

Transcript of the Testimony of
FlexSTEP Discussion

Date:

Case:

CPS ENERGY MEETING

VOLUME 1 OF 1

VIDEO TRANSCRIPTION OF:

CPS ENERGY ZOOM MEETING CONVERSATION

FlexSTEP Discussion

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Furthermore, proper names were spelled phonetically.

Page 2

1 (Beginning of Zoom Transcription.)
 2 RUDY GARZA: Good afternoon, Cyrus.
 3 KATHLEEN GARCIA: Good afternoon,
 4 everybody.
 5 I'll go ahead and kick us off here.
 6 First, we'd like to welcome everyone to
 7 this meeting.
 8 Please know, up front, we are recording
 9 and it will be transcribed.
 10 I am going to offer a few logistical and
 11 opening comments and then look to the members of Sierra
 12 Club to see if they have any opening comments they
 13 would like to make as well.
 14 We have an hour today. So we are going
 15 to do our best to cover the topics at hand.
 16 However, we want to say right up front,
 17 please know that we stand ready to continue meeting
 18 past today. We very much support continuing this
 19 dialogue.
 20 I'll serve as timekeeper for us; and I'll
 21 provide periodic time checks.
 22 Participating in the meeting today are
 23 executives of our utility, who I believe you-all know.
 24 So I will highlight Rudy Garza, our chief
 25 customer engagement officer; Drew Higgins, our senior

Page 3

1 director of products and services; and Rick Luna,
 2 director of technology and product innovation.
 3 I highlight them because our STEP and
 4 FlexSTEP programs fall under their - Rudy's unit.
 5 In terms of approach, we have some slides
 6 that we've prepared and we are -- we are ready to move
 7 quickly through them.
 8 Yet, we also recognize that you may
 9 prefer to get straight to the conversation.
 10 If that's the case, we'll simply use the
 11 slides as topical components to support our discussion.
 12 In our materials and our discussion
 13 points, we have highlighted where we believe there are
 14 synergies, and where there may be some differences.
 15 Through this thoughtful and considerate
 16 conversation, we are very thankful to receive your
 17 input.
 18 And we know all of us on this call are
 19 very passionate about our community, our environment,
 20 and the services that this utility provides.
 21 So today, we really do look forward to
 22 the conversation.
 23 With that, Cyrus, Greg, Adam, all, I'll
 24 turn to you to see if you have opening remarks and
 25 thoughts on how you'd like to proceed.

Page 4

1 PAULA GOLD-WILLIAMS: Greg, I can't hear
 2 you.
 3 CRIS EUGSTER: I think you are on mute.
 4 GREG HARMAN: -- on another screen.
 5 But yeah, thank you very much.
 6 I noticed on the agenda is going to set
 7 up for introductions -- and maybe we don't want go all
 8 the way around the room, or we can. -- but I did want
 9 to just -- many of you do know Cyrus has been serving
 10 as the interim director for the State's [sic] Sierra
 11 Club for a number of years and long beyond that,
 12 conservation director, engages regularly as a lobbyist
 13 during the legislative sessions as a, kind of, a
 14 water-policy expert, and increasingly in the realm of
 15 energy -- clean energy.
 16 Adam -- I think a couple of you had a
 17 chance to meet when we -- prior to first releasing the
 18 recommendations that Adam works on with Optimal Energy.
 19 His background is in environmental
 20 analysis, economics and energy engineering.
 21 Coming to Optimal Energy, prior to that,
 22 was an energy manager for the city of Boston -- did I
 23 say that right? Boston? I don't know how you-guys do
 24 that.
 25 Where he worked on maintaining the city

Page 5

1 in the top one position with the ACEEE Scorecard.
 2 And prior to that, was the energy analyst
 3 at Johnson Controls.
 4 And my name is Greg -- he/him pronouns --
 5 local organizer out of San Antonio and journalist
 6 before that, going back to, I guess, to '07 when I
 7 first got here.
 8 So that's who is on the call.
 9 I think the interest in other folks may
 10 have -- Cyrus or Adam, feel free to interject.
 11 We wanted an opportunity to follow up on
 12 a conversation with staff that I thought it was a good
 13 one that we started back in the spring, and to be able
 14 to kind of come back around and revisit that in light
 15 of the work that's gone on inside of CPS.
 16 I know in the November presentation it
 17 was presented, all the different organizations y'all
 18 been in communication with before this goes about to
 19 (inaudible) in January of -- to be able to kind of
 20 close the loop on some of these recommendations and
 21 come to a clear understanding and what's moving forward
 22 and the rationale behind that.
 23 So I think limiting, you know -- Cyrus or
 24 Adam, if you would go through the presentation. I
 25 think both of you are familiar or saw what came out of

<p style="text-align: right;">Page 6</p> <p>1 the November board meeting. 2 But I'll close there and let other folks 3 step in. 4 Thank you. It is good to be here. 5 CYRUS REED: Yeah and if I can just say 6 one thing by means of introduction just why Sierra Club 7 hired out to Optimal Energy. 8 I want y'all to know, we weren't just 9 picking on CPS Energy. 10 Actually, last year we hired two 11 different folks; one was Optimal Energy to look at your 12 guys energy efficiency program. 13 And then we hired Frontier, which I know 14 has worked with you-guys to look at Austin Energy's 15 energy program because they -- Austin Energy was going 16 through their resource planning process, and we were 17 advocating certain goals. 18 So we never released the report. It was 19 more of an internal report, but we had Frontier to look 20 at some of their programs and some of their goals. 21 So we're not -- this is not picking on 22 CPS Energy. It is a goal of Sierra Club to get, in 23 particular, municipal utilities to, you know, get as 24 much energy savings and peak amount savings as 25 possible, especially when you have a long-term plan,</p>	<p style="text-align: right;">Page 8</p> <p>1 highlight some of the things that I think you've 2 already pulled out of the report that I found to be, 3 you know, key findings. 4 So, to start, I would just say that, you 5 know, having a program that delivers energy efficiency 6 renewables and demand responses is quite comprehensive. 7 So I want to commend you-all on having 8 that wide net that you're casting in the delivery of 9 your programs for your customers. 10 It is something that is, I think, frankly 11 the envy of other program administrators that I work 12 with where they are more limited by statute in what 13 they can do. 14 So I would say that a lot of the 15 agreements that we have are on some of the programmatic 16 approaches. 17 I saw that, you know, obviously, CPS 18 wants to continue delivering energy efficiency in 19 addition to these other services, such as demand 20 response and customer (inaudible) solar. 21 I think some of the questions that we had 22 were on some of the goal setting, both in the selection 23 of the goal type, being based on noncoincident peak 24 demand versus something like energy that you might 25 measure in kilowatt hours, or, actually, also therms</p>
<p style="text-align: right;">Page 7</p> <p>1 that's more than year to year. 2 So just to put that out there. 3 ADAM JACOBS: Sorry. Just a quick thank 4 you for having me today, and I'll clear up one quick 5 point is since I left the city of Boston they're now, I 6 believe, they are number two of the most energy 7 efficient city in the country. 8 I won't say it was all me, but, you know, 9 they no longer maintain the top spot. But I just 10 thought I'd throw that one out there. 11 I appreciate the opportunity to talk with 12 you-all today and learn more about how the FlexSTEP 13 planning has evolved since we last caught up, you know, 14 back in the Spring, Rick and (inaudible). 15 So looking forward to the discussion. 16 KATHLEEN GARCIA: So, Greg, Cyrus, Adam: 17 Are you wanting to make -- to bring forward any key 18 highlights of the report? Did you want us to flip 19 quickly or did you want to maybe dive into the 20 conversation about synergies, differences? And we can 21 just utilize the slides as discussion points. 22 Would -- how would you like to -- does 23 the latter sound like a good use of the 50 minutes that 24 remain? 25 ADAM JACOBS: I can just quickly</p>	<p style="text-align: right;">Page 9</p> <p>1 for the gas side of the business. 2 Then the quantification of how you set a 3 goal, particularly, for a longer term, ten-year 4 planning cycle, in that we usually see -- in fact, CPS 5 did this for the past ten-year plan cycle. 6 We see independent market potential 7 studies conducted to determine how much both technical 8 and economically viable energy efficiency and demand 9 response potential exists. 10 So those were some of the higher level 11 things. There are certainly some of the smaller 12 details on, you know, effectiveness of commercial solar 13 incentives given the rate that it is at -- for a fixed 14 amount of rate for larger systems that we can get into. 15 But I think given the time crunch, the 16 goal setting was one of the main things that I thought 17 would be a productive conversation for today. 18 And I am happy to hear any sort of 19 responses to those. 20 I do see you have the slides here so I 21 can jump down to those if that is helpful. 22 KATHLEEN GARCIA: We do think Rick is 23 prepared to screenshare. So he can share the slides, 24 any one that he wants to refer to. 25 RICK LUNA: Okay. Can everyone see my</p>

<p style="text-align: right;">Page 10</p> <p>1 screen there?</p> <p>2 KATHLEEN GARCIA: Uh-huh.</p> <p>3 RICK LUNA: Great. Well, okay. If you'd</p> <p>4 like I can maybe start with -- you brought up a couple</p> <p>5 of points.</p> <p>6 Perhaps we can start with the discussion</p> <p>7 around the goal-setting question that you asked. We</p> <p>8 have a slide relative to that. I'll jump right to</p> <p>9 that.</p> <p>10 You know -- we, again -- well, let me</p> <p>11 just start by saying, we do want to say thank you so</p> <p>12 much for the feedback that we received from you. It</p> <p>13 was very detailed.</p> <p>14 We spent a lot of time studying it. And</p> <p>15 so we are very much -- are looking forward to today's</p> <p>16 discussion to really delve into the details of that.</p> <p>17 We do want to say one thing, we -- you</p> <p>18 will see throughout the slides. We are using the term</p> <p>19 "ESG" relative to the Environmental Stakeholder Group.</p> <p>20 We do that as a general term.</p> <p>21 You guys, of course, have been leaders at</p> <p>22 Sierra Club, Environment Texas, as well as the leaders</p> <p>23 in that group.</p> <p>24 We'll use that generally for the</p> <p>25 information that we're presenting today.</p>	<p style="text-align: right;">Page 12</p> <p>1 So I think that would be really good as</p> <p>2 people view this as a public document, rather than</p> <p>3 community setting or an institutional setting; that</p> <p>4 would be helpful.</p> <p>5 So just a request.</p> <p>6 CYRUS REED: Yeah. I mean, he mentioned</p> <p>7 Environment Texas as well because they also put out</p> <p>8 some recommendations.</p> <p>9 I don't know if they were invited to this</p> <p>10 call, but that was the other group with some specific</p> <p>11 recommendations.</p> <p>12 I know that they put something out there.</p> <p>13 RICK LUNA: That's correct. We did</p> <p>14 receive feedback from Environment Texas, which,</p> <p>15 frankly, they endorsed your report and then had some</p> <p>16 additional comments around solar targets in addition to</p> <p>17 that.</p> <p>18 So we did reference them on that slide.</p> <p>19 PAULA GOLD-WILLIAMS: Hey, Rick.</p> <p>20 RICK LUNA: Sorry. Go ahead.</p> <p>21 PAULA GOLD-WILLIAMS: Rick, this is</p> <p>22 Paula.</p> <p>23 So good point, Greg. What we can make</p> <p>24 sure -- and I affirm your request that you want this to</p> <p>25 be primarily representation of Sierra Club.</p>
<p style="text-align: right;">Page 11</p> <p>1 And, again, very much appreciate the</p> <p>2 leadership roles that you had for, you know, as</p> <p>3 advocates for stuff from the very beginning.</p> <p>4 I think that -- again, I think we would</p> <p>5 all agree that STEP has lived up to its goals and</p> <p>6 really has become a fifth fuel in our portfolio -- has</p> <p>7 lived up to that promise.</p> <p>8 And with the thanks out of the way, let</p> <p>9 me just jump to --</p> <p>10 GREG HARMAN: Rick --</p> <p>11 RICK LUNA: -- the goal --</p> <p>12 GREG HARMAN: Sorry. Real quickly.</p> <p>13 RICK LUNA: Absolutely, Greg.</p> <p>14 GREG HARMAN: I think it will be helpful</p> <p>15 to -- because there are so many constellations of</p> <p>16 community organizations appearing in different places</p> <p>17 which I think maybe contributed to some of the</p> <p>18 misunderstanding about who's communicating with whom,</p> <p>19 that for the purpose of this call, that we refer to the</p> <p>20 Sierra Club rather than "Stakeholders" because I don't</p> <p>21 want to misrepresent who is on the call or where this</p> <p>22 came from.</p> <p>23 It was a Sierra Club product prior to</p> <p>24 Covid, obviously, and prior to a lot of other community</p> <p>25 activity that's developed since then.</p>	<p style="text-align: right;">Page 13</p> <p>1 So let's make sure we are documenting</p> <p>2 that in the -- in this -- in this conversation.</p> <p>3 I will tell you that the way that we look</p> <p>4 at the strategy and the way that we are trying to do</p> <p>5 something comprehensively, we really have taken into</p> <p>6 consideration the meetings that we've had with the</p> <p>7 bigger group, the feedback that we've gone through.</p> <p>8 But we will try our best to focus on</p> <p>9 Sierra Club in this case.</p> <p>10 But know that our design has been</p> <p>11 comprehensive from that standpoint.</p> <p>12 Can we proceed under that?</p> <p>13 GREG HARMAN: Yeah. I recognize that,</p> <p>14 and that reflects kind of an ongoing conversation with</p> <p>15 the stakeholders, which -- again, as was described in</p> <p>16 the November board meeting -- was fairly high level.</p> <p>17 It is hard -- in a report like this is</p> <p>18 where we have the opportunity to dig down and get into</p> <p>19 the sand a little bit.</p> <p>20 I just, you know, for the purpose of</p> <p>21 representation, I don't want any of the other</p> <p>22 organizations who are part of the stakeholders or</p> <p>23 wherever that process goes, to feel like we were trying</p> <p>24 to step in front or speak for those groups.</p> <p>25 This is primarily to address kind of key</p>

<p style="text-align: right;">Page 14</p> <p>1 elements of the Optimal report and gets clarity on 2 where things are moving forward in relation to those 3 recommendations. 4 So thank you. I agree with that. 5 PAULA GOLD-WILLIAMS: Okay. Sorry, Rick. 6 Go right ahead 7 RICK LUNA: All right. Thank you, Paula. 8 So we put together this slide to 9 highlight, you know, the differences with respect to 10 how we set the goal for the STEP program. 11 As you know, the original STEP program 12 was measured in NCPs. 13 We have -- you know, our approach has 14 been to continue that, and for a couple of reasons that 15 I will highlight. 16 You know, first of all, let me say, 17 obviously, you know this: Goals matter. How you 18 measure a program will ultimately determine the types 19 of measures, the types of approaches that you use in 20 building a portfolio. 21 So that inherently gives a critical 22 point. We feel like NCP is a broad measure that is 23 reflective of how customers use energy. 24 So what do we mean by that? 25 You know when you think about a goal,</p>	<p style="text-align: right;">Page 16</p> <p>1 RICK LUNA: Sure. 2 ADAM JACOBS: So I fully agree with, you 3 know, set your target based on coincident peak, you 4 will drive or you will motivate, you know, the program 5 to go after things like demand response. 6 Our recommendation was not to solely 7 focus on coincident peak, but rather peak demand 8 savings, which you would measure on the right side of 9 your table here, but also energy savings. 10 And one thing -- I want to make sure we 11 are not (inaudible) here -- is energy is measured in 12 kilowatt hours and therms. 13 The way that you're measuring the 14 performance of noncoincident peak is a kilowatt 15 measure. That's an instantaneous demand reduction. 16 It does not account for the duration of 17 that reduction. 18 So -- so fully agree that you do want to 19 be able to get at those other measures. You want to 20 get at insulation. You want to get at, you know, 21 things that are not, you know, just peaking measures. 22 But the -- pardon the pun -- the 23 "optimal" way to do that, as our report highlights is 24 to target energy consumption or energy use. 25 So, again, I just want to make sure that</p>
<p style="text-align: right;">Page 15</p> <p>1 that would be narrowly focused on the peak; that would 2 place a lot of emphasis on measures that are aligned 3 with, you know, summer afternoons. 4 So things like demand response and things 5 like air conditioning programs would -- would be 6 rewarded in a CP-type of focus. 7 But we know that we have lots of 8 customers where strip heating, where insulation, you 9 know, really drive winter savings. 10 So we feel like that broader measure is 11 more reflective of how customers use energy. 12 Plus, the fact that, you know, winter 13 peak is becoming more of an issue -- more of a thing in 14 Texas than maybe it used to be ten years ago. 15 So we feel like it's a broader measure 16 that will promote more equity and, ultimately, it will 17 drive decisions that are more reflective of community 18 values. 19 So we have a second slide that I'll turn 20 to. It will kind of highlight what we are talking 21 about there. 22 ADAM JACOBS: Rick, if I might, can we go 23 back one? 24 I just want to ask a follow-up question 25 on this.</p>	<p style="text-align: right;">Page 17</p> <p>1 when we are saying "energy" that is measured in 2 specific units, and noncoincident peak is not a measure 3 of energy. That is a measure of demand 4 RICK LUNA: That is right. 5 You know, uh, so the way we would think 6 about that is, you know, the goal that we set for the 7 program is -- is, basically, the headline, right? 8 And for ten years, was our goal. 9 But it wasn't the only goal, right? 10 We -- as an offshoot of that -- were 11 calculating energy savings. We were calculating 12 participation by program, cost effectiveness, and 13 emissions reductions; all of which are encompassed in 14 the reports that we produce every quarter and every 15 year and report on, right? 16 So -- so I hear your point, and I agree. 17 Obviously, demand reduction doesn't 18 encompass energy, but I think the larger point that we 19 have is that -- you know, whatever that headline goal 20 is going to drive the behavior of your portfolio, or it 21 is going to drive the priorities of your portfolio. 22 And for that perspective, we felt like 23 NCP is a broader measure and it is more reflective of 24 some of the community programs that we think are 25 important, and broadened participation.</p>

<p style="text-align: right;">Page 18</p> <p>1 So, if it is okay, I'll jump to the next 2 slide to try to highlight that point, unless there's 3 another question here. 4 ADAM JACOBS: No, that's fine 5 RICK LUNA: Okay. So I just want to 6 highlight what we are talking about here. 7 Is -- what we did is we went back and 8 looked at our portfolio of programs to highlight sort 9 of this tilt that would have happened if we were to 10 focus on coincident peak. 11 So what we have done here is -- is lay 12 out the programs to indicate the ones that are high 13 coincidence with the peak. 14 This is the CPS system peak. 15 And, of course, no surprise our demand 16 response programs are right there. 17 Our residential HVAC rebate program is 18 right there. 19 All of -- all of these programs that we 20 know save most of their energy -- I'm sorry -- most of 21 peak demand occurs, you know, in the summer afternoons. 22 If you look over to the right, you see 23 the programs that we've highlighted as sort of the 24 lower ones on that CP scale. 25 So this is where we think that that tilt</p>	<p style="text-align: right;">Page 20</p> <p>1 And, again, for traditional energy 2 efficiency programs, I have not seen any example 3 anywhere elsewhere else where noncoincident peak is the 4 primary or even any part of the goal structure. 5 If there are examples that you can refer 6 me to, I would love to see them. 7 But I think things like weatherization 8 and things like, you know, lighting as you mentioned 9 are best quantified by looking at the actual energy 10 reduction that accounts for that delta of the wattage, 11 the reduction in -- in kilowatts over a period of time. 12 So what in effect -- and I do acknowledge 13 that, yes, in the reports you do report out those 14 factors, which is where we were able to do some 15 benchmarking of CPS's performance against other 16 utilities in terms of energy savings. 17 But, again, if you are trying to optimize 18 a portfolio of efficiency measures -- and I'll leave 19 efficiency to the side for the moment because I do 20 think it does make -- obviously, you know, you are 21 going to measure demand in kilowatts, and that's your 22 demand response portfolio. 23 But if you're measuring energy efficiency 24 measures, the wattage reduction matters, but equally 25 important is how long does that wattage reduction last.</p>
<p style="text-align: right;">Page 19</p> <p>1 would be away from these types of programs. 2 Weatherization is one that has got a high 3 winter peak savings value and less -- less on peak 4 because a lot of the measures are envelope measures; 5 and that's where the insulations and strip heating 6 comes into play. 7 Likewise, even some of our solar programs 8 and some of our lighting programs. 9 Which I will point out with lighting is a 10 huge energy efficiency saver, right? 11 Because the conversion from LED -- to an 12 LED is big in terms of energy but less so in terms of 13 coincident peak value. 14 And so -- anyway, again, the main point 15 here being that that goal matters that we set. 16 And we feel like, you know, trying to run 17 a broad portfolio that addresses a lot of different 18 needs, you know, NCP gives us more flexibility to layer 19 in these types of more community focused programs. 20 ADAM JACOBS: Right. 21 RICK LUNA: On this topic, let me see if 22 you have any other questions. 23 ADAM JACOBS: So, I guess, the way this 24 is displayed is, is saying that two options are to 25 target coincident peak or noncoincident peak.</p>	<p style="text-align: right;">Page 21</p> <p>1 So, you know, there are technical 2 reference manuals abound throughout the US that 3 quantify hours of operations for various pieces of 4 equipment that lead into the overall savings associated 5 with the measures being delivered. 6 So, I guess, the point is not to set, you 7 know, a single goal for various services. 8 I think I started off my point here and 9 that you have a very comprehensive portfolio of various 10 services, and I think the way you measure the 11 effectiveness of those different services, be it demand 12 response or energy efficiency, it -- it matters. 13 Optimizing your goals for those various 14 services may require looking at different metrics for 15 different services. 16 And one thing I'll just return back to 17 here is this does not give you any mechanism to account 18 for natural gas savings, which may be captured through 19 some of the work you're doing through weatherization, 20 through other measures. 21 But a comprehensive, you know -- uh, 22 modern program targets both electric and gas energy 23 savings potential. 24 So I'll just, you know, reiterate the 25 comprehensive goals would lend itself better to the</p>

<p style="text-align: right;">Page 22</p> <p>1 comprehensive portfolio of measures that CPS delivers 2 right now. 3 RICK LUNA: Fair enough. 4 I will -- I will -- again, just two 5 comments on that. 6 One is, traditionally, natural gas 7 efficiency has not been a component of the STEP 8 program. 9 Not to say that -- we do have a gas 10 rebate program, but that's not encompassed in our STEP 11 and it is not part of the savings that we -- that we 12 report. 13 It was specifically focused on electric 14 demand savings, STEP, that is. 15 The other thing is, you know, we read the 16 report -- the Optimal report; and, uh, you know, there 17 were some language in there that was pretty strong 18 about NCP not having societal value -- societal value or 19 delivering savings and so forth. 20 We took issue with that comment just 21 because we do think -- and, again, we do report on 22 those numbers, and we've seen, you know, significant 23 emission reductions from our portfolio approach. 24 Maybe this issue about, you know, whether 25 CP or NCP, is really more around -- uh, you know, what</p>	<p style="text-align: right;">Page 24</p> <p>1 all of that is quantified. 2 And we can share a copy of that if y'all 3 don't already have it. 4 CYRUS REED: Yeah. I guess my thinking 5 is, rather than get in a he said/she said, CP versus 6 NCP, if there is a way to get -- I think what Sierra 7 Club cares more about than anything else is energy 8 savings because that's where you get the most benefit 9 to consumers, but also you get benefits in terms of 10 emissions. 11 You know, if you don't have to run a 12 power plant, then you don't produce those emissions, 13 right? 14 And so, I think it would be important to 15 know that number and then as you-guys think about the 16 next ten years, you know -- we put out -- I say "we" -- 17 Adam put out a recommendation of 1.5 percent that is 18 more aggressive than most utilities in Texas. 19 It is less aggressive than some utilities 20 around the country. 21 Okay. So you've got .84 percent annual 22 electric savings. 23 So I guess I would, you know, just 24 reacting to that -- and, you know, Adam was suggesting 25 that 1.5 percent is achievable.</p>
<p style="text-align: right;">Page 23</p> <p>1 you want to emphasize in your portfolio. 2 And you said that we have a broad 3 portfolio. I think it is an outcome of the goal that 4 we have set. 5 So I think it has worked well from that 6 perspective. 7 But, I guess, I'll stop there and see if 8 we want -- I don't want to eat all the time on this one 9 subject. 10 CYRUS REED: Hey, Rick? 11 RICK LUNA: Shall we move on to the next 12 topic? 13 CYRUS REED: Rick, you mentioned that 14 you-guys already met for things like energy savings. 15 Your overall goal is set on the NCP, but you are 16 measuring energy savings. 17 What are -- what have you achieved in 18 terms of annual savings on said annual basis? What 19 percentage? 20 Do you know the answer to that? 21 RICK LUNA: I don't know that off the top 22 of my head. We did produce a report -- uh, last 23 November that was a ten-year look-back of the STEP 24 program, where all of those numbers are laid out, both 25 the kilowatt hour savings, the emission reductions --</p>	<p style="text-align: right;">Page 25</p> <p>1 I mean, maybe it is thinking about 2 whatever you use for peak savings, what kind -- can you 3 set a secondary goal of energy savings and can you look 4 at the potential -- you know, what would it cost to get 5 to 1.5 percent annual savings? 6 So rather than having a big debate about 7 coincident versus noncoincident peak, I think what we 8 really care about is energy savings because that's what 9 most consumers care about. 10 So I am wondering if that is something 11 that, you know, I don't know whether it is through your 12 RFP, or if that is something you can think about. 13 Or a potential study to look at how could 14 we -- as we do all of these programs, how could we 15 really prioritize energy savings going forward? 16 I'll say Austin Energy did set through 17 their resource plan, they set a 1 percent goal, which 18 they have been meeting. 19 And, you know, we know that a lot of 20 utilities -- Adam had some examples from Los Angeles 21 and a lot of states are setting 2 or 3 percent goals. 22 So, you know, we thought 1.5 percent was 23 a reasonable sort of thing to aim for. 24 And knowing that you may not be able to 25 achieve that in the first year of a ten-year program,</p>

<p style="text-align: right;">Page 26</p> <p>1 but that would be the goal to work towards. 2 I don't know if that is something 3 you-guys can think about. 4 PAULA GOLD-WILLIAMS: Hey, Cyrus. This 5 is Paula. 6 I think, yes. 7 I think trying to set a secondary goal 8 can make sense. And, you know, we have the data in 9 there, but haven't cited. 10 We do have other goals all over the place 11 and other things that we measure. 12 But I think the request to set a 13 secondary goal matters, and you-all raise a, you know, 14 very viable point about that. 15 I would like us to move on and talk about 16 the thing that constrains us the most is this ability 17 to try to figure out the balance of how much emphasis 18 to put on this program versus other things that are in 19 our portfolio, which is primarily constrained by our 20 funding requirement. 21 I want to get to that. 22 But is there -- before we do that, is 23 there another point in the report that you want to 24 emphasize? 25 ADAM JACOBS: Yeah. And it nicely segues</p>	<p style="text-align: right;">Page 28</p> <p>1 have even more constraints based upon this year. 2 So we hear you, and we would be glad to 3 kind of explore that. 4 But it is not infinite because the 5 funding doesn't come from anywhere else but the 6 customers. That's our challenge. 7 Let us go talk about that, and then we'll 8 circle back around to your comment about that. 9 ADAM JACOBS: Sure. 10 CYRUS REED: I know less about your guys 11 uh -- I know because I serve on the local, kind of, 12 advisory, uh, utility commission in the city of Austin. 13 It is an advisory group. It is not a -- 14 you know, we don't set the policy. We make 15 recommendations, basically. 16 So I know a lot more about Austin Energy. 17 But do you -- are you guys using just 18 general revenue from base rates to fund these programs? 19 You don't have a specific energy efficiency rider or 20 something like, right, to fund these programs? 21 PAULA GOLD-WILLIAMS: We have -- we have 22 a specific ordinance that allows us to create, uh, 23 equal value for what we are saving. 24 So it is actually a very progressive 25 program.</p>
<p style="text-align: right;">Page 27</p> <p>1 into your point there, Paula. 2 One note I am seeing here on this slide 3 is the cost one; and I completely agree with your 4 point. 5 You know our recommended goals are based 6 on, one, what CPS has done in the past; and, two, what 7 other similarly situated utilities can and do achieve. 8 But the way you would specifically 9 determine how much it would cost to get there and 10 you're getting at your budget constraint would be to 11 conduct those independent potential studies. 12 That's the industry standard practice for 13 how you go about determining cost achievable, 14 potential, and determining what -- you know, what are 15 your, you know, budget constraints. 16 So that's what we see done all around the 17 country. 18 PAULA GOLD-WILLIAMS: Okay. I will say 19 about this: The goal isn't always to figure out 20 where -- whether or not you can reach for something 21 based upon the community. 22 Part of the thing that we have to do all 23 the time is to know the constraints that we have. 24 We had tremendous financial constraints 25 before we ever got to Covid, and now we're going to</p>	<p style="text-align: right;">Page 29</p> <p>1 In other words, when we size it out, and 2 design it based upon the savings that are supposed to 3 be achieved, then we get reimbursed. So it is a 4 mechanism above base rates. 5 CYRUS REED: Okay. But what I am saying 6 is, there's not -- in your rate design, there is not a 7 line item that funds this program? 8 It is more you look overall at your 9 revenues, you look at your goals, and you try to match 10 those together? 11 PAULA GOLD-WILLIAMS: It is designed. It 12 is designed inside of our rates, but it is called -- 13 it's treated like, uh, like fuel. 14 And that's when -- with -- what Rick 15 mentioned we call it the fifth fuel. 16 So it actually has some perfection to it 17 because -- just like we would go out and buy a 18 commodity of this fuel, whatever we're costing inside 19 through the program rolls through the bills 20 automatically. 21 So that -- you know, it really has a 22 self-contained mechanism to make sure that we recover 23 what we invest into the program. 24 It is built and designed to do that. 25 It doesn't look like a rider, but it is</p>

<p style="text-align: right;">Page 30</p> <p>1 coming through the fuel factor.</p> <p>2 CYRUS REED: It is part of the fuel</p> <p>3 factor?</p> <p>4 Okay. I got it.</p> <p>5 PAULA GOLD-WILLIAMS: Yes. Yes.</p> <p>6 Okay. Rick, I'll turn it back over to</p> <p>7 you and we'll just keep talking about.</p> <p>8 Because we do want to keep evolving.</p> <p>9 Go ahead, Rick.</p> <p>10 RICK LUNA: Okay. And thank you, Paula.</p> <p>11 And we just have a short set of slides</p> <p>12 here. We just talk about how we are thinking about</p> <p>13 this decision and cost, and what is the appropriate</p> <p>14 size of the program and so forth.</p> <p>15 You've seen this slide. We show this at</p> <p>16 the board every time.</p> <p>17 You know financial responsibility and</p> <p>18 affordability are critical components of everything we</p> <p>19 do.</p> <p>20 About a year ago, we kicked off a number</p> <p>21 of focus groups, surveys, and so forth -- really trying</p> <p>22 to get at this issue of, you know, how customers are</p> <p>23 thinking about efficiency and conservation, and what is</p> <p>24 their willingness to pay for these programs.</p> <p>25 I want to share this graph that -- that</p>	<p style="text-align: right;">Page 32</p> <p>1 competitive rates.</p> <p>2 So that helps frame up our thought</p> <p>3 process about the future and what FlexSTEP could look</p> <p>4 like and what we have done here is set up a table to</p> <p>5 show you -- you know, again, you know, bill impact at</p> <p>6 different funding levels.</p> <p>7 So I'll just call out, you know, if we</p> <p>8 were to double the STEP program, you know, we would get</p> <p>9 \$7 a month.</p> <p>10 If we were to triple the STEP investment,</p> <p>11 it would be \$11.</p> <p>12 So it really starts to grow quite a bit.</p> <p>13 We did take a look at the goals that we</p> <p>14 are setting in your reports.</p> <p>15 We got lots of cost data. We got lots of</p> <p>16 experience.</p> <p>17 We came up with an estimate of about \$1.5</p> <p>18 billion to achieve the targets that you laid out.</p> <p>19 You can see that translates to about \$8 a</p> <p>20 month.</p> <p>21 So getting back to -- you know, she</p> <p>22 quoted the loop on the discussion of cost. That was</p> <p>23 sort of our early look at what we think that would</p> <p>24 cost.</p> <p>25 So I'll stop there.</p>
<p style="text-align: right;">Page 31</p> <p>1 if you look there.</p> <p>2 We ask customers, "How much are you</p> <p>3 willing to pay per month to support efficiency and</p> <p>4 conservation?"</p> <p>5 And you will see kind of a sweet spot</p> <p>6 there, is \$1 to \$5 or \$60 a year.</p> <p>7 And after that, the support really, you</p> <p>8 know, drops off, you know, 10 percent and 3 percent.</p> <p>9 Now, 40 percent of customers said, you</p> <p>10 know, we are not really willing to pay anything.</p> <p>11 Well, we don't think it is viable. These</p> <p>12 programs are important, you know. And efficiency is</p> <p>13 important.</p> <p>14 So we are really focused in on that -- on</p> <p>15 that sweet spot.</p> <p>16 Again, we shared this slide that shows --</p> <p>17 this is our bill view today -- gas and electric --</p> <p>18 combined bill for the last 12 months.</p> <p>19 You will see there, you know, what we are</p> <p>20 spending on conservation programs in the green,</p> <p>21 relative to other markets.</p> <p>22 You know, the basic take-away there is we</p> <p>23 are underneath that sweet spot -- underneath that \$60</p> <p>24 per year. We are in about \$49.</p> <p>25 And yet, we are able to maintain very</p>	<p style="text-align: right;">Page 33</p> <p>1 ADAM JACOBS: Yeah.</p> <p>2 RICK LUNA: Would you like me to do</p> <p>3 another slide before I hand it over?</p> <p>4 PAULA GOLD-WILLIAMS: I'm sorry. Can you</p> <p>5 indulge us for, like, a few minutes because I really</p> <p>6 want him to get to those other slides.</p> <p>7 Because it is not -- you know, from the</p> <p>8 original thing that we talked about. Like, we can set</p> <p>9 traditional goals.</p> <p>10 It gets to be prioritization of the STEP</p> <p>11 potential, relative to other things that we are being</p> <p>12 asked to do, like, close coal and -- which we</p> <p>13 understand is extremely important.</p> <p>14 And so -- so I really -- if you could</p> <p>15 give us just a couple of minutes and -- Rick, go very</p> <p>16 fast.</p> <p>17 And then we'll turn it over to you.</p> <p>18 GREG HARMAN: Just real quick, and I'm</p> <p>19 not sure who's watching the stack on the comments, but</p> <p>20 I just wanted to drop something in when we talk about</p> <p>21 the economics, right?</p> <p>22 I think one of things from the community</p> <p>23 level, uh, a frustration maybe is an expectation on</p> <p>24 messaging.</p> <p>25 When the message is simply, you know,</p>

Page 34

1 "Will you pay more for this or less for that?"
 2 We know that the full cost of some of our
 3 energy decisions are not reflected in the amount of
 4 energy somebody uses in their home, but there's
 5 external cost.
 6 I think utilities -- a city owned utility
 7 can -- you know, in a city, like, working through,
 8 like, the CAAP.
 9 So the CAAP develop did a really poor
 10 job, I think, especially on the first draft and got a
 11 lot of important blowback because it wasn't reflecting
 12 the potential benefits of making potential -- you know,
 13 some of these decisions that are typically called
 14 "environmental decisions."
 15 But there is -- there is a larger cost to
 16 certain energy choices that I think sometimes that --
 17 that utility could be communicating in surveys such as
 18 this, for instance.
 19 I then dropped in the Chat just a note
 20 and if we get to in the course of this conversation --
 21 a potential for rolling in gas into the STEP, or at
 22 least beginning to measure, in a way that the
 23 conservation and zeroing out those emissions is a
 24 priority.
 25 Thanks.

Page 35

1 RICK LUNA: Okay. Okay.
 2 So I'll just touch on two slides, as
 3 Paula said.
 4 So this slide shows you going from 70
 5 million a year to 210 million a year.
 6 It shows you that bill impact.
 7 Of course, it jumps to \$11 a month.
 8 So that is an increase of about \$7 -- a
 9 little more than \$7 per month in the customer bills.
 10 And that's important because we frame it
 11 up here in this slide where we show you that's \$7.
 12 But also with a high and low case for the
 13 Flexible Path, and then the closure of Spruce 1 and 2.
 14 We'll note that this does not include any
 15 amounts for, you know, everyday maintenance and
 16 operations and growth in our service, number of
 17 customers, and so forth.
 18 So I think to Paula's point, this is
 19 really to show you these decisions altogether, right?
 20 So if you stack these on top of each
 21 other, you know, we are way beyond the \$5 that we had
 22 talked about earlier.
 23 So that's why we had the discussion
 24 around the prioritization and the community decision on
 25 these big issues.

Page 36

1 So I'll stop there.
 2 GREG HARMAN: I think the mayor brought
 3 it up at this last board meeting is what are the
 4 assumptions that are baked into when you talk about
 5 closing Spruce 1 and 2?
 6 Are you talking -- are these -- this \$12
 7 figure about closing both units in 2021? Both units in
 8 2030?
 9 Maybe we can hear a little bit more about
 10 that as we transition back to the STEP itself.
 11 PAULA GOLD-WILLIAMS: I'll step in and
 12 then Cris can clean it up.
 13 So (inaudible).
 14 What we know is that we currently have
 15 over a billion dollars in debt and over a billion
 16 dollars in asset value associated with those units.
 17 And I think we are loudly hearing the
 18 fact about, "What can you do by 2030?"
 19 What exact year that is -- it is
 20 tomorrow?
 21 Are we going to get in a situation where
 22 the demand, you know, gets clarity and we figure out
 23 the timing?
 24 But I think in general, we are just
 25 saying a general estimate of the values that we see

Page 37

1 today.
 2 By 2030, those units will not be
 3 significantly depreciated, and the debt on those units
 4 will not be gone, particularly relative to Spruce 2 --
 5 to Spruce 2.
 6 So they're general estimates and it is
 7 tied primarily to those values.
 8 But what happens for us -- and I don't --
 9 it is not because we are trying to defend anything. We
 10 have to push that values -- those values, particularly
 11 the asset value through the financials.
 12 When we do that, it drops a lot of
 13 negativity to the bottom line.
 14 Then when we go and get compared by the
 15 rating agencies and the bondholders, we've just got to
 16 deal with that.
 17 So that drives rate increase support and
 18 that number also assumes we are replacing the capacity.
 19 And we made some (Zoom sound
 20 interruptions) probably isn't that expensive.
 21 So the majority of that cost is coming
 22 from the asset (inaudible).
 23 GREG HARMAN: Thank you for that.
 24 We are moving away from Adam and
 25 Optimal's report a bit, but I do want -- obviously,

<p style="text-align: right;">Page 38</p> <p>1 worth noting that analysis done within, like a Synapse 2 (phonetic) Reports don't necessarily be -- aren't 3 reflected or jive with what maybe we are hearing from 4 CPS and that's because there is a lack of information 5 sharing. 6 I recognize the previous discussions and 7 justifications for that. 8 But I just want to drop that note in and 9 maybe turn it back to Adam. 10 ADAM JACOBS: Yeah. If I may, I do have 11 a question on or just a point of clarity on Slide 14. 12 If you can jump back there, Rick. 13 KATHLEEN GARCIA: While you're 14 transitioning, I will just point out that we have about 15 15 minutes remaining. Just time check. 16 ADAM JACOBS: Thank you, Kathleen. 17 So -- so as I totally understand, you 18 know, this is a common exercise conducted. 19 One thing that jumps off the page to 20 me -- which I don't think we talked about it all is 21 that last bullet point. 22 In that 82 percent of the respondents 23 indicated that they were not aware that STEP is funded 24 from their monthly electric bills. 25 This is something that we see in a lot of</p>	<p style="text-align: right;">Page 40</p> <p>1 those dollars are being used most effectively. 2 So while I think coincident peak demand 3 is a great measure of a demand response program, 4 perhaps fine-tuning the energy efficiency part of the 5 portfolio to better reflect the metric that optimizes 6 that specific service, you know, is -- is spot-on with 7 exactly of [sic] what you're looking to accomplish 8 here. 9 So those are just two quick points on 10 that. 11 CYRUS REED: And I will add to that 12 point. 13 I started to put something in the Chat. 14 I just put it in the Chat. 15 Is -- if you go to that next slide, Rick. 16 Where you compare the utilities. Well, 17 maybe this is -- I guess it is rates versus bills. 18 One thing to consider is -- yeah, you 19 probably don't want to quadruple or triple the amount 20 you're spending on STEP immediately. 21 But remember that if you do expend STEP, 22 and particularly it is focused on energy efficiency, 23 then people's bills may not really go up by \$5 or \$7 24 because they are also using less energy. 25 So the impact may not be as great as if</p>
<p style="text-align: right;">Page 39</p> <p>1 places where, frankly, there is just not a great 2 understanding of how these programs are structured -- 3 where the funding comes from, who is even eligible for 4 them -- which is why we do spend a significant amount 5 of time and energy on marketing and outreach. 6 So I think drawing conclusions off of 7 this with an understanding that a vast majority of 8 customers actually don't understand what they are 9 paying for and how is maybe a little broad. And I 10 wouldn't draw a lot of conclusions off of that 11 necessarily. 12 I would just add to this, you know, 13 understanding cost constraints are real. I understand 14 you have a number of other things you're working into 15 the portfolio, looking at generating assets. 16 I would just say that, you know, 17 understanding you are constrained, you do need to fit 18 it into a broader budget. 19 That to me, gives even more reason to set 20 goals with a much finer and more granular view of which 21 goals you're setting for which services. 22 So I understand the ease of a single 23 top-line goal, but understanding that you are 24 constrained capitally, and you can only do so much. 25 It is really important to make sure that</p>	<p style="text-align: right;">Page 41</p> <p>1 you just look at it as if -- as if everything is 2 additive. 3 So I think that's one thing that needs to 4 be factored in. 5 Example is Austin. Austin has probably 6 higher rates than San Antonio, but because, I think, 7 they have done a pretty good job on energy efficiency, 8 Austinites -- and, again, it is very different because 9 Austin has very modern buildings and people live in 10 different types of homes. I understand all of that, 11 right? 12 But in general, Austinites use less 13 energy on a per month basis. 14 So even if they are spending a lot of 15 money on rates or on the energy efficiency rider, 16 overall the impact isn't as great in terms of the 17 impact on people's bills. 18 So, you know, all of this stuff gets 19 really granular, but just -- that's one of the reasons 20 we thought a potential study might be really good 21 because if you just look at things as linear, you know, 22 you spend -- you have this goal. You spend this much 23 money. Here is the impact on rates. It doesn't really 24 get at all of those -- all of that granularity. 25 Then if you go to the -- maybe the next</p>

<p style="text-align: right;">Page 42</p> <p>1 slide where you compare the different -- yeah, that 2 one. 3 I mean, I don't think we are advocating 4 necessarily getting to those, you know, to those last 5 two if it is really going to be that much money. 6 So we are not saying spend \$11 per bill 7 to -- or even \$8. 8 I think we are saying we think if you set 9 a 1.5 percent goal and do a study, it may not cost that 10 much. 11 ADAM JACOBS: Well, just -- and I do want 12 to turn it back to the CPS folks and give them a chance 13 to respond. 14 I will just note that you are holding 15 constant this 1,000 kilowatt-hour bill, and to the 16 point Cyrus just made, presumably energy efficiency 17 would reduce those 1,000 kilowatt hours, and perhaps 18 also some therm savings if you were to roll in gas. 19 So, yeah, I definitely agree that holding 20 steady the volume while increasing the rider doesn't 21 necessarily make sense because you are increasing your 22 spending on energy efficiency presumably, you know, 23 doing a good job that you're doing. You are going to 24 generate more savings and customers' average 25 consumption should go down.</p>	<p style="text-align: right;">Page 44</p> <p>1 that we failed to think about the grandeur of the 2 program. 3 So I do want to clarify to your point 4 some of the items on here weren't coming from you. 5 But it is very refreshing to hear that 6 you understand -- just put it out there to kind of show 7 it collectively; and then, ultimately, again, do want 8 to get the size correct. 9 And then, Adam, to your point: We get 10 the iterative nature of what you're proposing and that, 11 ultimately, the whole point is to -- the whole point is 12 to save -- is to save energy, right? 13 And so we do believe that that is one of 14 the lowest, direct and most effective ways to move 15 through this goal of getting (inaudible) for San 16 Antonio. 17 So very good points for us to continue to 18 work on. 19 I will say -- you know, and he raised a 20 really good point about -- we took a survey. Not 21 everybody knew what it was. So you have to take it 22 with a grain of salt. 23 I think we also have to take it with a 24 grain of salt that even the \$5 was surveyed before 25 Covid.</p>
<p style="text-align: right;">Page 43</p> <p>1 PAULA GOLD-WILLIAMS: So I appreciate all 2 of that. I know that we are close. 3 Hey, can I do one thing? 4 Can I -- can I extend to you-all -- 5 again, Kathy started there another invitation to 6 continue the conversation. 7 I think it was very helpful. 8 We really want to refresh our 9 relationship with everyone, but we are invigorated by 10 having this conversation with you. 11 We are open very much to things that 12 you're mentioning like a secondary goal. 13 I will, you know, put it out there, and I 14 will leave some time at the end to respond to that -- 15 open invitation. 16 I will say there is this element inside 17 of the presentation -- you were clear, Greg. You are 18 not here representing the ESG. 19 We really do pay attention to the 20 conversations that we are having all the time. 21 And there were others -- you know, 22 admittedly, it wasn't you. 23 But there were others in the group that, 24 you know, were very frustrated that the size of the 25 program at the very beginning wasn't very good, and</p>	<p style="text-align: right;">Page 45</p> <p>1 And we are going to have to figure out an 2 interesting way to manage through this as people have a 3 general affordability challenge. 4 And, Greg, that's been your real point 5 overall that affordability and helping people and all 6 of these things are really difficult. 7 We do have a huge digital divide. I 8 think we are very different from Austin from that 9 standpoint. 10 When we are trying to educate the 11 community about our programs, we do have a bit of a 12 challenge trying to make sure everybody knows. 13 I do want to assure you that we are 14 passionate about San Antonio, and what we are really 15 trying to do is use Carid (phonetic) to make sure that 16 we bring as many people in. 17 We try not to be as jargony. In some 18 ways STEP is our jargony term, but the real point is we 19 want to save energy, and we have got to spend a whole 20 lot more time trying to get people to be aware of 21 what's happening and what the possibilities are. 22 We are partnered with council members and 23 they are helping us, uh, reach. 24 But we probably -- in the city of our 25 size, which is much bigger than Austin, is there are</p>

Page 46

1 some huge challenges.
 2 So if you would come back and maybe talk
 3 to us and share with us some more about marketing
 4 approaches and things that you've seen that you think
 5 really work.
 6 Then let's think about what really helps
 7 San Antonio make this -- this transition.
 8 And, you know, the shock I think -- the
 9 last thing I want to say about this. The shock that
 10 people have about not knowing this is on your bill is
 11 because if you are not in the program you are not
 12 consciously thinking about this cost.
 13 The only way that we get the funds, which
 14 is a huge public process back in the 2008 time frame --
 15 to tell everybody this is what we are doing and get
 16 board and council approval. We had multiple
 17 conversations about what that is.
 18 It just goes on the bill -- like a rider
 19 would, but it is going through the fuel factor.
 20 But, again, if a person is not really
 21 thinking about energy efficiency and conservation, they
 22 are not really thinking about the connection to that.
 23 So participation -- you know, the way we
 24 can get more participation so that as people are paying
 25 in, they are benefiting.

Page 47

1 Again, we would love to hear more of your
 2 idea on that.
 3 CYRUS REED: Has the RFP itself already
 4 been written and is it, like, you are going to press go
 5 and it is going to go out there?
 6 I guess, what I am getting at, is there a
 7 potential, when you do this RFP out to the market to
 8 deliver some of these programs, to do it in a way
 9 that -- that might lead to answers that would get at
 10 more energy savings?
 11 Is there a way that we can sort of test
 12 the market and see what's out there?
 13 I didn't know if you are doing RFP for
 14 everything or you've got one for -- one type of program
 15 and one for another or?
 16 PAULA GOLD-WILLIAMS: I'll jump in and
 17 Rick -- Rudy, let me just say that Cris's RFP partnered
 18 with Rudy's until we got some information from a global
 19 standpoint from the RFI work that we did.
 20 I will say that if you have suggestions
 21 about what you think should be in the RFP, we will
 22 definitely take those.
 23 And I will turn it over to Rudy.
 24 RUDY GARZA: I was just going to say, if
 25 you've got any kind of suggestions, you know, ways

Page 48

1 to -- to poke the industry, you know, for energy
 2 efficiency programs.
 3 It is going to be open-ended. We are
 4 going to have a tried and true RFP for commercial,
 5 residential energy efficiency and weatherization.
 6 That will go out in early January.
 7 You know, any measure that allows us to
 8 advance our program goals in the ways that we are
 9 talking about here -- we're -- we're completely open
 10 to, Cyrus.
 11 So -- I -- we really are interested.
 12 We do have a framework for RFP written,
 13 but if you think we need to phrase things a certain
 14 way to get better responses, you know, offer it up.
 15 And we'll certainly take a look at it.
 16 We are going to follow up -- what we are
 17 calling our tried and true RFP with our innovation RFP.
 18 The innovation RFP is going to be our
 19 forward-thinking programs that are not included in
 20 today's, uh, uh, offering that will take us into a new
 21 generation of energy efficiency and demand response
 22 programs.
 23 That will probably come out in the early
 24 Spring, you know, maybe April time frame.
 25 Because what we are trying to do is -- is

Page 49

1 really kind of a match the timing of FlexSTEP to the
 2 work that Cris is doing on Flex Power Bundle, which
 3 we -- which our board has asked us to accelerate, some
 4 of the decisions on the Flex Power Bundle side.
 5 So that when we offer them to the
 6 community, it is a comprehensive look at, you know,
 7 what value the community is going to be extracting
 8 through these two programs which make up the basis of
 9 our -- of our flexible --
 10 GREG HARMAN: Yeah. Yeah.
 11 CYRUS REED: Is it through 2030? Is it a
 12 program through 2030 or is it a ten-year program?
 13 Like for the RFP for tried and true
 14 programs is it -- are you trying to do an RFP for ten
 15 years or eight years or two years or you don't know
 16 yet?
 17 RUDY GARZA: Well, typically, when we put
 18 on an RFP, Cyrus, it is going to be for three to five
 19 years, maybe max.
 20 But we will have to go through multiple
 21 iterations of vendor selection through the --
 22 throughout the longevity of the program to, you know,
 23 to just refresh our pricing.
 24 Our program never stays static. So we
 25 are always looking at new ways to deliver value.

Page 50

1 So the programs we might offer at the
 2 onset of FlexSTEP may look different than the programs
 3 in the middle of FlexSTEP.
 4 And it should be evolving to reflect the
 5 market.
 6 GREG HARMAN: Thank you.
 7 We are right on the hour, obviously.
 8 I want to insert -- I think it is
 9 important to insert here that, you know, appreciation
 10 that you guys are working closely with council.
 11 We want to work closely with you as well.
 12 Appreciate that invitation.
 13 Obviously, I think this is, you know, a
 14 program that developed out of cooperation and
 15 communication with the broader environmental community
 16 to -- for an economic and as well as a social end --
 17 you know, that the pair, you know, they all have
 18 economic consequences -- public health or, you know,
 19 just the costs of the centralized unit like we are tied
 20 down to this billion-dollar Spruce unit.
 21 So I just want to offer encouragement
 22 that those conversations may be in relation to STEP be
 23 broadened across the city so that we can look at this
 24 as a recovery mechanism because it does benefit so many
 25 people, particularly low-income folks that didn't know

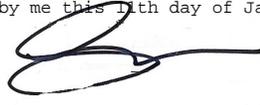
Page 51

1 about the benefit of weatherization.
 2 It can move into a conversation with the
 3 housing commission, or move into a conversation with
 4 the work force in terms of getting community solar back
 5 in trainings.
 6 I really -- I've been disappointed that
 7 wasn't something that was centered in the goals and the
 8 agenda of the CAAP when recovery processes were worked
 9 out with the mayor and city council.
 10 I just think there is a tremendous amount
 11 of potential.
 12 It has done a lot of good already.
 13 And to be thinking about it in terms of
 14 Covid recovery kind of creates new -- puts new mirrors
 15 up and new opportunities.
 16 So, thank you.
 17 PAULA GOLD-WILLIAMS: So is that a "yes,"
 18 you will meet with us again?
 19 GREG HARMAN: I think this is a -- you
 20 know, related to STEP a good -- can be a good ongoing
 21 conversation.
 22 PAULA GOLD-WILLIAMS: Well, we'll take
 23 all this in.
 24 I just want to highlight again: The
 25 program will always talk about it, Cyrus, in term of

Page 52

1 the ten-year duration, but the procurement will -- as
 2 Rudy said.
 3 So don't -- I don't want you then hear we
 4 said ten years and not -- and then not and send
 5 something that's confusing.
 6 So all very good points.
 7 I'll turn it back to Kathy, and we'll
 8 continue our outreach with you.
 9 But thank you so much.
 10 UNIDENTIFIED SPEAKER: Thank you.
 11 KATHLEEN GARCIA: To conclude, again,
 12 just a sincere thank-you for the conversation today;
 13 and, again, an open invitation to continue the
 14 dialogue. If there are dates that work in the near
 15 future so we can continue the conversation, I think we
 16 would really like to do that.
 17 So we stand ready to meet and continue
 18 talking.
 19 PAULA GOLD-WILLIAMS: Thanks everyone.
 20 If I don't talk to you again, have a very
 21 safe and hopefully beautiful holiday season.
 22 Merry Christmas.
 23 GREG HARMAN: -- everybody.
 24 ADAM JACOBS: Merry Christmas.
 25 (End of Zoom Transcription.)

Page 53

1 REPORTER'S CERTIFICATION OF TRANSCRIPTION OF VIDEOTAPED
 2 PROCEEDINGS
 3
 4 I, Tiffani June-Yeates, Certified Shorthand
 5 Reporter in and for the State of Texas hereby certify
 6 that the foregoing is a correct transcription to the
 7 best of my ability from the VIDEO recording provided me
 8 of the proceedings in the above-entitled matter.
 9
 10 I further certify that I am neither counsel for,
 11 related to, nor employed by any of the parties to the
 12 action in which this proceeding was taken, and further
 13 that I am not financially or otherwise interested in
 14 the outcome of this matter.
 15
 16 Certified to by me this 11th day of January,
 17 2021.
 18
 19 
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 21 /s/Tiffani June-Yeates
 22
 23 Tiffani June- Yeates, CSR. 6924
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<hr/> \$ <hr/>	<hr/> 5 <hr/>	advance 48:8
\$1 31:6	50 7:23	advisory 28:12,13
\$1.5 32:17		advocates 11:3
\$11 32:11 35:7 42:6	<hr/> 7 <hr/>	advocating 6:17 42:3
\$12 36:6	70 35:4	affirm 12:24
\$49 31:24		affordability 30:18 45:3,5
\$5 31:6 35:21 40:23 44:24	<hr/> 8 <hr/>	afternoon 2:2,3
\$60 31:6,23	82 38:22	afternoons 15:3 18:21
\$7 32:9 35:8,9,11 40:23	84 24:21	agencies 37:15
\$8 32:19 42:7		agenda 4:6
<hr/> 0 <hr/>	<hr/> A <hr/>	aggressive 24:18,19
07 5:6	ability 26:16	agree 11:5 14:4 16:2,18 17:16 27:3 42:19
<hr/> 1 <hr/>	abound 21:2	agreements 8:15
1 25:17 35:13 36:5	Absolutely 11:13	ahead 2:5 12:20 14:6 30:9
1,000 42:15,17	accomplish 40:7	aim 25:23
1.5 24:17,25 25:5,22 42:9	account 16:16 21:17	air 15:5
10 31:8	accounts 20:10	aligned 15:2
12 31:18	ACEEE 5:1	altogether 35:19
14 38:11	achievable 24:25 27:13	amount 6:24 9:14 34:3 39:4 40:19
15 38:15	achieve 25:25 27:7 32:18	amounts 35:15
<hr/> 2 <hr/>	achieved 23:17 29:3	analysis 4:20 38:1
2 25:21 35:13 36:5 37:4,5	acknowledge 20:12	analyst 5:2
2008 46:14	activity 11:25	Angeles 25:20
2021 36:7	actual 20:9	annual 23:18 24:21 25:5
2030 36:8,18 37:2	Adam 3:23 4:16,18 5:10,24 7:3,16, 25 15:22 16:2 18:4 19:20,23 24:17, 24 25:20 26:25 28:9 33:1 37:24 38:9,10,16 42:11 44:9	answers 47:9
210 35:5	add 39:12 40:11	Antonio 5:5 41:6 44:16 45:14 46:7
<hr/> 3 <hr/>	addition 8:19 12:16	appearing 11:16
3 25:21 31:8	additional 12:16	approach 3:5 14:13 22:23
<hr/> 4 <hr/>	additive 41:2	approaches 8:16 14:19 46:4
40 31:9	address 13:25	approval 46:16
	addresses 19:17	April 48:24
	administrators 8:11	asset 36:16 37:11,22
	admittedly 43:22	assets 39:15
		assumes 37:18
		assumptions 36:4
		assure 45:13

attention 43:19**Austin** 6:14,15 25:16 28:12,16 41:5,9 45:8,25**Austinites** 41:8,12**automatically** 29:20**average** 42:24**aware** 38:23 45:20

B

back 5:6,13,14 7:14 15:23 18:7 21:16 28:8 30:6 32:21 36:10 38:9,12 42:12 46:2,14**background** 4:19**baked** 36:4**balance** 26:17**base** 28:18 29:4**based** 8:23 16:3 27:5,21 28:1 29:2**basic** 31:22**basically** 17:7 28:15**basis** 23:18 41:13**beginning** 2:1 11:3 34:22 43:25**behavior** 17:20**benchmarking** 20:15**benefit** 24:8**benefiting** 46:25**benefits** 24:9 34:12**big** 19:12 25:6 35:25**bigger** 13:7 45:25**bill** 31:17,18 32:5 35:6 42:6,15 46:10,18**billion** 32:18 36:15**bills** 29:19 35:9 38:24 40:17,23 41:17**bit** 13:19 32:12 36:9 37:25 45:11**blowback** 34:11**board** 6:1 13:16 30:16 36:3 46:16**bondholders** 37:15**Boston** 4:22,23 7:5**bottom** 37:13**bring** 7:17 45:16**broad** 14:22 19:17 23:2 39:9**broadened** 17:25**broader** 15:10,15 17:23 39:18**brought** 10:4 36:2**budget** 27:10,15 39:18**building** 14:20**buildings** 41:9**built** 29:24**bullet** 38:21**business** 9:1**buy** 29:17

C

CAAP 34:8,9**calculating** 17:11**call** 3:18 5:8 11:19,21 12:10 29:15 32:7**called** 29:12 34:13**calling** 48:17**capacity** 37:18**capitally** 39:24**captured** 21:18**care** 25:8,9**cares** 24:7**Carid** 45:15**case** 3:10 13:9 35:12**casting** 8:8**caught** 7:13**challenge** 28:6 45:3,12**challenges** 46:1**chance** 4:17 42:12**Chat** 34:19 40:13,14**check** 38:15**checks** 2:21**chief** 2:24**choices** 34:16**circle** 28:8**cited** 26:9**city** 4:22,25 7:5,7 28:12 34:6,7 45:24**clarify** 44:3**clarity** 14:1 36:22 38:11**clean** 4:15 36:12**clear** 5:21 7:4 43:17**close** 5:20 6:2 33:12 43:2**closing** 36:5,7**closure** 35:13**Club** 2:12 4:11 6:6,22 10:22 11:20,23 12:25 13:9 24:7**coal** 33:12**coincidence** 18:13**coincident** 16:3,7 18:10 19:13,25 25:7 40:2**collectively** 44:7**combined** 31:18**commend** 8:7**comment** 22:20 28:8**comments** 2:11,12 12:16 22:5 33:19**commercial** 9:12 48:4**commission** 28:12**commodity** 29:18**common** 38:18**communicating** 11:18 34:17**communication** 5:18**community** 3:19 11:16,24 12:3 15:17 17:24 19:19 27:21 33:22 35:24 45:11**compare** 40:16 42:1**compared** 37:14**competitive** 32:1**completely** 27:3 48:9**component** 22:7**components** 3:11 30:18

comprehensive 8:6 13:11 21:9,21, 25 22:1
comprehensively 13:5
conclusions 39:6,10
conditioning 15:5
conduct 27:11
conducted 9:7 38:18
connection 46:22
consciously 46:12
conservation 4:12 30:23 31:4,20 34:23 46:21
considerate 3:15
consideration 13:6
constant 42:15
constellations 11:15
constrained 26:19 39:17,24
constrains 26:16
constraint 27:10
constraints 27:15,23,24 28:1 39:13
consumers 24:9 25:9
consumption 16:24 42:25
continue 2:17 8:18 14:14 43:6 44:17
continuing 2:18
contributed 11:17
Controls 5:3
conversation 3:9,16,22 5:12 7:20 9:17 13:2,14 34:20 43:6,10
conversations 43:20 46:17
conversion 19:11
copy 24:2
correct 12:13 44:8
cost 17:12 25:4 27:3,9,13 30:13 32:15,22,24 34:2,5,15 37:21 39:13 42:9 46:12
costing 29:18
council 45:22 46:16
country 7:7 24:20 27:17
couple 4:16 10:4 14:14 33:15
cover 2:15
Covid 11:24 27:25 44:25
CP 18:24 22:25 24:5
CP-TYPE 15:6
CPS 5:15 6:9,22 8:17 9:4 18:14 22:1 27:6 38:4 42:12
CPS's 20:15
create 28:22
Cris 4:3 36:12
Cris's 47:17
critical 14:21 30:18
crunch 9:15
customer 2:25 8:20 35:9
customers 8:9 14:23 15:8,11 28:6 30:22 31:2,9 35:17 39:8
customers' 42:24
cycle 9:4,5
Cyrus 2:2 3:23 4:9 5:10,23 6:5 7:16 12:6 23:10,13 24:4 26:4 28:10 29:5 30:2 40:11 42:16 47:3 48:10

D

data 26:8 32:15
deal 37:16
debate 25:6
debt 36:15 37:3
decision 30:13 35:24
decisions 15:17 34:3,13,14 35:19
defend 37:9
deliver 47:8
delivered 21:5
delivering 8:18 22:19
delivers 8:5 22:1
delivery 8:8
delta 20:10
delve 10:16
demand 8:6,19,24 9:8 15:4 16:5,7, 15 17:3,17 18:15,21 20:21,22 21:11 22:14 36:22 40:2,3 48:21
depreciated 37:3
design 13:10 29:2,6
designed 29:11,12,24
detailed 10:13
details 9:12 10:16
determine 9:7 14:18 27:9
determining 27:13,14
develop 34:9
developed 11:25
dialogue 2:19
differences 3:14 7:20 14:9
difficult 45:6
dig 13:18
digital 45:7
direct 44:14
director 3:1,2 4:10,12
discussion 3:11,12 7:15,21 10:6,16 32:22 35:23
discussions 38:6
displayed 19:24
dive 7:19
divide 45:7
document 12:2
documenting 13:1
dollars 36:15,16 40:1
double 32:8
draft 34:10
draw 39:10
drawing 39:6
Drew 2:25
drive 15:9,17 16:4 17:20,21
drives 37:17
drop 33:20 38:8
dropped 34:19
drops 31:8 37:12
duration 16:16

E		
earlier 35:22	engagement 2:25	
early 32:23 48:6,23	engages 4:12	
ease 39:22	engineering 4:20	
eat 23:8	envelope 19:4	
economically 9:8	environment 3:19 10:22 12:7,14	
economics 4:20 33:21	environmental 4:19 10:19 34:14	
educate 45:10	envy 8:11	
effect 20:12	equal 28:23	
effective 44:14	equally 20:24	
effectively 40:1	equipment 21:4	
effectiveness 9:12 17:12 21:11	equity 15:16	
efficiency 6:12 8:5,18 9:8 19:10 20:2,18,19,23 21:12 22:7 28:19 30:23 31:3,12 40:4,22 41:7,15 42:16,22 46:21 48:2,5,21	ESG 10:19 43:18	
efficient 7:7	estimate 32:17 36:25	
electric 21:22 22:13 24:22 31:17 38:24	estimates 37:6	
element 43:16	EUGSTER 4:3	
elements 14:1	everyday 35:15	
eligible 39:3	evolved 7:13	
emission 22:23 23:25	evolving 30:8	
emissions 17:13 24:10,12 34:23	exact 36:19	
emphasis 15:2 26:17	examples 20:5 25:20	
emphasize 23:1 26:24	executives 2:23	
encompass 17:18	exercise 38:18	
encompassed 17:13 22:10	exists 9:9	
end 43:14	expectation 33:23	
endorsed 12:15	expend 40:21	
energy 4:15,18,20,21,22 5:2 6:7,9, 11,12,15,22,24 7:6 8:5,18,24 9:8 14:23 15:11 16:9,11,24 17:1,3,11,18 18:20 19:10,12 20:1,9,16,23 21:12, 22 23:14,16 24:7 25:3,8,15,16 28:16,19 34:3,4,16 39:5 40:4,22,24 41:7,13,15 42:16,22 44:12 45:19 46:21 47:10 48:1,5,21	expensive 37:20	
Energy's 6:14	experience 32:16	
	expert 4:14	
	explore 28:3	
	extend 43:4	
	external 34:5	
	extremely 33:13	
	F	
	fact 9:4 15:12 36:18	
	factor 30:1,3 46:19	
	factored 41:4	
	factors 20:14	
	failed 44:1	
	Fair 22:3	
	fairly 13:16	
	fall 3:4	
	familiar 5:25	
	fast 33:16	
	feedback 10:12 12:14 13:7	
	feel 5:10 13:23 14:22 15:10,15 19:16	
	felt 17:22	
	figure 26:17 27:19 36:7,22 45:1	
	financial 27:24 30:17	
	financials 37:11	
	findings 8:3	
	fine 18:4	
	fine-tuning 40:4	
	finer 39:20	
	fit 39:17	
	fixed 9:13	
	flexibility 19:18	
	Flexible 35:13	
	Flexstep 3:4 7:12 32:3	
	flip 7:18	
	focus 13:8 15:6 16:7 18:10 30:21	
	focused 15:1 19:19 22:13 31:14 40:22	
	folks 5:9 6:2,11 42:12	
	follow 5:11 48:16	
	follow-up 15:24	
	forward 3:21 5:21 7:15,17 10:15 14:2 25:15	
	forward-thinking 48:19	
	found 8:2	
	frame 32:2 35:10 46:14 48:24	
	framework 48:12	
	frankly 8:10 12:15 39:1	

free 5:10
front 2:8,16 13:24
Frontier 6:13,19
frustrated 43:24
frustration 33:23
fuel 11:6 29:13,15,18 30:1,2 46:19
full 34:2
fully 16:2,18
fund 28:18,20
funded 38:23
funding 26:20 28:5 32:6 39:3
funds 29:7 46:13
future 32:3

G

GARCIA 2:3 7:16 9:22 10:2 38:13
Garza 2:2,24 47:24
gas 9:1 21:18,22 22:6,9 31:17 34:21 42:18
general 10:20 28:18 36:24,25 37:6 41:12 45:3
generally 10:24
generate 42:24
generating 39:15
generation 48:21
give 21:17 33:15 42:12
glad 28:2
global 47:18
goal 6:22 8:22,23 9:3,16 11:11 14:10,25 17:6,8,9,19 19:15 20:4 21:7 23:3,15 25:3,17 26:1,7,13 27:19 39:23 41:22 42:9 43:12 44:15
goal-setting 10:7
goals 6:17,20 11:5 14:17 21:13,25 25:21 26:10 27:5 29:9 32:13 33:9 39:20,21 48:8
GOLD-WILLIAMS 4:1 12:19,21 14:5 26:4 27:18 28:21 29:11 30:5 33:4 36:11 43:1 47:16

good 2:2,3 5:12 6:4 7:23 12:1,23 41:7,20 42:23 43:25 44:17,20
grain 44:22,24
grandeur 44:1
granular 39:20 41:19
granularity 41:24
graph 30:25
great 10:3 39:1 40:3,25 41:16
green 31:20
Greg 3:23 4:1,4 5:4 7:16 11:10,12, 13,14 12:23 13:13 33:18 36:2 37:23 43:17 45:4
group 10:19,23 12:10 13:7 28:13 43:23
groups 13:24 30:21
grow 32:12
growth 35:16
guess 5:6 19:23 21:6 23:7 24:4,23 40:17 47:6
guys 6:12 10:21 28:10,17

H

hand 2:15 33:3
happened 18:9
happening 45:21
happy 9:18
hard 13:17
HARMAN 4:4 11:10,12,14 13:13 33:18 36:2 37:23
he/him 5:4
head 23:22
headline 17:7,19
hear 4:1 9:18 17:16 28:2 36:9 44:5 47:1
hearing 36:17 38:3
heating 15:8 19:5
helpful 9:21 11:14 12:4 43:7
helping 45:5,23
helps 32:2 46:6

Hey 12:19 23:10 26:4 43:3
Higgins 2:25
high 13:16 18:12 19:2 35:12
higher 9:10 41:6
highlight 2:24 3:3 8:1 14:9,15 15:20 18:2,6,8
highlighted 3:13 18:23
highlights 7:18 16:23
hired 6:7,10,13
holding 42:14,19
home 34:4
homes 41:10
hour 2:14 23:25
hours 8:25 16:12 21:3 42:17
huge 19:10 45:7 46:1,14
HVAC 18:17

I

idea 47:2
immediately 40:20
impact 32:5 35:6 40:25 41:16,17,23
important 17:25 20:25 24:14 31:12, 13 33:13 34:11 35:10 39:25
inaudible 5:19 7:14 8:20 16:11 36:13 37:22 44:15
incentives 9:13
include 35:14
included 48:19
increase 35:8 37:17
increasing 42:20,21
increasingly 4:14
independent 9:6 27:11
indulge 33:5
industry 27:12 48:1
infinite 28:4
information 10:25 38:4 47:18
inherently 14:21

innovation 3:2 48:17,18**input** 3:17**inside** 5:15 29:12,18 43:16**instance** 34:18**instantaneous** 16:15**institutional** 12:3**insulation** 15:8 16:20**insulations** 19:5**interest** 5:9**interested** 48:11**interesting** 45:2**interim** 4:10**interject** 5:10**internal** 6:19**interruptions** 37:20**introduction** 6:6**introductions** 4:7**invest** 29:23**investment** 32:10**invigorated** 43:9**invitation** 43:5,15**invited** 12:9**issue** 15:13 22:20,24 30:22**issues** 35:25**item** 29:7**items** 44:4**iterative** 44:10

J

JACOBS 7:3,25 15:22 16:2 18:4
19:20,23 26:25 28:9 33:1 38:10,16
42:11**January** 5:19 48:6**jargony** 45:17,18**jive** 38:3**job** 34:10 41:7 42:23**Johnson** 5:3**journalist** 5:5**jump** 9:21 10:8 11:9 18:1 38:12
47:16**jumps** 35:7 38:19**justifications** 38:7

K

Kathleen 2:3 7:16 9:22 10:2 38:13,
16**Kathy** 43:5**key** 7:17 8:3 13:25**kick** 2:5**kicked** 30:20**kilowatt** 8:25 16:12,14 23:25 42:17**kilowatt-hour** 42:15**kilowatts** 20:11,21**kind** 4:13 5:14,19 13:14,25 15:20
25:2 28:3,11 31:5 44:6 47:25**knew** 44:21**knowing** 25:24 46:10

L

lack 38:4**laid** 23:24 32:18**language** 22:17**larger** 9:14 17:18 34:15**lay** 18:11**layer** 19:18**lead** 21:4 47:9**leaders** 10:21,22**leadership** 11:2**learn** 7:12**leave** 20:18 43:14**LED** 19:11,12**left** 7:5**legislative** 4:13**lend** 21:25**level** 9:10 13:16 33:23**levels** 32:6**light** 5:14**lighting** 19:8,9 20:8**Likewise** 19:7**limited** 8:12**limiting** 5:23**linear** 41:21**live** 41:9**lived** 11:5,7**lobbyist** 4:12**local** 5:5 28:11**logistical** 2:10**long** 4:11 20:25**long-term** 6:25**longer** 7:9 9:3**look-back** 23:23**looked** 18:8**loop** 5:20 32:22**Los** 25:20**lot** 8:14 10:14 11:24 15:2 19:4,17
25:19,21 28:16 34:11 37:12 38:25
39:10 41:14 45:20**lots** 15:7 32:15**loudly** 36:17**love** 20:6 47:1**low** 35:12**lower** 18:24**lowest** 44:14**Luna** 3:1 9:25 10:3 11:11,13 12:13,
20 14:7 16:1 17:4 18:5 19:21 22:3
23:11,21 30:10 33:2 35:1

M

made 37:19 42:16**main** 9:16 19:14**maintain** 7:9 31:25**maintaining** 4:25

maintenance 35:15
majority 37:21 39:7
make 2:13 7:17 12:23 13:1 16:10,25
 20:20 26:8 28:14 29:22 39:25 42:21
 45:12,15 46:7
making 34:12
manage 45:2
manager 4:22
manuals 21:2
market 9:6 47:7,12
marketing 39:5 46:3
markets 31:21
match 29:9
materials 3:12
matter 14:17
matters 19:15 20:24 21:12 26:13
mayor 36:2
means 6:6
measure 8:25 14:18,22 15:10,15
 16:8,15 17:2,3,23 20:21 21:10 26:11
 34:22 40:3 48:7
measured 14:12 16:11 17:1
measures 14:19 15:2 16:19,21 19:4
 20:18,24 21:5,20 22:1
measuring 16:13 20:23 23:16
mechanism 21:17 29:4,22
meet 4:17
meeting 2:7,17,22 6:1 13:16 25:18
 36:3
meetings 13:6
members 2:11 45:22
mentioned 12:6 20:8 23:13 29:15
mentioning 43:12
message 33:25
messaging 33:24
met 23:14
metric 40:5
metrics 21:14
million 35:5

minutes 7:23 33:5,15 38:15
misrepresent 11:21
misunderstanding 11:18
modern 21:22 41:9
moment 20:19
money 41:15,23 42:5
month 31:3 32:9,20 35:7,9 41:13
monthly 38:24
months 31:18
motivate 16:4
move 3:6 23:11 26:15 44:14
moving 5:21 14:2 37:24
multiple 46:16
municipal 6:23
mute 4:3

N

narrowly 15:1
natural 21:18 22:6
nature 44:10
NCP 14:22 17:23 19:18 22:18,25
 23:15 24:6
NCPS 14:12
necessarily 38:2 39:11 42:4,21
negativity 37:13
net 8:8
nicely 26:25
noncoincident 8:23 17:2 19:25
 20:3 25:7
noncoincidental 16:14
note 27:2 34:19 35:14 38:8 42:14
noticed 4:6
noting 38:1
November 5:16 6:1 13:16 23:23
number 4:11 7:6 24:15 30:20 35:16
 37:18 39:14
numbers 22:22 23:24

O

occurs 18:21
offer 2:10 48:14
offering 48:20
officer 2:25
offshoot 17:10
ongoing 13:14
open 43:11,15 48:9
open-ended 48:3
opening 2:11,12 3:24
operations 21:3 35:16
opportunity 5:11 7:11 13:18
optimal 4:18,21 6:7,11 14:1 16:23
 22:16
Optimal's 37:25
optimize 20:17
optimizes 40:5
Optimizing 21:13
options 19:24
ordinance 28:22
organizations 5:17 11:16 13:22
organizer 5:5
original 14:11 33:8
outcome 23:3
outreach 39:5
owned 34:6

P

pardon 16:22
part 13:22 20:4 22:11 27:22 30:2
 40:4
Participating 2:22
participation 17:12,25 46:23,24
partnered 45:22 47:17
passionate 3:19 45:14
past 2:18 9:5 27:6

Path 35:13	poor 34:9	45:11 47:8 48:2,19,22
Paula 4:1 12:19,21,22 14:5,7 26:4,5 27:1,18 28:21 29:11 30:5,10 33:4 35:3 36:11 43:1 47:16	portfolio 11:6 14:20 17:20,21 18:8 19:17 20:18,22 21:9 22:1,23 23:1,3 26:19 39:15 40:5	progressive 28:24
Paula's 35:18	position 5:1	promise 11:7
pay 30:24 31:3,10 34:1 43:19	possibilities 45:21	promote 15:16
paying 39:9 46:24	potential 9:6,9 21:23 25:4,13 27:11, 14 33:11 34:12,21 41:20 47:7	pronouns 5:4
peak 6:24 8:23 15:1,13 16:3,7,14 17:2 18:10,13,14,21 19:3,13,25 20:3 25:2,7 40:2	power 24:12	proposing 44:10
peaking 16:21	practice 27:12	provide 2:21
people 12:2 41:9 45:2,5,16,20 46:10,24	prefer 3:9	public 12:2 46:14
people's 40:23 41:17	prepared 3:6 9:23	pulled 8:2
percent 24:17,21,25 25:5,17,21,22 31:8,9 38:22 42:9	presentation 5:16,24 43:17	pun 16:22
percentage 23:19	presented 5:17	purpose 11:19 13:20
perfection 29:16	presenting 10:25	push 37:10
performance 16:14 20:15	press 47:4	put 7:2 12:7,12 14:8 24:16,17 26:18 40:13,14 43:13 44:6
period 20:11	pretty 22:17 41:7	<hr/> Q <hr/>
periodic 2:21	previous 38:6	quadruple 40:19
person 46:20	primarily 12:25 13:25 26:19 37:7	quantification 9:2
perspective 17:22 23:6	primary 20:4	quantified 20:9 24:1
phonetic 38:2 45:15	prior 4:17,21 5:2 11:23,24	quantify 21:3
phrase 48:13	priorities 17:21	quarter 17:14
picking 6:9,21	prioritization 33:10 35:24	question 10:7 15:24 18:3 38:11
pieces 21:3	prioritize 25:15	questions 8:21 19:22
place 15:2 26:10	priority 34:24	quick 7:3,4 33:18 40:9
places 11:16 39:1	proceed 3:25 13:12	quickly 3:7 7:19,25 11:12
plan 6:25 9:5 25:17	process 6:16 13:23 32:3 46:14	quoted 32:22
planning 6:16 7:13 9:4	produce 17:14 23:22 24:12	<hr/> R <hr/>
plant 24:12	product 3:2 11:23	raise 26:13
play 19:6	productive 9:17	raised 44:19
point 7:5 12:23 14:22 17:16,18 18:2 19:9,14 21:6,8 26:14,23 27:1,4 35:18 38:11,14,21 40:12 42:16 44:3, 9,11,20 45:4,18	products 3:1	rate 9:13,14 29:6 37:17
points 3:13 7:21 10:5 40:9 44:17	program 6:12,15 8:5,11 14:10,11,18 16:4 17:7,12 18:17 21:22 22:8,10 23:24 25:25 26:18 28:25 29:7,19,23 30:14 32:8 40:3 43:25 44:2 46:11 47:14 48:8	rates 28:18 29:4,12 32:1 40:17 41:6, 15,23
poke 48:1	programmatic 8:15	rating 37:15
policy 28:14	programs 3:4 6:20 8:9 15:5 17:24 18:8,12,16,19,23 19:1,7,8,19 20:2 25:14 28:18,20 30:24 31:12,20 39:2	rational 5:22
		reach 27:20 45:23
		reacting 24:24

read 22:15	released 6:18	rider 28:19 29:25 41:15 42:20 46:18
ready 2:17 3:6	releasing 4:17	roles 11:2
real 11:12 33:18 39:13 45:4,18	remain 7:24	roll 42:18
realm 4:14	remaining 38:15	rolling 34:21
reason 39:19	remarks 3:24	rolls 29:19
reasonable 25:23	remember 40:21	room 4:8
reasons 14:14 41:19	renewables 8:6	Rudy 2:2,24 47:17,23,24
rebate 18:17 22:10	replacing 37:18	Rudy's 3:4 47:18
receive 3:16 12:14	report 6:18,19 7:18 8:2 12:15 13:17 14:1 16:23 17:15 20:13 22:12,16,21 23:22 26:23 37:25	run 19:16 24:11
received 10:12	reports 17:14 20:13 32:14 38:2	
recognize 3:8 13:13 38:6	representation 12:25 13:21	<hr/> S <hr/>
recommendation 16:6 24:17	representing 43:18	said/she 24:5
recommendations 4:18 5:20 12:8, 11 14:3 28:15	request 12:5,24 26:12	salt 44:22,24
recommended 27:5	require 21:14	San 5:5 41:6 44:15 45:14 46:7
recording 2:8	requirement 26:20	sand 13:19
recover 29:22	residential 18:17 48:5	save 18:20 44:12 45:19
reduce 42:17	resource 6:16 25:17	saver 19:10
reduction 16:15,17 17:17 20:10,11, 24,25	respect 14:9	saving 28:23
reductions 17:13 22:23 23:25	respond 42:13 43:14	savings 6:24 15:9 16:8,9 17:11 19:3 20:16 21:4,18,23 22:11,14,19 23:14, 16,18,25 24:8,22 25:2,3,5,8,15 29:2 42:18,24 47:10
REED 6:5 12:6 23:10,13 24:4 28:10 29:5 30:2 40:11 47:3	respondents 38:22	scale 18:24
refer 9:24 11:19 20:5	response 8:20 9:9 15:4 16:5 18:16 20:22 21:12 40:3 48:21	Scorecard 5:1
reference 12:18 21:2	responses 8:6 9:19 48:14	screen 4:4 10:1
reflect 40:5	responsibility 30:17	screenshare 9:23
reflected 34:3 38:3	return 21:16	secondary 25:3 26:7,13 43:12
reflecting 34:11	revenue 28:18	segues 26:25
reflective 14:23 15:11,17 17:23	revenues 29:9	selection 8:22
reflects 13:14	revisit 5:14	self-contained 29:22
refresh 43:8	rewarded 15:6	senior 2:25
refreshing 44:5	RFI 47:19	sense 26:8 42:21
regularly 4:12	RFP 25:12 47:3,7,13,17,21 48:4,12, 17,18	serve 2:20 28:11
reimbursed 29:3	Rick 3:1 7:14 9:22,25 10:3 11:10,11, 13 12:13,19,20,21 14:5,7 15:22 16:1 17:4 18:5 19:21 22:3 23:10,11,13,21 29:14 30:6,9,10 33:2,15 35:1 38:12 40:15 47:17	service 35:16 40:6
reiterate 21:24		services 3:1,20 8:19 21:7,10,11,14, 15 39:21
relation 14:2		servicing 4:9
relationship 43:9		sessions 4:13
relative 10:8,19 31:21 33:11 37:4		

set 4:6 9:2 14:10 16:3 17:6 19:15 21:6 23:4,15 25:3,16,17 26:7,12 28:14 30:11 32:4 33:8 39:19 42:8	spend 39:4 41:22 42:6 45:19	suggestions 47:20,25
setting 8:22 9:16 12:3 25:21 32:14 39:21	spending 31:20 40:20 41:14 42:22	summer 15:3 18:21
share 9:23 24:2 30:25 46:3	spent 10:14	support 2:18 3:11 31:3,7 37:17
shared 31:16	spot 7:9 31:5,15,23	supposed 29:2
sharing 38:5	spot-on 40:6	surprise 18:15
shock 46:8,9	spring 5:13 7:14 48:24	survey 44:20
short 30:11	Spruce 35:13 36:5 37:4,5	surveyed 44:24
show 30:15 32:5 35:11,19 44:6	stack 33:19 35:20	surveys 30:21 34:17
shows 31:16 35:4,6	staff 5:12	sweet 31:5,15,23
sic 4:10 40:7	Stakeholder 10:19	Synapse 38:1
side 9:1 16:8 20:19	stakeholders 11:20 13:15,22	synergies 3:14 7:20
Sierra 2:11 4:10 6:6,22 10:22 11:20, 23 12:25 13:9 24:6	stand 2:17	system 18:14
significant 22:22 39:4	standard 27:12	systems 9:14
significantly 37:3	standpoint 13:11 45:9 47:19	
similarly 27:7	start 8:4 10:4,6,11	<hr/> T <hr/>
simply 3:10 33:25	started 5:13 21:8 40:13 43:5	table 16:9 32:4
single 21:7 39:22	starts 32:12	take-away 31:22
situated 27:7	State's 4:10	talk 7:11 26:15 28:7 30:12 33:20 36:4 46:2
situation 36:21	states 25:21	talked 33:8 35:22 38:20
size 29:1 30:14 43:24 44:8 45:25	statute 8:12	talking 15:20 18:6 30:7 36:6 48:9
slide 10:8 12:18 14:8 15:19 18:2 27:2 30:15 31:16 33:3 35:4,11 38:11 40:15 42:1	steady 42:20	target 16:3,24 19:25
slides 3:5,11 7:21 9:20,23 10:18 30:11 33:6 35:2	step 3:3 6:3 11:5 13:24 14:10,11 22:7,10,14 23:23 32:8,10 33:10 34:21 36:10,11 38:23 40:20,21 45:18	targets 12:16 21:22 32:18
smaller 9:11	stop 23:7 32:25 36:1	technical 9:7 21:1
societal 22:18	straight 3:9	technology 3:2
society 22:18	strategy 13:4	ten 15:14 17:8 24:16
solar 8:20 9:12 12:16 19:7	strip 15:8 19:5	ten-year 9:3,5 23:23 25:25
solely 16:6	strong 22:17	term 9:3 10:18,20 45:18
sort 9:18 18:8,23 25:23 32:23 47:11	structure 20:4	terms 3:5 19:12 20:16 23:18 24:9 41:16
sound 7:23 37:19	structured 39:2	test 47:11
speak 13:24	studies 9:7 27:11	Texas 10:22 12:7,14 15:14 24:18
specific 12:10 17:2 28:19,22 40:6	study 25:13 41:20 42:9	thankful 3:16
specifically 22:13 27:8	studying 10:14	therm 42:18
	stuff 11:3 41:18	therms 8:25 16:12
	subject 23:9	thing 6:6 10:17 15:13 16:10 21:16 22:15 25:23 26:16 27:22 33:8 38:19 40:18 41:3 43:3 46:9
	suggesting 24:24	

things 8:1 9:11,16 14:2 15:4 16:5,21
20:7,8 23:14 26:11,18 33:11,22
39:14 41:21 43:11 45:6 46:4 48:13

thinking 24:4 25:1 30:12,23 46:12,
21,22

thought 5:12 7:10 9:16 25:22 32:2
41:20

thoughtful 3:15

thoughts 3:25

throw 7:10

tied 37:7

tilt 18:9,25

time 2:21 9:15 10:14 20:11 23:8
27:23 30:16 38:15 39:5 43:14,20
45:20 46:14 48:24

timekeeper 2:20

timing 36:23

today 2:14,18,22 3:21 7:4,12 9:17
10:25 31:17 37:1

today's 10:15 48:20

tomorrow 36:20

top 5:1 7:9 23:21 35:20

top-line 39:23

topic 19:21 23:12

topical 3:11

topics 2:15

totally 38:17

touch 35:2

traditional 20:1 33:9

traditionally 22:6

transcribed 2:9

Transcription 2:1

transition 36:10 46:7

transitioning 38:14

translates 32:19

treated 29:13

tremendous 27:24

triple 32:10 40:19

true 48:4,17

turn 3:24 15:19 30:6 33:17 38:9
42:12 47:23

type 8:23 47:14

types 14:18,19 19:1,19 41:10

typically 34:13

U

Uh-huh 10:2

ultimately 14:18 15:16 44:7,11

underneath 31:23

understand 33:13 38:17 39:8,13,22
41:10 44:6

understanding 5:21 39:2,7,13,17,
23

unit 3:4

units 17:2 36:7,16 37:2,3

utilities 6:23 20:16 24:18,19 25:20
27:7 34:6 40:16

utility 2:23 3:20 28:12 34:6,17

utilize 7:21

V

values 15:18 36:25 37:7,10

vast 39:7

versus 8:24 24:5 25:7 26:18 40:17

viable 9:8 26:14 31:11

view 12:2 31:17 39:20

volume 42:20

W

wanted 5:11 33:20

wanting 7:17

watching 33:19

water-policy 4:14

wattage 20:10,24,25

ways 44:14 45:18 47:25 48:8

weatherization 19:2 20:7 21:19
48:5

wide 8:8

willingness 30:24

winter 15:9,12 19:3

wondering 25:10

words 29:1

work 5:15 8:11 21:19 26:1 44:18
46:5 47:19

worked 4:25 6:14 23:5

working 34:7 39:14

works 4:18

worth 38:1

written 47:4 48:12

Y

y'all 5:17 6:8 24:2

year 6:10 7:1 17:15 25:25 28:1 30:20
31:6,24 35:5 36:19

years 4:11 15:14 17:8 24:16

you-all 2:23 7:12 8:7 26:13 43:4

you-guys 4:23 6:14 23:14 24:15
26:3

Z

zeroing 34:23

zoom 2:1 37:19