

STATE OF CALIFORNIA  
SACRAMENTO MUNICIPAL UTILITY DISTRICT

SMUD 2021 RATE CHANGE PROPOSAL  
PUBLIC WORKSHOP NUMBER 1

REPORTER'S TRANSCRIPT FROM VIDEOTAPE  
OF VIRTUAL ONLINE MEETING

**CERTIFIED**

Thursday, July 8th, 2021  
Scheduled to Begin at 5:30 p.m.

--oOo--

Reported by CHERYL L. KYLE, CSR No. 7014

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1 (Beginning of videotape, time marker 00:00:00.)

2 --oOo--

3 MS. STALEY-BROOKS: All right. Good  
4 evening, again. Hello, and welcome to SMUD's 2021  
5 Rate Change Proposal Public Workshop.

6 My name is Rhonda Staley-Brooks, and I'm a  
7 member of Corporate Communications, Marketing, and  
8 Community Relations here at SMUD. I will be  
9 moderating today's session.

10 I'm also joined by my other colleagues and  
11 subject-matter experts from SMUD who will be  
12 answering your questions this evening.

13 We are here tonight to have a conversation  
14 about a rate change proposal that our Board of  
15 Directors will vote on later this year. This  
16 presentation includes a broad overview of the  
17 proposal and time for specific questions and  
18 comments at the end.

19 Before we get into the details, I'd like  
20 to go over a few housekeeping items. Next slide.

21 First, we'd like to inform you that this  
22 meeting is being recorded. The meeting and  
23 questions answered through Q&A will be transcribed  
24 and be available post-meeting at SMUD.org\RateInfo.

25 If you have questions related to the rates

1 topic, please type those in the chat. I  
2 will moderate at the end questions for our SMUD  
3 experts to answer.

4 Others questions on topics not related to  
5 tonight's topic will be answered either directly in  
6 the Q&A text window or referred to a team member to  
7 respond directly to you at a later time, and general  
8 comments and statements placed in the Q&A box will  
9 not be addressed in the meeting.

10 Our goal is to get to the Q&A and get as  
11 many questions answered that you have this evening.  
12 So our preregistered members of the public can  
13 provide verbal comments, and if you weren't able to  
14 preregister to make a verbal public comment,  
15 three-minute limit, please email  
16 PublicComment@SMUD.org to get in the queue.  
17 Otherwise, you can type your question in the chat,  
18 and we will address that at the end of the  
19 presentation. Next slide.

20 So it's my absolute pleasure to introduce  
21 my colleagues this evening. We have Jennifer  
22 Davidson, who is our Chief Financial Officer;  
23 Alcides Hernandez, who's our Pricing Supervisor; and  
24 Eric Poff, Energy and Finance Manager here at SMUD.  
25 They will be walking us through the presentation

1 this evening, and then they will join us again at  
2 the end for questions.

3 Please welcome Jennifer. Next slide.

4 SMUD CFO JENNIFER DAVIDSON: Thank you  
5 very much, Rhonda.

6 So there are a bunch of really interesting  
7 facts about SMUD on this slide. I'm going to  
8 highlight a few key ones that are really relevant.

9 Number one, we are community-owned. We  
10 are a not-for-profit electric company and have been  
11 so for over 70 years.

12 And one of the things that's really key,  
13 especially in a rate process, is we are governed by  
14 a seven-member board, and they live in the wards  
15 that they serve, and they are very much interested  
16 in your proposal -- in your feedback on this  
17 proposal, and they will be voting on it in  
18 September.

19 Another key point: Our priority is to  
20 keep rates low, to provide safe and reliable  
21 service, and develop programs and services that help  
22 you manage your energy but also protect the  
23 environment and benefit the full community.

24 Today, we are one of the cleanest  
25 utilities in the nation, and we are committed to

1 eliminating 100 percent of our greenhouse gas  
2 emissions from our power supply by 2030.

3           You may have already heard about the 2030  
4 Zero Carbon Plan. It is one of the most ambitious  
5 carbon reduction plans in the U.S. We are doing  
6 this because providing carbon-free energy is  
7 essential to improve our air quality and to create a  
8 better and cleaner environment for our region, both  
9 for today and for the future. You can learn more  
10 about this on the website.

11           And so you might be thinking: Wait, this  
12 is a rates workshop. Why are you talking about your  
13 environmental goals? And you're going to hear that  
14 these -- our rates and achieving our environmental  
15 goals are very much linked. And so I want to take a  
16 step back and provide some context.

17           So SMUD has long been a supporter of the  
18 solar industry, both utility-scale and rooftop  
19 solar. We were a contributor to the success story  
20 helping to turn a nascent industry into the thriving  
21 industry it is today.

22           And as we move towards accomplishing our  
23 new zero carbon plan, we recognize there is no  
24 silver bullet. The solution is going to be a silver  
25 buckshot, meaning multiple solutions. We just

1 cannot rely on one technology. We want to -- we  
2 must be able to invest in many technologies.  
3 Moreover, when it's really time to press on the  
4 accelerator of certain technology, we want to be  
5 able to do so.

6           And the time is now for storage. And just  
7 like we helped solar, we very much want to be part  
8 of the success story for storage. And you're going  
9 to hear more about this in our proposals and how our  
10 rates are really a key strategic lever to be able to  
11 achieve our very important 2030 goals. Next slide,  
12 please.

13           A little bit of repeating of what Rhonda  
14 said, but I think it's really important that this is  
15 a rates workshop, and what we have in front of you  
16 is a proposal. And so we really want to be able to  
17 answer your questions, and we want to hear your  
18 feedback.

19           And you can give us your feedback both in  
20 the Q&A format or verbally, but either way, it will  
21 be captured and will be part of the official record,  
22 and we will share that feedback with our board  
23 members, as we said, who will be the ultimate  
24 deciders of this proposal in September. Next slide,  
25 please.

1           And at this point, I am going to pass it  
2 on to Alcides Hernandez, and he is the person who  
3 leads the rates team at SMUD.

4           So thank you, Alcides.

5           SMUD ALCIDES HERNANDEZ: Thank you,  
6 Jennifer, and good evening, everyone.

7           There are three main proposed changes;  
8 however, only one affects all our customers, so we  
9 will discuss those in varying details in the next  
10 few slides.

11           First, the proposed rate increases for all  
12 customers in 2022 and in 2023. And second is a new  
13 solar-and-storage rate for customers who generate  
14 energy and/or storage energy with an additional  
15 program incentive options that we will combine.  
16 And, lastly, we are proposing an optional rate for  
17 residential customers to help them when energy is at  
18 its highest, for example, during a heat storm. And  
19 the term that we're using for now is "critical heat  
20 pricing." The final name of the rate will be  
21 discussed later. The proposal also includes some  
22 minor -- (inaudible) language changes to certain  
23 targets. With that, the next slide, please.

24           Now, let's talk about why the proposed  
25 changes are needed. SMUD rates and programs are

1 designed to meet -- to be community focused and  
2 offer our customers choices. We need to make these  
3 changes to continue to deliver safe, reliable,  
4 clean, and affordable energy solutions.

5 We continue to update our pricing to  
6 better align rates with costs: Cost to supply  
7 energy, support new technologies, invest in  
8 environmental initiatives, and ultimately better  
9 serve our region.

10 Through our 2030 Zero Carbon Plan, while  
11 encouraging the adoption of things like solar and  
12 battery storage, electric vehicles, and other  
13 electrification efforts to better benefit the  
14 reliability and clean energy future for all our  
15 customers. The next slide, please.

16 So, this is the first five of the rate  
17 recommendation. We know that rate increases are  
18 never easy, and we want to be sure we are  
19 transparent about how we are requesting this. So we  
20 are committed to keeping future rate changes at or  
21 below the forecast of later inflation through 2030.  
22 Next slide, please.

23 As Jennifer mentioned, as a not-for-profit  
24 community-owned utility, we have a policy to ensure  
25 that SMUD rates remain among the lowest in state.



1 This graph shows that SMUD rates are very low  
2 compared to other utilities in the state and will  
3 still be among the lowest with the proposed rate  
4 adjustment. In fact, the projected 2021 system  
5 (inaudible) rate -- is a way to compare utilities --  
6 is about 35 points -- 5 percent lower than Pacific  
7 Gas and Electric Company's, our neighboring utility.

8 And as you can see in the chart, SMUD is  
9 highlighted in the orange part, and it represents  
10 the average rate, you can see we are among the  
11 lowest in the state. Next slide, please.

12 Now, let's take a look at the proposed  
13 rate change and how it will affect all customers.  
14 And just to let you know, before coming to the  
15 public to discuss a rate proposal, SMUD focuses is  
16 on finding cost savings to ensure that these rate  
17 adjustments will have as little financial impact on  
18 our customers as possible. For example, we have  
19 been making improvements to power line inspections  
20 and controls that have resulted in ongoing cost  
21 savings but also, very periodically, refunding bonds  
22 to capture savings from lower interest rates.

23 So the recommendation is as follows: We  
24 are proposing that the rate increase of 1.5 percent  
25 on March 1, 2022, and an additional 2 percent

1 increase on January 1 of 2023, which is in alignment  
2 with our commitment to keep future rate changes at  
3 or below the rate of inflation.

4           Each rate class will see an overall rate  
5 increase of 1.5 percent in the first year and an  
6 additional overall revenue increase of 2.0 percent  
7 in the second year. To translate this, the  
8 residential customer, the average customer, will see  
9 about \$1.91 increase on average for the residential  
10 customer in their bills in 2022 and about another  
11 \$2.57 per month in 2023. This is an average.

12           Also reflected on this chart -- you'll see  
13 in the second (inaudible) row in the table -- is an  
14 example of what the increases would look like for an  
15 average small business customer. There are more  
16 details in the General Manager's Report and  
17 Recommendations.

18           Customers on our low-income Energy  
19 Assistance Program rate and Medical Equipment  
20 Discount rate will see slightly different billing  
21 impacts than the standard-rate customers. And just  
22 a note that the amount and prices may reflect minor  
23 rounding differences. The next slide, please.

24           The proposed adjustments are needed  
25 because -- like many businesses because (inaudible)

1 now to provide services is going up. We are seeing  
2 higher costs for wildfire insurance and the need for  
3 ongoing wildfire prevention and mitigation efforts,  
4 including new requirements. We need to continue to  
5 make infrastructure improvements to maintain  
6 reliable pole power, keep the lights on, and to meet  
7 regulatory requirements. We are also investing in  
8 clean energy resources like wind, solar, biogas, and  
9 in general more renewables to meet state  
10 requirements. And as you may already know, the  
11 COVID-19 pandemic had significant impacts on global  
12 supply chains, so we are seeing increasing operating  
13 costs including materials and (inaudible). This  
14 covers the first item of the rate recommendation.  
15 The next slide, please.

16           So, now, we will go on to the proposed new  
17 solar-and-storage rate. We are very excited about  
18 this recommendation. And these changes, to let you  
19 know, will only affect those customers who have  
20 solar and storage or plan to get one.

21           And before going into details -- and Eric  
22 Poff is going to provide the full extent of the  
23 recommendation -- I just want to share the good news  
24 that customers who already have solar, those  
25 customers who have already invested in this

1 technology, under this proposal, the rate will not  
2 impact them. They can stay on the current rate  
3 (inaudible phrase) through the December 31 of 2030,  
4 and that's staff recommendation.

5 And so with that, Eric Poff, Energy and  
6 Finance Manager, would provide the full details of  
7 this recommendation.

8 SMUD ERIC POFF: Thank you, Alcides.

9 And I'm Eric Poff. I am the manager for  
10 Energy and Finance and really excited to be able to  
11 go over this new solar-and-storage rate proposal  
12 that is in our recommendation to the Board. Next  
13 slide.

14 So just as Alcides alluded to, the  
15 customers that are currently solar -- solar and  
16 storage customers, they're on what we call a net  
17 energy metering rate, or what will be often referred  
18 to as NEM 1.0.

19 And going back in history a little bit  
20 here to give you some kind of context, this went  
21 into effect back in 1998 when the State was really  
22 trying to encourage and get a nascent rooftop solar  
23 industry off the ground.

24 And give you a little bit of education  
25 about how this works: Look down in this pictorial

1 that we have at the bottom, when there's poor, you  
2 know, solar resource, a rooftop solar customer acts  
3 very much just like a non-solar customer where they  
4 will receive power from SMUD and pay retail rate  
5 compensation for that power.

6 But during -- on the other side here,  
7 where the solar is really being productive and  
8 rooftop solar is actually producing more power than  
9 they can self-consume, if you will, they will sell  
10 back that exported power to SMUD. And under this  
11 NEM 1.0 rate, we would pay retail compensation for  
12 that power, and that is significantly higher than  
13 the power that we could produce at full sale. And  
14 this was done very much on purpose. It was a  
15 generous rate to help, you know, get the nascent  
16 industry off the ground.

17 So we met all of those state requirements  
18 back in 2017. And so now we've actually spent the  
19 last few years working on and thinking about, being  
20 very purposeful of how do we continue to encourage  
21 solar and storage and have a healthy thriving  
22 storage industry within our service territory. Next  
23 slide.

24 So Alcides alluded to this earlier. I  
25 think he said it really well, but I don't think it

1 can be said enough. If you are an existing solar or  
2 solar-and-storage customer, we are making a  
3 recommendation to the Board in this proposal that  
4 those existing customers can stay on this NEM 1.0  
5 rate through 2030.

6 And why are we doing that? Well, these  
7 customers -- we call them our PV pioneers, our early  
8 adopters -- they made significant investments, you  
9 know, pretty high on the price curve on these  
10 technologies; and we want to honor and recognize  
11 that they made those investments, so we are making  
12 that recommendation to the Board.

13 But now, with this solution, we are really  
14 leaning into trying to transition our solar-only  
15 market to a solar-and-storage market. Why are we  
16 doing that? We think there is a tremendous amount  
17 of value that we can log partnering with your  
18 solar-and-storage customers to help achieve our 2030  
19 Zero Carbon Plan that Jennifer alluded to too. So I  
20 think there's benefits there for not just these  
21 customers but for all of our customer base.

22 And I really want to spend -- on this last  
23 bullet, spend how much time staff has spent, you  
24 know, over a thousand hours of staff time working  
25 with customers, working with solar industry, storage

1 industry, environmental experts, lots of  
2 stakeholders, to ensure that we put together a  
3 proposal, a rate design, that is optimal. And we're  
4 very proud of the environmental -- national  
5 environmental experts of Natural Resources Defense  
6 Council, often referred to as NRDC, and the  
7 Environmental Defense Fund, EDF, that have come out  
8 in public support of this rate design. They've  
9 refer to it as a national outliner, a national  
10 approach of -- other utilities can follow. Next --  
11 next slide, please.

12           So let's go through a few different  
13 examples. And, again, I keep harping on this: If  
14 you're an existing solar customer, there's going to  
15 be no change to you -- again, this is where we're  
16 recommending to the Board in this proposal that  
17 those customers continue to see full retail rate  
18 compensation through December 31, 2030, if they  
19 choose to stay on this NEM 1.0 rate.

20           Now, let's get into if you're a new  
21 solar-only customer, meaning you're going to be  
22 interconnected on or after January 1st, SMUD is  
23 going to buy back all of that energy at 7.4 cents  
24 per kilowatt hour regardless of what time it's  
25 produced or what season it might be in, and SMUD

1 staff is also going to start a new interconnection  
2 fee. We're one of the few remaining utilities that  
3 do not currently have an interconnection fee. And  
4 so this is very much just a direct cost recovery.  
5 There is no revenue generation for this. But for a  
6 vast majority of residential customers, that new  
7 interconnection fee would be at \$475. Okay. Next  
8 slide.

9           So let's go through a couple more  
10 different customer type categories here. So if  
11 you're an existing solar customer and you want to  
12 add storage, but you're not really interested in  
13 participating in any of our storage incentives that  
14 I'll go over here in more detail, then no changes.  
15 You definitely can do that. We will encourage it,  
16 and you can stay on your existing NEM 1.0 at full  
17 retail rates.

18           Now, if you're an existing solar customer  
19 who wants to add storage and you want to participate  
20 in our storage incentives, then you will need to  
21 transition to our new solar-and-storage rate where  
22 you'll be compensated at the 7.4 cents per kilowatt  
23 hour.

24           And then the last one here, if you're a  
25 new solar-and-storage customer and you're going to



1 interconnect on or after January 1st, again, you  
2 will be compensated at the 7.4 cents. You will have  
3 an interconnection fee, and you can choose one of  
4 three different storage incentive programs that I'm  
5 going to go over here in a moment. Next slide.

6 So, again, what Jennifer mentioned  
7 earlier, think of this new solar-and-storage rate  
8 as, you know, one -- one tool. It's not a silver  
9 bullet. It's not going to get us all the way to our  
10 zero carbon footprint, but this rate was  
11 specifically designed to help us get to our goal of  
12 zero carbon by 2030.

13 This is a really neat -- we went back and  
14 did a little study on average customer has a carbon  
15 footprint of 1.3 metric tons annually for their  
16 household. And we're really leaning into this: If  
17 they go onto this new solar-and-storage rate and  
18 partner with us through Virtual Power Plant, we  
19 could remove one metric ton per household.

20 And we've set a goal of having 30,000  
21 customers to go onto this new solar and storage,  
22 adopt solar and storage. So doing that math, that  
23 would be equivalent to removing 7500 gasoline cars  
24 off the road annually, so major impact. Next slide,  
25 please.

1           So, now, I want to talk about this third  
2 and final new Critical Peak Pricing. This is a  
3 completely optional rate -- please keep that in  
4 mind -- but this is an option that we want to  
5 provide to a whole host of different customers.  
6 Please, next slide.

7           So let's get to who can participate first:  
8 Anybody with a smart thermostat would be eligible to  
9 go onto this optional Critical Peak Pricing rate.  
10 Customers with solar storage, customers with storage  
11 only, customers with solar only all would be  
12 available to participate in this time.

13           So what is Critical Peak Pricing; what is  
14 this about, right? So think about times where we  
15 have a heat wave or when the grid as it its most  
16 stressed, SMUD would be able to call a Critical Peak  
17 Pricing event, and this would be a pricing over.  
18 The prices would go up during this Critical Peak  
19 Pricing event, and it's to send a message for  
20 customers with those smart thermostats to dial back  
21 and conserve energy. And it also sends a signal  
22 with customers with batteries to dispatch their  
23 batteries and take advantage of this, and they can  
24 also optimize their -- the use of their battery  
25 during these high -- higher prices. So, again, in

1 exchange for customers that opt onto this, SMUD is  
2 going to provide a discount for those off-peak and  
3 mid-peak hours.

4           So when is this going to happen and what  
5 time periods? So think January 1st through  
6 September 30th, and SMUD is going to call anywhere  
7 between is one- to a four-hour event and give plenty  
8 advanced notice and no more than 50 hours per  
9 summer, right? Not 50 events, but 50 hours per  
10 summer is what it would be limited to.

11           So, again, why are we doing this? We're  
12 trying to conserve energy and during those high kind  
13 of grid-stressed periods, instead of, you know,  
14 dispatching those -- what's called less  
15 environmental or less efficient gas-fired power  
16 plants, we can kind of lean into this conservation  
17 and partner with our customers with storage to meet  
18 those energy needs. All right, next slide.

19           Okay. Really excited to kind of wrap up  
20 here and tell you about some of these supporting  
21 programs and incentives that I've been alluding  
22 leading to. Please, next slide.

23           So this is probably my favorite slide. It  
24 really gives you a good visual of kind of what's  
25 been happening. As Jennifer mentioned, we've

1 invested over \$250 million to help support and  
2 really get the solar industry off the ground in our  
3 service territory. And since 1998, we've taken on  
4 35,000 solar customers.

5 But you can see that we've had a less than  
6 a 1 percent storage attachment rate or adoption  
7 rate, so that's only 300 customers. So we, as part  
8 of really transforming the market and taking that  
9 leadership position, we're going to put \$25 million  
10 forward to support customer adoption of solar and  
11 storage. We think that we can transform that  
12 existing 300 solar storage number to 30,000  
13 solar-storage customers by 2030. That's a 100 X  
14 multiplier. Transformation of the -- leadership  
15 transformation. Next slide.

16 So I've alluded to those three different  
17 programs, and I'll go through these real briefly for  
18 those \$25 million of incentives. So think of this  
19 first one -- I'll call this battery storage -- is up  
20 to \$500, and these are incentives to help reduce  
21 those upfront initial capital cost of the battery.  
22 And these are for customers that really just want to  
23 use their storage device to reduce their peak loads,  
24 which in turn is going to reduce SMUD's peak loads,  
25 so we've got some real, you know, win/win, you know,

1 partnership there.

2           And then we've already talked about the  
3 Critical Peak Pricing, and we're going to incent up  
4 to \$1500 for customers that want to adopt storage  
5 and enroll into that rate.

6           And then I'm going to spend a minute on  
7 this third one, which we'll calling Virtual Power  
8 Plant partnership, and that's up to \$2500, and think  
9 of this as a true partnership with SMUD. And SMUD  
10 would be able to dispatch a percentage of some of  
11 that behind-the-meter storage device when the grid  
12 needs batteries. And on top of that \$2500 that --  
13 in addition to that incentive, SMUD is going to be  
14 making ongoing participation payments. Think of  
15 these as grid benefit payments for these customers  
16 to stay enrolled and engaged in these Virtual Power  
17 Plant partnerships. All right. Next slide.

18           So probably the program that we're most  
19 excited about within SMUD staff is this Virtual Net  
20 Energy Metering program often, referred to as VNEM.  
21 And this is -- really looking at this as trying to  
22 get these technologies that have historically not  
23 gone out into our underresourced communities, so  
24 this is really SMUD's commitment to ensure that we  
25 are not leaving these communities behind and that

1 we're getting these technologies out into these  
2 underresourced multi-family dwelling communities.

3           If we're not really familiar with VNEM, it  
4 can be, you know, a little bit of a tricky subject,  
5 so I put this little pictorial together so I can  
6 talk you through so we can all understand what VNEM  
7 is. So imagine we have at an underresourced  
8 affordable housing unit on-site solar generating.  
9 SMUD is going to buy all of that energy. We  
10 typically in utility-speak call that  
11 in-front-of-the-meter interface.

12           And then we're going to turn around and  
13 we're going to provide credits to all of those VNEM  
14 customers that reside in these communities, and  
15 those credits, bill credits, will be on top of or in  
16 addition to any type of energy assistance program or  
17 med rate discount they might already be in. So it's  
18 not going to, you know, discount any of those  
19 discounts that they're already on or water those  
20 down. It will be in addition to those discounts  
21 that are already happening. Okay. Next slide,  
22 please.

23           So we do have some additional minor  
24 changes, miscellaneous changes, if you will, on  
25 transmission rates and minor amendments to clarify

1 tariff language. Strongly encourage it, go to  
2 SMUD.org\RateInfo to get more details. So don't  
3 really have time to kind of go into these, but we do  
4 want to just let you know that there are some  
5 additional minor rate tariff language in that that  
6 you can find at SMUD.org. Next slide.

7           So a little bit of the timeline, kind of  
8 what happens next: July 8th is our first public  
9 workshop, which you're at right now. We're going to  
10 have another one of these public workshops on  
11 July 27th, pretty much the same pitch you're seeing  
12 here today. And then on August 31st will be a  
13 public -- Board public hearing, and then a final  
14 decision or a board vote will occur on  
15 September 16th.

16           And all of these are open to the public,  
17 so we strongly encourage you to participate and ask  
18 questions, make comments in these, and these are the  
19 purpose of these. Next slide.

20           So I went through a lot today. We -- all  
21 three of us did, and there's a lot of information  
22 coming at you. But I want to make you aware that  
23 there's additional resources. Again, the CEO and GM  
24 Report, I would say is 30-plus pages of kind of that  
25 traditional tariff language for those who want to

1 get into that level of detail, and also at  
2 SMUD.org\RateInfo, we have summaries of those who  
3 kind of want to understand everything that's in  
4 there but may not want to go into that level of  
5 detail.

6 Also, if you want to send us questions or  
7 comments at ContactUs@SMUD.org or via that number.  
8 And then for energy tips or energy management,  
9 SMUD.org\EnergyTips. And then we also have customer  
10 service numbers for commercial and residential at  
11 these numbers provided here, and you can also find  
12 these numbers at SMUD.org as well. Okay. Next  
13 slide.

14 I think I am ready to turn it back over  
15 for Rhonda to kick off our Q&A section.

16 SMUD RHONDA STALEY-BROOKS: Thank you,  
17 Eric.

18 A big thanks to Jennifer, Alcides, and  
19 Eric for providing all of that information for us  
20 this evening.

21 All right. Ladies and gentlemen, just to  
22 recap, we're going to be answering the questions  
23 that are currently in our Q&A chats. And then we  
24 will go to live testimonials.

25 So let's see. Eric, you might as well



1 stay here with me because the first question is  
2 coming to you. So we have one that says:

3 I have solar panels but no solar.  
4 Will the new solar-and-storage rate  
5 structure apply to me if I add  
6 panels for storage?

7 SMUD ERIC POFF: Yeah, great question.

8 So just to make sure I understand that, so  
9 they're currently a NEM, Net Energy Metering, 1.0  
10 customer. And really the question depends if you're  
11 going to partake of our in-storage incentives, then  
12 that would require you to transition to our new  
13 solar-and-storage rate. But if you are just wanting  
14 to put storage on all by yourself and not be -- you  
15 know, partake of the storage incentives, then that  
16 would not impact your NEM 1.0 rate.

17 SMUD RHONDA STALEY-BROOKS: Perfect.

18 Alcides, can you join us. The next  
19 question is for you.

20 Is the revised NEM rate index to  
21 anything whether it's wholesale for  
22 Cal-ISO or bank or anything else?

23 SMUD ALCIDES HERNANDEZ: Yes, thank you.

24 Thank you, Merrick (phonetic). Thank you for the  
25 question.

1           The proposed 7.47 cents is actually the  
2 result of a comprehensive study developed by a third  
3 party, independent consultant -- I think Eric  
4 mentioned briefly about that -- and that includes  
5 several components. Those components, again, that  
6 is a cost-based rate. It represents the -- we'll  
7 say the natural -- SMUD being a -- as a  
8 not-for-profit entity. It includes the cost of  
9 energy, greenhouse gases, transmission and  
10 distribution, the displaced land that solar does,  
11 and also other more -- a small components of  
12 ancillary services and components like that. All of  
13 that together add up -- and something called  
14 generation capacity, all of that together adds up to  
15 approximately 7.4 cents.

16           And in regards to the index, the staff  
17 recommendation considers reviewing this rate every  
18 four years. So at that point, we come use the same  
19 components, the same components that were used in  
20 this calculation, and we will use local indices in  
21 2026, if that were to be the first year if the Board  
22 approves this is recommendation, so it will be  
23 consistent with how the rate was originally  
24 calculated.

25           I hope that addresses the question,

1 Rhonda.

2 SMUD RHONDA STALEY-BROOKS: Perfect.

3 Thank you so much, Alcides.

4 All right. Eric, I'm coming back to you.

5 Why would be any surplus push from  
6 storage during peak not compensated  
7 at a higher rate given higher view  
8 estering hours ending in 1600 to  
9 2100, which is 4:00 to 9:00 military  
10 time?

11 SMUD ERIC POFF: So the question is why  
12 would they participate in the -- I'm sorry. I'm not  
13 getting...

14 SMUD RHONDA STALEY-BROOKS:  
15 Why would there be any surplus  
16 push from storage during peak not  
17 compensated at a higher rate given  
18 the higher bill estering hours  
19 ending in 4:00 to 9:00?

20 SMUD ERIC POFF: Oh, well, okay. I got  
21 it. Thank you.

22 So now that's a great question. When we  
23 talked to -- we met with the solar storage industry,  
24 one of the key components, you know, when folks are  
25 signing up for solar was that the rate had really --

1 was important for them to understand how the  
2 mechanisms would work. And so we did look at it --  
3 kind of the -- I think what the question was -- is  
4 getting towards is like a TOD-type of export  
5 compensation, and we really did look at that.

6 And it was actually more important for the  
7 customer to understand when I export energy, it's  
8 going to be this price. So that's where we went  
9 with the flat price tieing back to the value of  
10 solar study that E3 completed at the 7.4 cents  
11 regardless of what season it is or what time of day  
12 it is. We really wanted customers to understand  
13 that this is going to be the rate at all times.

14 SMUD RHONDA STALEY-BROOKS: Perfect.

15 All right. So I'm going to ask James --  
16 he is not one of our presenters tonight, but he is  
17 one of our subject matter experts -- to come to the  
18 camera. James, are you there?

19 SMUD JAMES FRASHER: Yes.

20 SMUD RHONDA STALEY-BROOKS: All right.  
21 Perfect. I have a couple of questions for you --  
22 actually, the next two will be for you, if you can  
23 stay with me.

24 So if I'm getting .07.4 kWh during  
25 a Critical Peak Pricing event, why

1           would I dispatch added power to the  
2           grid?

3           SMUD JAMES FRASHER:   Awesome.   Thank you  
4   for the question.

5           So if you're participating in or you are  
6   on the Critical Peak Pricing rate, during a Critical  
7   Peak Pricing event, you will actually receive the  
8   Critical Peak Price instead of the 0.74 cents for  
9   your export.   So you will actually receive that  
10  higher value for exporting.

11          The idea being that when an event is  
12  called, its an identification by SMUD that we need  
13  those resources to participate, and we want to  
14  really empower battery-energy storage to do as much  
15  as it can to help the grid in those situations.   So  
16  during those events, you would not be getting the  
17  0.74 cents, instead you would be getting the  
18  Critical Peak Price compensation.

19          SMUD RHONDA STALEY-BROOKS:   Fantastic.  
20          All right.   This next question is also for  
21  you.

22                 Will you have a storage-only  
23                 incentive program given the impact  
24                 of the duck curve.

25          SMUD JAMES FRASHER:   Yes.

1           So the incentives that Eric went through,  
2 we're looking at those incentives to be available to  
3 both solar-plus-storage customers as well as  
4 storage-only customers. We understand that not  
5 every customer can have solar on their roof due to  
6 any number of circumstances, but we also understand  
7 that battery-energy storage is a necessary component  
8 for achieving the future grid that we're aspiring  
9 to. And so we want to make sure that we're not just  
10 incentivizing those systems that are paired with  
11 solar but we're also looking at customers that are  
12 willing to and interested in making that investment  
13 in battery-only opportunities.

14           SMUD RHONDA STALEY-BROOKS: Great. Thank  
15 you, James. Might see you a little bit later, but.

16           I'm going to turn this back over to  
17 Alcides. Welcome back.

18           So the interconnection charge is a  
19 slippery slope. Sorry to see it.

20           Has SMUD considered a zero  
21 interconnect charge for de minimis  
22 systems, say residential systems?

23           SMUD ALCIDES HERNANDEZ: Thanks, Rhonda.

24           As I understand, the question is related  
25 to the interconnection and the value of zero for a

1 threshold load, I think you said, 3 kW and below.

2           So, first, well thank you, the customer,  
3 for the question, a very, very good question.

4 Because I just want to share with the public that  
5 with SMUD, we are one of the few utilities in the  
6 state that we don't assess an interconnection fee.  
7 And, you know, the program, Net Energy, has been in  
8 place for a number of years, but we haven't assessed  
9 that, and so many utilities have charges due  
10 significantly higher than the one the staff is  
11 recommending.

12           And the recommendation is based on the  
13 cost. So what we're simply trying to recover is the  
14 cost to provide that service for reviewing the  
15 application, doing the inspection and all related  
16 work to the interconnection of that solar system to  
17 the SMUD system.

18           So in that regard, the recommendation that  
19 staff is bringing is to have two tiers: One is for  
20 a group of customers and they will be paying about  
21 \$475, and the other group of customers will be  
22 paying about -- in the recommendation higher than  
23 that.

24           But, again, what we're simply doing is  
25 recovering the cost, and we believe it's right step

1 to moving that direction. And I hope that addresses  
2 the question.

3 SMUD RHONDA STALEY-BROOKS: Okay. Thank  
4 you.

5 So, Jennifer, I'm going to ask you to take  
6 the next couple of questions for me. So this first  
7 one says:

8 The post 2030 pricing structure  
9 appears to be designed to put large  
10 added pressure on legacy solar-only  
11 customers to force them to spend  
12 large amounts on added systems,  
13 i.e., storage, in order to continue  
14 to utilize the economic benefits of  
15 the investment we've made based on  
16 the NEM 1.0 pricing. Am I missing  
17 something on this?

18 SMUD CFO JENNIFER DAVIDSON: So I think  
19 there's actually a lot of good questions in there,  
20 so I'm going to try to kind of unpack it.

21 And so, first of all, we looked at how --  
22 when will a customer's investment be paid off. And  
23 the typical customer's investment and/or SMUD pays  
24 off in ten years. So that was one of the reasons  
25 that really talked to why do we want to protect the



1 legacy customers through 2030. So by that point,  
2 the typical customer, at that point, will have their  
3 system either paid off or mostly paid off. So that  
4 is one thing.

5           Number two, we're also really very closely  
6 looking at the price of storage, and we expect -- we  
7 really want customers to be adopting storage. But  
8 by that point in time, we expect -- and there's  
9 experts that we're looking at that have price curves  
10 and price predictions for what storage is going to  
11 be. And at that point, we think that storage is  
12 going to be much more affordable and is going to  
13 make a lot more sense for customers to be able to  
14 invest in storage.

15           So there's been a lot of thought into some  
16 of these different dates and these different points,  
17 but we envisioned by that point in time, in 2030,  
18 both the customer's system will be paid off in terms  
19 of their investment and, number two, the price of  
20 storage will be lower.

21           And if not, you remember part of the 2030  
22 is that it's not cast in stone. It's a flexible  
23 path. And so as new information comes in, we will  
24 be able to adjust our programs to be able to adjust  
25 to achieve our goals. And so if we need to in 2030

1 have a different program, we'll do it differently.

2 SMUD RHONDA STALEY-BROOKS: Thank you for  
3 that, Jennifer.

4 I'm going to go ahead and have you stay on  
5 with me and address this next question, if you don't  
6 mind:

7 Will SMUD consider wintertime  
8 discount rates for customers who  
9 have all-electric homes or have  
10 chosen to electrify their home? It  
11 seems like a good idea to  
12 incentivize adoption of all electric  
13 technology.

14 SMUD CFO JENNIFER DAVIDSON: Well, first  
15 of all, we, again, definitely believe in  
16 electrification. It is the way for us to be able to  
17 achieve our environmental goals. And we are moving  
18 towards incenting use of electricity and, in fact,  
19 we are moving for our commercial customers to have  
20 some lower daytime rates in the non-summer months.  
21 And so we're already moving in that direction for  
22 our commercial customers.

23 We are looking at a suite of programs, and  
24 you can see part is just the practical nature. We  
25 are pushing out a lot of very ambiguous programs.

1 We've got programs. We've got rates. As I  
2 mentioned, we've got rates on the commercial side.  
3 We've got CPP. We've got storage.

4 And so many of it, obviously, to be frank,  
5 is we are stacking up our work and are prioritizing  
6 it. And so I can't say that that's for sure not  
7 going to be done, but I can tell you it's not going  
8 to be done in the next year or so just because of  
9 the body of work in front of us.

10 However, being said, that while we may not  
11 have rates, I firmly envision that we're going to  
12 have other programs that incent electrification and  
13 help reduce the cost for those customers who are  
14 making those investments.

15 SMUD RHONDA STALEY-BROOKS: Great. Thank  
16 you so much, Jennifer.

17 Alcides, you're back. Are you ready?

18 SMUD ALCIDES HERNANDEZ: Okay.

19 SMUD RHONDA STALEY-BROOKS: Welcome back.

20 All right. This next question is for you:

21 So in response to my written  
22 questions, SMUD told me on July 6th,  
23 2021, SMUD has not backed the  
24 9.2 percent scalar out of the  
25 proposed rates.

1 Am I saying that right, scalar, scalar  
2 (pronunciation)?

3 This refers to the scalar that  
4 SMUD built into the original  
5 time-of-day rates in 2017 and then  
6 an increase and extended in 2019.

7 My question is:

8 What law authorizes SMUD to build  
9 this scalar into its rates?

10 SMUD ALCIDES HERNANDEZ: Thank you,  
11 Rhonda, for the question.

12 And I'd just like to also share with the  
13 audience listening to the conversation that the  
14 staff -- because this is a legal-related question on  
15 a specific load, so staff does not provide a legal  
16 opinion on laws in general, and considering  
17 especially that there is a legal case from a prior  
18 rate action, my interpretation that this is related  
19 to it. So we don't provide opinions on legals  
20 provided to that matter.

21 Back to you, Rhonda.

22 SMUD RHONDA STALEY-BROOKS: Thank you so  
23 much.

24 All right. Jennifer, it looks like you're  
25 back up again. Hope you got some water in between

1 there, all right.

2           So when will the details of the  
3 VNEM program come out and will staff  
4 considering extending the NEM to all  
5 multifamily complexes?

6           Finally, is SMUD also planning to  
7 support community solar stand-alone  
8 PV installations? Nonprofits have  
9 done this at other utilities, and  
10 the City of Sacramento is also  
11 considering it.

12           SMUD CFO JENNIFER DAVIDSON: Right. And I  
13 know SMUD has very much been a supporter of working  
14 with grid alternatives where we have worked to help  
15 install solar throughout the community.

16           And as you said, yes, we are working to  
17 see if we can install more income. We are starting  
18 with looking at multifamily tenants, low income,  
19 because we really want to work on getting solar to  
20 customers who haven't been able to have access to  
21 it.

22           So at the moment, this is our priority so  
23 we make sure that these important customers also  
24 have access to solar. So not to say that we will  
25 work on it in the future, just to be really clear at

1 this point, VNEM is really focused on disadvantaged  
2 communities as a priority right now.

3 SMUD RHONDA STALEY-BROOKS: Great. Thank  
4 you, Jennifer.

5 All right. So next up, Alcides, you're  
6 back again.

7 What is the Critical Peak Pricing  
8 event compensation rate that was  
9 referred to in the answering  
10 questions?

11 SMUD ALCIDES HERNANDEZ: Thank you,  
12 Rhonda, for the question.

13 And more information, actually, on the  
14 proposed Critical Peak Pricing structure and some  
15 terms and conditions can be found in the GM Report,  
16 and I'm looking at page 43 of the report. It's  
17 where more information can be read.

18 The price will be posted on SMUD.org, so  
19 staff will calculate that price annually or when  
20 it's needed. And then it will reflect the cost of  
21 providing, you know, that capacity price. So we're  
22 estimating -- and this is an approximation -- of  
23 about 50 cents for kWh. That's an approximation of  
24 the Critical Peak Pricing. But, again, this price  
25 will be made available to the public when we have

1 the actual final calculation. It is a price that  
2 will be updated frequently and posted on SMUD.org.

3 SMUD RHONDA STALEY-BROOKS: Okay.

4 (Simultaneously speaking, inaudible.)

5 SMUD RHONDA STALEY-BROOKS: Great. Thank  
6 you so much.

7 All right. Eric, I have a couple of  
8 questions for you if you want to come back on.  
9 There you are. Welcome back. All right. So the  
10 first one is:

11 So was E3's position on a  
12 single-compensation rate for exports  
13 something decided before SMUD  
14 adopted TOD rates for consumption?  
15 It seems counterintuitive to have  
16 TOD retail rates and then not  
17 compensate better for exports during  
18 the same time period.

19 SMUD ERIC POFF: Yeah. No. Great  
20 question, Andy. Let me be -- let me be clear,  
21 right?

22 E3 did a value-of-solar study, meaning  
23 they went back and did a completely, you know,  
24 100 percent independent valuation of what is the  
25 value of solar in SMUD's territory, and they came

1 back with an average, you know, rate for during  
2 those solar-producing hours of what that value is.

3 So I totally understand your question  
4 about, you know, the counterintuitive-ness of not  
5 kind of following some type of TOD retail, you know,  
6 cycle, but really where this came from was from the  
7 solar-and-storage industry.

8 We met with them over a six-month period,  
9 and it was really enlightening, I would say. They  
10 really took us to that kitchen-table discussion, as  
11 they called it, when they're meeting and trying to  
12 do -- have, you know, their customers adopt these  
13 technologies.

14 And that single, you know, rate was much  
15 more understandable. And what they expressed to us:  
16 If the customer doesn't understand it, they're not  
17 going to adopt it. So if you start saying it's  
18 18 cents during this period at this time of year at  
19 this hour, and it's only worth 3 cents at this  
20 period, people go "Whoa, I don't get it," versus one  
21 value no matter what time of season, what time of  
22 rate it is, was much more advantageous.

23 So we're really trying to work with our  
24 local solar installers, and that's where that flat  
25 rate came back, so.



1 SMUD CFO JENNIFER DAVIDSON: If I may add,  
2 Eric.

3 What that 7.4 cents means is an average,  
4 which means, frankly, at some points we're actually  
5 overpaying, at some points we're underpaying. And  
6 so -- but we just decided that to the customer the  
7 number is right because it's an average, but we also  
8 get the benefit of simplicity.

9 SMUD ERIC POFF: Yeah.

10 One more thing I would pile on top of that  
11 is the solar -- the value-of-solar study that E3 did  
12 came back with a range of 3 cents to 7.4 cents, and  
13 that 7.4 cents is the absolute maximum value that  
14 they came back with, and that is what we're putting  
15 into the rate proposal to the Board.

16 SMUD RHONDA STALEY-BROOKS: Great, Eric.

17 So can you clarify, if I have  
18 solar but add storage after  
19 January 1st, '22, does SMUD decrease  
20 my reimbursement rate from 10 kWh to  
21 the 7 --

22 SMUD ERIC POFF: Yes.

23 SMUD RHONDA STALEY-BROOKS:

24 -- even though my solar is already  
25 installed?

1 SMUD ERIC POFF: Yeah. No. Great  
2 question, Lou.

3 And so my question back to you is that if  
4 you are not going to participate in our storage  
5 incentives or take advantage of those, then it would  
6 not impact you. You would still remain on your  
7 NEM 1.0 retail rate compensation through 2030.

8 If you wanted to participate and take  
9 advantage of those storage incentives, then you  
10 would need to go onto our new solar-and-storage  
11 rate.

12 SMUD RHONDA STALEY-BROOKS: Okay.  
13 Perfect. Thank you for that, Eric.

14 Alcides, I'm going to come back to you.  
15 I'm going to go back -- I had two at the same time  
16 that came in, so I want to make sure I didn't miss  
17 this one.

18 The 2020 rate costing study  
19 presents the generation marginal  
20 costs by time and day period 2020  
21 for each of the five TOD periods in  
22 Table 3.1. The units are --  
23 I don't know if this -- I guess --  
24 -- the dollar per kWh for the 2020  
25 rate costing study does not present

1 the demand-related marginal costs or  
2 the customer-related marginal costs.  
3 So a lot of iteration in here.

4 Does SMUD plan to present all of  
5 the costs in the units as it did in  
6 the residential TOD rate design  
7 study draft?

8 Did you catch all of that, Alcides?

9 SMUD ALCIDES HERNANDEZ: I think so.

10 SMUD RHONDA STALEY-BROOKS: I butchered  
11 that completely --

12 (Simultaneously speaking, inaudible.)

13 SMUD ALCIDES HERNANDEZ: You know, every  
14 year when we have -- for the audience in general,  
15 every time when we have a rate action, we do prepare  
16 a costing study. It is the source and some of the  
17 recommendations that we use. In fact, the  
18 third-party consultant used parts of that in the  
19 analysis, so.

20 And typically we summarize the study in a  
21 10, 12-pages document. I could be off by a couple  
22 of pages, but it's what I'm thinking the customer is  
23 referring to, and that is a summary of that study.

24 And for the purpose of the second part of  
25 the question, I think you said is we're going to do

1 that for the time-of-day rate. This recommendation  
2 is not making changes to the time-of-day rate.

3 The proposal is to increase that rate with  
4 a general rate increase that we're recommending. So  
5 we're not -- we don't have that other study that,  
6 perhaps, the customer is asking since we're not  
7 restructuring or making changes to the time-of-day  
8 rate as we know it.

9 I hope that addresses the question,  
10 Rhonda.

11 SMUD RHONDA STALEY-BROOKS: I hope so.

12 And I want to put it back out there: I  
13 hope that answered your question out there because  
14 I -- I did do a butcher job on that reading for him.

15 So let's keep you here, Alcides.

16 The proposed rates in the CEO and  
17 GM Report show that some classes or  
18 categories of customers will pay  
19 higher rates than others for the  
20 electricity at the same time of day  
21 or time of year. Are the classes or  
22 categories of customers that are  
23 paying the higher rates subsidizing  
24 the others?

25 That's question one, and then:

1                   What law authorizes SMUD to cause  
2                   some customers to subsidize others?

3                   Question two.

4                   SMUD ALCIDES HERNANDEZ: Thanks, once  
5 again, for the question.

6                   I think the customer is asking about the  
7 proposed rates and why some customers, perhaps, pay  
8 more than others. And, you know, in general, that's  
9 a different pattern, load pattern. That's why we  
10 have different customer classes.

11                  So in the General Manager's Report, we  
12 have a table -- and I'm looking at it on my other  
13 side of the screen. It's on page 25 of the current  
14 General Manager's Report. There are six or seven  
15 different rate classes. They are different because  
16 their consumption is different.

17                  And as the customers and the audience can  
18 is see in that table, the rate increases are going  
19 to be the same across every single class. All of  
20 them are going to pay 1.5 percent with increase in  
21 the first year, and all of the different classes are  
22 going to pay 2.0 percent in the second year. So  
23 what we're simply doing is increasing the existing  
24 rates with proposed rate increases, and the rates  
25 are cost-based, and it reflects the cost, the

1 reasonable cost, of service.

2           And I hope that addresses the question,  
3 Rhonda.

4           SMUD RHONDA STALEY-BROOKS: That's good.  
5 So let's -- I'll keep you here for one more, if  
6 you're okay.

7           Is there any way to structure  
8 rebates differently, perhaps payment  
9 direct to a contractor or some other  
10 way, such that they would not be  
11 taxable to ratepayer rebate  
12 recipient. The taxable nature of  
13 the rebates reduces their impacts  
14 significantly.

15           Jennifer? Alcides?

16           SMUD CFO JENNIFER DAVIDSON: You know,  
17 actually, because we're not tax experts, I actually  
18 think it's a good suggestion. And what I'm going to  
19 do is we'll take note of it, but we would certainly  
20 need to do some research. And so I'll just say  
21 thank you for the idea.

22           SMUD RHONDA STALEY-BROOKS: All right.

23 Thank you, Jennifer.

24           I am trying to catch up on all of my chats  
25 here.

PUBLIC WORKSHOP NUMBER 1

1 SMUD CFO JENNIFER DAVIDSON: There is  
2 something I might say, if you don't mind, Rhonda.

3 Some of the questions that are coming in  
4 are pretty technical. And so some of the questions,  
5 they're super technical, we may want to go ahead and  
6 respond in writing, so I offer that opportunity to  
7 too. Just because they're technical, I want to make  
8 sure that we answer them correctly.

9 SMUD RHONDA STALEY-BROOKS: Great. Thank  
10 you so much.

11 So I wanted to check: Was there any  
12 verbal comments? Toni, is there any verbal comments  
13 that we need to get in at this time?

14 SMUD TONI SPELLING: Yes.

15 SMUD JOSUE SWAY GARCIA: We do have a  
16 verbal comment from Harrison Reynolds.

17 Harrison, I'm going to go ahead and unmute  
18 your microphone -- or activate your microphone.  
19 You'll need to unmute it.

20 PUBLIC MEMBER HARRISON REYNOLDS: Hello.  
21 Can you hear me?

22 SMUD JOSUE SWAY GARCIA: We can hear you.

23 PUBLIC MEMBER HARRISON REYNOLDS: Perfect.

24 Hi. My name is Harrison Reynolds. I'm a  
25 CSUS graduate with a degree in environment studies

1 and currently am an energy analyst at the California  
2 Energy Commission.

3           As I live downtown Sacramento in an older  
4 apartment with little to no energy efficiency,  
5 single pane windows, window A/C units, little to no  
6 attic insulation, and a poor building envelope, with  
7 my career and my degree, I'm still on a strict  
8 utility budget. During the cold spell this year, my  
9 apartment easily reached freezing levels inside.  
10 During our heat waves, rooms without window A/C  
11 units reached 90-plus degrees.

12           As I work from home, a level of comfort is  
13 a necessity to my production and my health. I even  
14 go as far as to shut down all appliances during peak  
15 rates to save energy and money. However, in order  
16 to maintain a level of comfort and health, I pay a  
17 hefty utility fee.

18           Your website states that your portfolio  
19 includes 340 megawatts of solar, adding  
20 100 megawatts by the end of the year and another  
21 250 megawatts of solar by the end of 2024. That's  
22 almost 700 megawatts of free zero-input solar  
23 energy. On top of that, SMUD customers operate  
24 210 megawatts of rooftop solar giving you a grand  
25 total of 910 megawatts of zero-input energy, yet you



1 want to raise rates. You operate 230 megawatts of  
2 zero-input wind energy and expect to add 300  
3 megawatts more by 2022, yet you want to raise rates.

4 With the rising costs of living throughout  
5 the nation and legislative goal for electric cars  
6 and 100 percent electric state, you're not only  
7 hindering the progress to better life but price  
8 gouging its citizens. And that is why I urge you  
9 not to raise electricity rates. Thank you.

10 SMUD RHONDA STALEY-BROOKS: Thank you for  
11 your time.

12 Josue, any other comments?

13 SMUD JOSUE SWAY GARCIA: No further  
14 comments.

15 SMUD RHONDA STALEY-BROOKS: Okay. Let's  
16 see where we're at.

17 We have a question about how do they  
18 submit written comments. I think, can we go back to  
19 the slide, Bella, that has all of the information?

20 So if you would like to take a snapshot of  
21 this slide right here, this has all of the  
22 informations that you were looking for.

23 Oh, and I have someone saying they are  
24 emailing for comments, so we'll hold for that.

25 But as we're waiting for that, please take

1 a snapshot of this information here. There's the  
2 email addresses and also where you can read our CEO  
3 and GM's Report at SMUD.org\RateInfo.

4 And then, again, questions, comments,  
5 concerns, anything that we were not able to get to  
6 this evening, please hit ContactUs@SMUD.org.

7 And we are going to wait here for a second  
8 to see about the other verbal comments.

9 SMUD CFO JENNIFER DAVIDSON: And while  
10 we're waiting, Rhonda, can I just state a quick  
11 comment.

12 I did want to say that I do appreciate  
13 everybody's ideas that they came forward, and that  
14 they definitely are being noted. And just because  
15 we're not doing them right now does that mean that  
16 we haven't taking note of them -- haven't taken note  
17 of them and that we won't make sure that we put them  
18 on your list of prioritized and -- because we do --  
19 are going to need, as we said, multiple programs,  
20 multiple ideas, partnering with our customer, for us  
21 to be able to achieve our zero carbon plan. And so  
22 I did want to thank the customers that gave us  
23 ideas.

24 SMUD RHONDA STALEY-BROOKS: Thank you,  
25 Jennifer, for that. Appreciate that.

PUBLIC WORKSHOP NUMBER 1

1 All right. Bella, if you can go back to  
2 the timer, I think we are ready for our next  
3 speaker.

4 SMUD JOSUE SWAY GARCIA: Thank you. And  
5 we have Mark Graham.

6 I'm going to go ahead and activate the  
7 microphone. I see a Mark in here.

8 Mark, can you go ahead and confirm  
9 that you are the Mark Graham? Let's see.

10 PUBLIC MEMBER HARRISON REYNOLDS: Okay.  
11 You can hear me, Sway?

12 SMUD JOSUE SWAY GARCIA: I can hear you.

13 PUBLIC MEMBER HARRISON REYNOLDS:  
14 Excellent.

15 This is Mack Graham. I'm a SMUD customer  
16 owner for many years and appreciate the work that  
17 you've put into this workshop and in answering  
18 questions tonight.

19 Let's see, I agree with what the previous  
20 speaker said, Mr. Harrison Reynolds.

21 Now, Alcides, I think you would have given  
22 a different answer to my question about the units of  
23 measurement in the 2020 rate costing study if you  
24 had seen my question. Because it was read to you  
25 with some of the -- some of the words in my

1 questions were left out, and so you didn't really  
2 get my question.

3           Perhaps, if you could circle back to it.  
4 If there's a way, Sway, that you could show Alcides  
5 my question so he can see it in writing, then he'll  
6 know what I really asked.

7           Regarding the scalar -- S-C-A-L-A-R is how  
8 I are pronounce it -- it's true that's the subject  
9 of a pending lawsuit, but that really has nothing to  
10 do with this workshop, and this workshop has nothing  
11 to do with the lawsuit. According to SMUD's own  
12 attorney, the only evidence that's admissible in  
13 that pending lawsuit is the -- is the evidence  
14 that's in the administrative, and that closed on  
15 June 24th, 2019, more than two years ago. So no  
16 matter what happens or is said or is done here  
17 tonight, it will not and cannot affect that lawsuit.

18           I think regarding my question on  
19 subsidies, yes, you know, I don't think that the  
20 answer really answered the question. But what it  
21 seems to me is that some classes and categories of  
22 customers are actually subsidizing other classes and  
23 categories of customers. And I think -- I don't  
24 think that that's proper. I think that the rates  
25 really ought to be based on what it really costs

1 you, what it costs SMUD, to generate and deliver a  
2 unit of electricity, like 1 kilowatt hour of  
3 electricity.

4 Back to my earlier question -- let's see.  
5 Well, you know, there are other questions that I've  
6 sent over to the Board of Directors that I did not  
7 get answers to.

8 I would like if SMUD would commit to  
9 written answers to the questions that you did not  
10 answer tonight, and you said you might do that. I'm  
11 not sure if you're committing to it, but I'm asking  
12 you to commit to provide written answers to the  
13 questions that you did not answer tonight.

14 And if you could review the email that I  
15 sent to the Board on June 18, 2021, it was directed  
16 to the directors of SMUD and the staff. And if I  
17 could -- if you would kindly respond to the  
18 questions and the comments that I made in there, I  
19 would really appreciate it.

20 The 2020 rate costing study is really not  
21 comparable to the one that you produced for -- that  
22 was in the 2017 CEO and GM Report, and yet those  
23 rates, as I showed you from the quotation from SMUD,  
24 SMUD has not backed that scalar out of the rates,  
25 and so they're still built into the rates, and what

1 you're proposing is to increase them, again, by 1.5  
2 percent.

3 Well, I think we need to see a new rate  
4 design study that presents everything, as you did in  
5 that earlier rate design study, where every one of  
6 the marginal costs components is presented in  
7 dollars per kilowatt hour. Because if you have it  
8 in terms of dollars per customer year or per  
9 customer or something like that, it's comparing  
10 apples and oranges. It's a matter of units.  
11 Anybody that works in the fields of science,  
12 mathematics, or accounting or costs of any kind  
13 understands the costs -- I mean, the units of  
14 measurements need to be the same.

15 All right. I think that I have just about  
16 said it, so thank you.

17 SMUD RHONDA STALEY-BROOKS: Thank you,  
18 Mr. Graham, and, again, apologies. You know, I  
19 definitely will tell you that we are committed to  
20 responding to all of your questions in full in  
21 writing. You can, again, submit any questions at  
22 ContactUs@SMUD.org, and we will follow up in  
23 writing. Again, thank you for your comments.

24 Are there any other comments out there?  
25 Toni, Sway?

1           SMUD JOSUE SWAY GARCIA: No further  
2 comment at this time.

3           SMUD RHONDA STALEY-BROOKS: Okay. Well,  
4 thank you, thank you again for attending our first  
5 workshop. Again, we have another one coming up, and  
6 you can also have your answers -- if you filled out  
7 your questions to ContactUs@SMUD.org, you can have  
8 your answers definitely completed in writing from  
9 one of our subject matter experts at SMUD.

10           I cannot thank you enough. You could be  
11 doing anything with your time tonight, which you  
12 spent a good matter of time with us, so we thank you  
13 for coming. We take your information, and we will  
14 do our best to incorporate changes.

15           I want to thank you all. Thank our  
16 speakers tonight: Jennifer Davidson, Alcides, and  
17 Eric, really appreciate your time.

18           Have a good evening.

19           (End of audio at 01:06:42.)

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REPORTER'S CERTIFICATE

--oOo--

I, CHERYL L. KYLE, a Certified Shorthand Reporter for the State of California, duly commissioned and a disinterested person, certify:

That the foregoing transcript, pages 1 through 55, was taken from an audio file as herein set forth;

That all audible statements of all parties contained on the audio file are contained in the foregoing transcript.

IN WITNESS WHEREOF, I subscribe my name on this 23rd day of August, 2021.



Cheryl L. Kyle, CSR No. 7014  
Certified Shorthand Reporter

Ref. No. 21187



<p><b>\$</b></p> <p><b>\$1.91 (1)</b> 10:9</p> <p><b>\$1500 (1)</b> 21:4</p> <p><b>\$2.57 (1)</b> 10:11</p> <p><b>\$25 (2)</b> 20:9,18</p> <p><b>\$250 (1)</b> 20:1</p> <p><b>\$2500 (2)</b> 21:8,12</p> <p><b>\$475 (2)</b> 16:7;31:21</p> <p><b>\$500 (1)</b> 20:20</p>	<p><b>26:13;41:1,18;49:2</b></p> <p><b>added (3)</b> 29:1;32:10,12</p> <p><b>adding (1)</b> 48:19</p> <p><b>addition (3)</b> 21:13;22:16,20</p> <p><b>additional (6)</b> 7:14;9:25;10:6; 22:23;23:5,23</p> <p><b>address (2)</b> 3:18;34:5</p> <p><b>addressed (1)</b> 3:9</p> <p><b>addresses (5)</b> 26:25;32:1;44:9; 46:2;50:2</p> <p><b>adds (1)</b> 26:14</p> <p><b>adjust (2)</b> 33:24,24</p> <p><b>adjustment (1)</b> 9:4</p> <p><b>adjustments (2)</b> 9:17;10:24</p> <p><b>administrative (1)</b> 52:14</p> <p><b>admissible (1)</b> 52:12</p> <p><b>adopt (4)</b> 17:22;21:4;40:12, 17</p> <p><b>adopted (1)</b> 39:14</p> <p><b>adopters (1)</b> 14:8</p> <p><b>adopting (1)</b> 33:7</p> <p><b>adoption (4)</b> 8:11;20:6,10;34:12</p> <p><b>advanced (1)</b> 19:8</p> <p><b>advantage (3)</b> 18:23;42:5,9</p> <p><b>advantageous (1)</b> 40:22</p> <p><b>affect (3)</b> 9:13;11:19;52:17</p> <p><b>affects (1)</b> 7:8</p> <p><b>affordable (3)</b> 8:4;22:8;33:12</p> <p><b>again (23)</b> 2:4;4:1;15:13,15; 17:1,6;18:25;19:11; 23:23;26:5;31:24; 34:15;36:25;38:6,24; 45:5;50:4;54:1,18,21, 23;55:4,5</p> <p><b>ago (1)</b> 52:15</p> <p><b>agree (1)</b> 51:19</p>	<p><b>ahead (5)</b> 34:4;47:5,17;51:6,8</p> <p><b>air (1)</b> 5:7</p> <p><b>Alcides (28)</b> 3:23;7:2,4,5;12:8, 14;13:24;24:18; 25:18,23;27:3;30:17, 23;35:17,18;36:10; 38:5,11;42:14;43:8,9, 13;44:15;45:4;46:15; 51:21;52:4;55:16</p> <p><b>align (1)</b> 8:6</p> <p><b>alignment (1)</b> 10:1</p> <p><b>all-electric (1)</b> 34:9</p> <p><b>alluded (4)</b> 12:14;13:24;14:19; 20:16</p> <p><b>alluding (1)</b> 19:21</p> <p><b>almost (1)</b> 48:22</p> <p><b>alternatives (1)</b> 37:14</p> <p><b>ambiguous (1)</b> 34:25</p> <p><b>ambitious (1)</b> 5:4</p> <p><b>amendments (1)</b> 22:25</p> <p><b>among (3)</b> 8:25;9:3,10</p> <p><b>amount (2)</b> 10:22;14:16</p> <p><b>amounts (1)</b> 32:12</p> <p><b>analysis (1)</b> 43:19</p> <p><b>analyst (1)</b> 48:1</p> <p><b>ancillary (1)</b> 26:12</p> <p><b>and/or (2)</b> 7:14;32:23</p> <p><b>Andy (1)</b> 39:20</p> <p><b>annually (3)</b> 17:15,24;38:19</p> <p><b>answered (5)</b> 2:23;3:5,11;44:13; 52:20</p> <p><b>apartment (2)</b> 48:4,9</p> <p><b>apologies (1)</b> 54:18</p> <p><b>appears (1)</b> 32:9</p> <p><b>apples (1)</b> 54:10</p> <p><b>appliances (1)</b></p>	<p><b>48:14</b></p> <p><b>application (1)</b> 31:15</p> <p><b>apply (1)</b> 25:5</p> <p><b>appreciate (5)</b> 50:12,25;51:16; 53:19;55:17</p> <p><b>approach (1)</b> 15:10</p> <p><b>approves (1)</b> 26:22</p> <p><b>approximately (1)</b> 26:15</p> <p><b>approximation (2)</b> 38:22,23</p> <p><b>around (1)</b> 22:12</p> <p><b>aspiring (1)</b> 30:8</p> <p><b>assess (1)</b> 31:6</p> <p><b>assessed (1)</b> 31:8</p> <p><b>Assistance (2)</b> 10:19;22:16</p> <p><b>attachment (1)</b> 20:6</p> <p><b>attending (1)</b> 55:4</p> <p><b>attic (1)</b> 48:6</p> <p><b>attorney (1)</b> 52:12</p> <p><b>audience (3)</b> 36:13;43:14;45:17</p> <p><b>audio (1)</b> 55:19</p> <p><b>August (1)</b> 23:12</p> <p><b>authorizes (2)</b> 36:8;45:1</p> <p><b>available (4)</b> 2:24;18:12;30:2; 38:25</p> <p><b>average (9)</b> 9:10;10:8,9,11,15; 17:14;40:1;41:3,7</p> <p><b>aware (1)</b> 23:22</p> <p><b>Awesome (1)</b> 29:3</p>	<p><b>15;44:12;49:18;51:1; 52:3;53:4</b></p> <p><b>backed (2)</b> 35:23;53:24</p> <p><b>bank (1)</b> 25:22</p> <p><b>base (1)</b> 14:21</p> <p><b>based (3)</b> 31:12;32:15;52:25</p> <p><b>batteries (3)</b> 18:22,23;21:12</p> <p><b>battery (4)</b> 8:12;18:24;20:19, 21</p> <p><b>battery-energy (2)</b> 29:14;30:7</p> <p><b>battery-only (1)</b> 30:13</p> <p><b>Beginning (1)</b> 2:1</p> <p><b>behind (1)</b> 21:25</p> <p><b>behind-the-meter (1)</b> 21:11</p> <p><b>Bella (2)</b> 49:19;51:1</p> <p><b>below (3)</b> 8:21;10:3;31:1</p> <p><b>benefit (4)</b> 4:23;8:13;21:15; 41:8</p> <p><b>benefits (2)</b> 14:20;32:14</p> <p><b>best (1)</b> 55:14</p> <p><b>better (6)</b> 5:8;8:6,8,13;39:17; 49:7</p> <p><b>big (1)</b> 24:18</p> <p><b>bill (2)</b> 22:15;27:18</p> <p><b>billing (1)</b> 10:20</p> <p><b>bills (1)</b> 10:10</p> <p><b>biogas (1)</b> 11:8</p> <p><b>bit (6)</b> 6:13;12:19,24;22:4; 23:7;30:15</p> <p><b>Board (13)</b> 2:14;4:14;6:22; 12:12;14:3,12;15:16; 23:13,14;26:21; 41:15;53:6,15</p> <p><b>body (1)</b> 35:9</p> <p><b>bonds (1)</b> 9:21</p> <p><b>both (5)</b> 5:8,18;6:19;30:3;</p>
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