

# Exhibit to Agenda Item #4

Accept the monitoring report for **Strategic Direction SD-19, Diversified Business.**

Board Policy Committee and Special SMUD Board of Directors Meeting  
Wednesday, October 12, 2022, scheduled to begin at 5:30 p.m.  
Virtual Meeting (online)

# Three Revenue Portfolios

New Revenue Program	Innovation Generator Program	Legacy Revenue Programs
<ol style="list-style-type: none"> <li>1. Community Energy Services</li> <li>2. NEC/STI Partnership</li> <li>3. Sacramento Power Academy (SPA)</li> <li>4. Smart Grid Billing</li> <li>5. OSI ADMS/DERMS Co-Development</li> <li>6. GridX</li> </ol>	<ol style="list-style-type: none"> <li>1. DER Planning Software</li> <li>2. Intelligent Energy Solutions</li> </ol>	<ol style="list-style-type: none"> <li>1. Cell Site Construction</li> <li>2. Energy Profiler</li> <li>3. Home Power</li> <li>4. Moving Connections</li> <li>5. Power Protection</li> </ol>

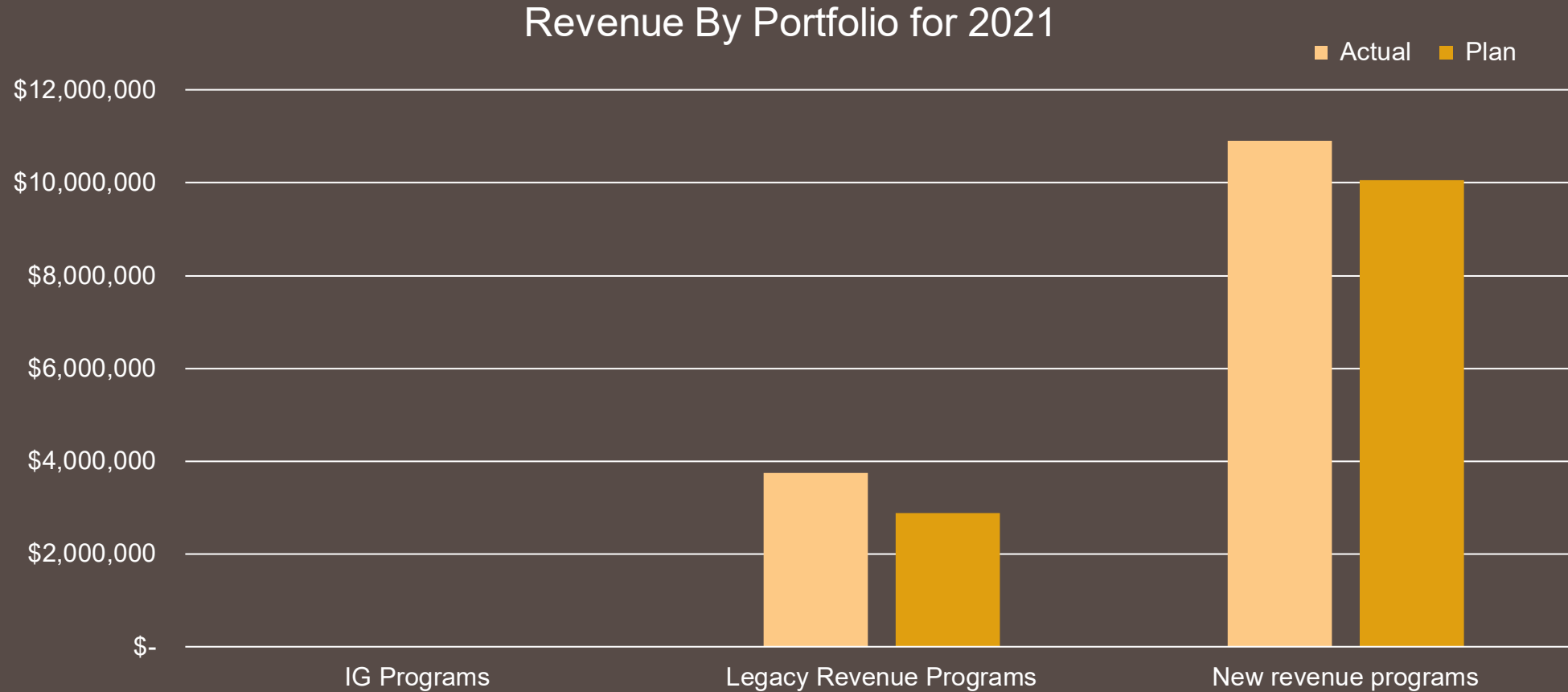
New Revenue Portfolio Risk still deemed low; no changes from 2018

# 2021 Highlights

- Launch of the California Mobility Center
- Completed Solar & Storage module for DER Planning Tool with Clean Power Research (CPR)
- Progress on ADMS/DERMS with OSI

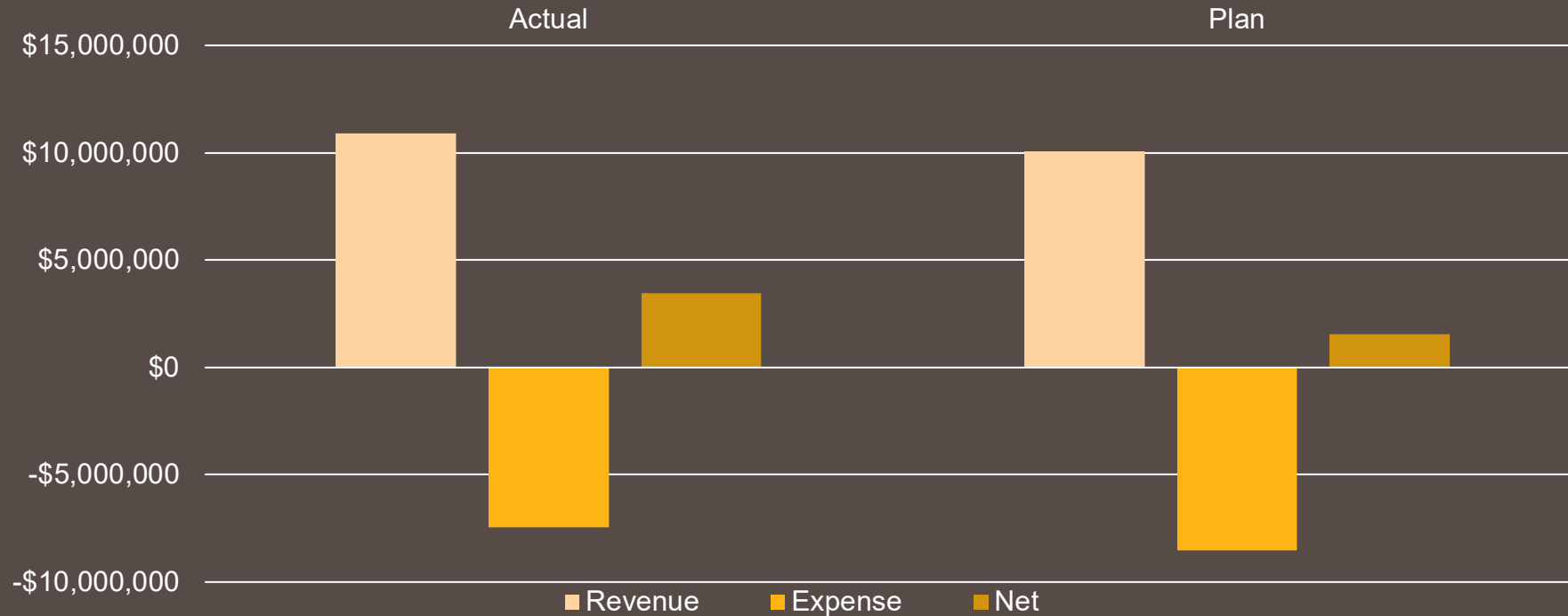


# Revenue By Portfolios – 2021



# New Revenue Program – 2021

## 2021 New Revenue Program Portfolio



- Portfolio generated \$3.4M net positive revenue in 2021 (compared to \$2M in 2020)

# Looking Ahead

- Launch of Phase 1 for ADMS/DERMS with OSI
- Completion of additional modules on DER Planning Tool with CPR
- Signing of ESS contract
- New CCAs



# Recommendation

- SMUD is in compliance with SD-19
- Recommend Board accept 2021 SD-19 Monitoring Report