

San Leandro Renewable 100 and Bright Choice Analysis

- To capture a full year with the current value proposition by Ava, the time period for analysis is from July 1, 2023 to June 30, 2024
- Analysis excludes Opted Out customers
- Bright Choice Savings and R100 Premium are compared to PG&E unless stated otherwise
- Customer groups are based on the most current customer enrollment information. Some customers in the BC or R100 groups may not have been on that product for the whole year

Table 1 - Annual Overview by Customer Class

Customer Class	Bright Choice			Renewable 100		
	Enrolled Customers as of Sept 2024	Annual Billed Usage (kWh)	Annual Bright Choice Savings	Enrolled Customers as of Sept 2024	Annual Billed Usage (kWh)	Annual R100 Premium
Commercial and Industrial	120	20,330,835	\$ 119,259	3,517	189,905,066	\$ 474,765
Municipal	24	2,126,530	\$ 16,053	250	6,279,263	\$ 15,700
Residential	8,366	42,223,650	\$ 338,299	20,797	97,665,449	\$ 244,184
Total	8,510	64,681,015	\$ 473,611	24,564	293,849,777	\$ 734,650

Table 2 - Annual Overview for CARE/FERA and Medical Baseline Customers

Product	Enrolled Customers as of Sept 2024	Annual Billed Usage (kWh)	Annual Bright Choice Savings	Annual R100 Premium
Bright Choice	5,955	21,730,552	\$ 177,578	-
Renewable 100	2,756	8,535,167	-	\$ 21,345

Note: CARE/FERA and Medical Baseline customers are defaulted to Bright Choice, but if a customer enrolls in these programs post-start of service, they may be on Renewable 100

Table 3 - Estimated Bright Choice Savings for R100 Customers

Customer Class	Enrolled Customers as of Sept 2024 [C]	Estimated BC Savings Compared to PG&E [A]	Billed R100 Premium Compared to PG&E [B]	Estimated Bill Difference Between R100 and BC [A + B]	Estimated Annual Bill Difference R100 and BC per Customer [A + B] / [C]
Commercial and Industrial	3,517	\$ 1,463,711	\$ 474,765	\$ 1,938,477	\$ 551
Municipal	250	\$ 46,806	\$ 15,700	\$ 62,506	\$ 250
Residential	20,797	\$ 784,924	\$ 244,184	\$ 1,029,108	\$ 49