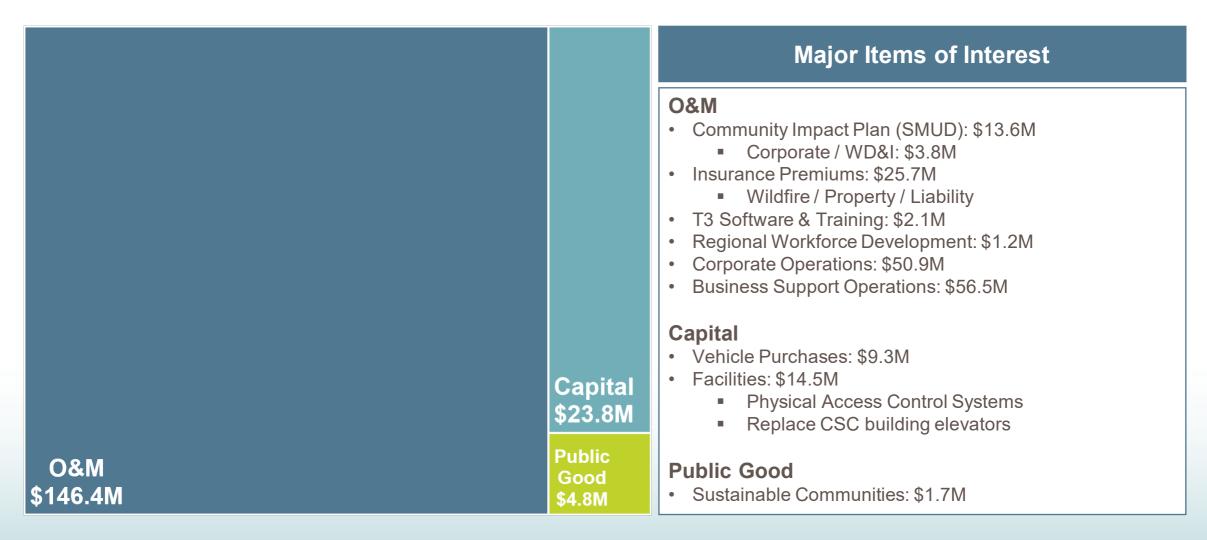
Community Impact

Alignment to Strategic Direction: SD-5 SD-13 SD-15

- Develop and implement supplier diversity program that aligns with Supplier Education & Economic Development (SEED) programs, focus on supplier registration data and outreach
- Plan, develop recommendations on rates and services and conduct the 2023 rate action, including addressing drought-related WAPA hydro reductions
- Executing on DEIB Strategy through Enhanced Community and Workforce Outreach



Corporate, Enterprise Strategy and Workforce, Diversity & Inclusion





Questions?

