

San Leandro Renewable 100 and Bright Choice Analysis 2025

- To capture a full year with the current value proposition by Ava, the time period for analysis is from July 1, 2024 to June 30, 2025
- 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 within groups may not have been on CARE/FERA, Bright Choice or Renewable 100 for the whole year

Table 1 - Annual Overview by Customer Class

Customer Class	Bright Choice			Renewable 100		
	Currently Enrolled Customers	Annual Billed Usage (kWh)	Annual Bright Choice Savings	Currently Enrolled Customers	Annual Billed Usage (kWh)	Annual R100 Premium
Commercial and Industrial	129	26,789,458	\$ 167,013	3,558	186,007,923	\$ 465,022
Municipal	26	2,583,572	\$ 18,519	252	6,226,527	\$ 15,568
Residential	7,897	40,643,595	\$ 305,390	21,486	97,791,217	\$ 245,403
Total	8,052	70,016,625	\$ 490,921	25,296	290,025,667	\$ 725,993

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

Product	Currently Enrolled Customers	Annual Billed Usage (kWh)	Annual Bright Choice Savings	Annual R100 Premium
Bright Choice	5,449	28,144,109	\$ 212,712.23	-
Renewable 100	3,459	19,239,069	-	\$ 48,190.62

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	Currently Enrolled Customers [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	3,558	\$ 1,360,911	\$ 465,022	\$ 1,825,932	\$ 513
Municipal	252	\$ 43,589	\$ 15,568	\$ 59,157	\$ 235
Residential	21,486	\$ 736,301	\$ 245,403	\$ 981,703	\$ 46