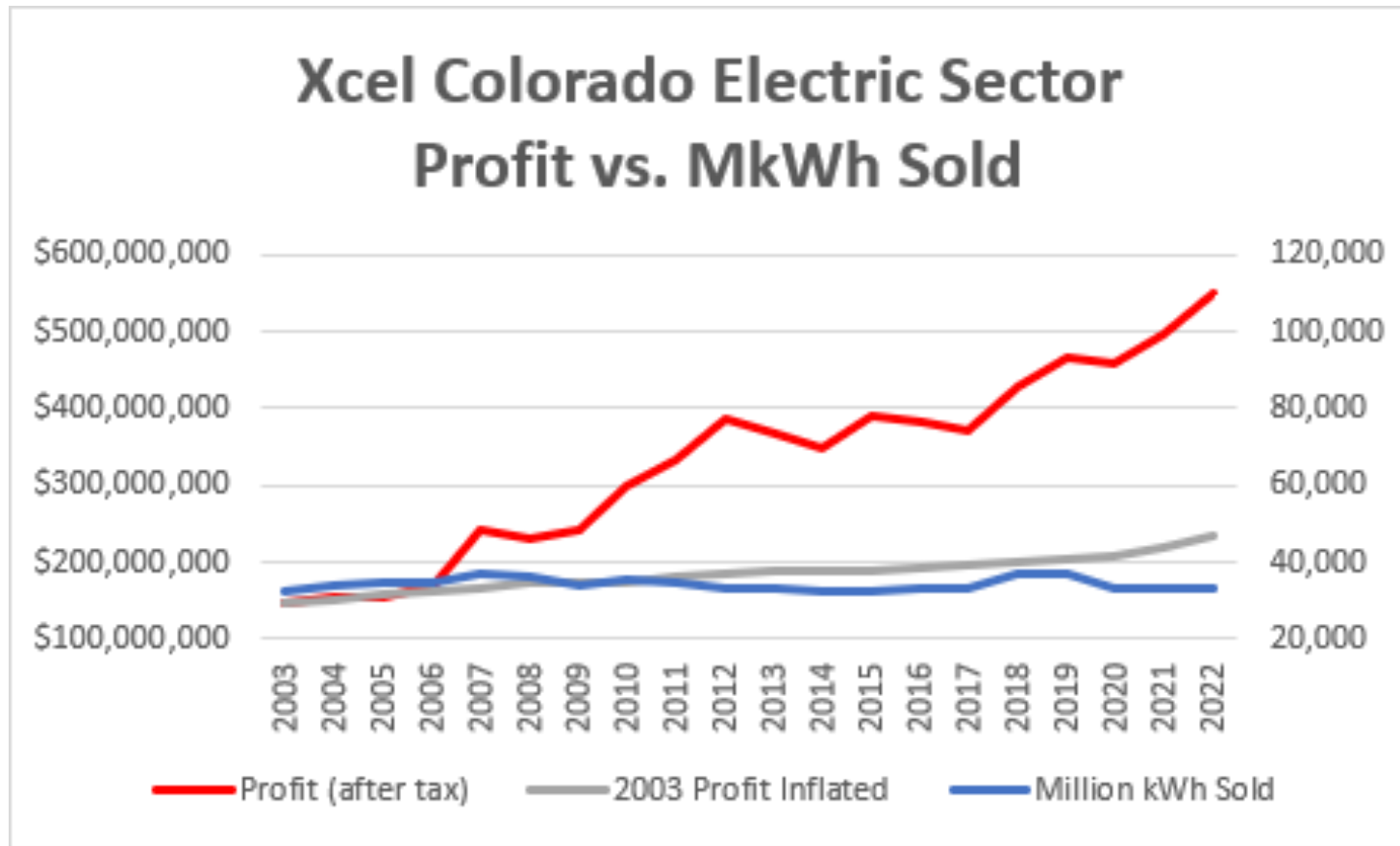


Xcel-Colorado (i.e. "PSCo) Profits Soaring **While Electricity Sales Basically Flat...** **2003-2022**



Graph by Paul Culnan. Data from

<http://investors.xcelenergy.com/CustomPage/Index?KeyGenPage=1073751307>

Colorado Electricity Rates

cents/kWh (kilowatt hour)

Customer Rates

2021 State Rate Study by the Colorado Public Utility Commission:

Rate Class	Average Rate	Black Hills	Xcel
Residential	12.18	16.38	11.13
Commercial	9.79	11.12	9.37
Industrial	7.39	8.50	7.66
Overall Average	9.95	12.24	9.31

Colorado PUC Study of Colorado Electric Rates

“Going to Market”

Better Prices, Better Product, Better Community Service

- Delta Montrose (CO)—Lower Costs, More Local Energy (Guzman Deal)
- Holy Cross Energy (CO)—More Wind, Less Coal (Guzman Deal)
- Fountain (CO)—Receiving Payments Now, Lower Costs Later (Guzman Deal)
- Kit Carson (NM)—More Solar, Lower Wholesale Costs (Guzman Deal)
- Raton (NM)—Fixed Costs, Community Benefits (Guzman Deal)
- Boulder (CO)RFIP—Lower Prices, Cleaner Electricity (Guzman AND OTHERS!!)
- CORE Coop—Invenergy Deal Spring 2023

References for communities being able to “Go to Market” and benefit from competitive offiers

<https://www.guzmanenergy.com/media/> (Several stories)

<https://www.nytimes.com/interactive/2019/03/26/climate/wind-solar-energy-workers.html>

<https://www.greentechmedia.com/articles/read/meet-guzman-energy-the-power-company-coaxing-along-the-co-op-energy-transition> (Good background)

<https://pv-magazine-usa.com/2021/04/19/kit-carson-hits-its-solar-goal-a-year-early/>
(Kit Carson hits 100% daytime solar goal 1 year early, wholesale costs reduced 40%)

https://finance.yahoo.com/news/kit-carson-electric-cooperative-guzman-195200863.html?fr=sycsrp_catchall (Guzman contributing to Kit Carson scholarship fund—\$121,000 so far)

<https://www.holycross.com/holy-cross-energy-announces-renewable-swap-agreement-with-guzman-energy/>
(Describes Holy Cross agreement with Guzman)

<https://mountaintownnews.net/2020/05/30/fountains-electricity/> Describes Fountain Agreement)

<https://www.businesswire.com/news/home/20210701005242/en/City-of-Raton-New-Mexico-Selects-Guzman-Energy-as-new-Wholesale-Power-Provider> (Describes Raton Agreement)

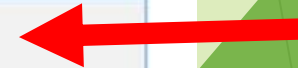
[CORE's Energy Transformation - CORE](#) (Describes CORE Coops deal with Invenergy)

Boulder Request for Indicative Pricing (RFIP) Results (Late 2018)



RESULT:
100% Renewable Electricity
Save About \$30 Million
Per Year in Power Costs

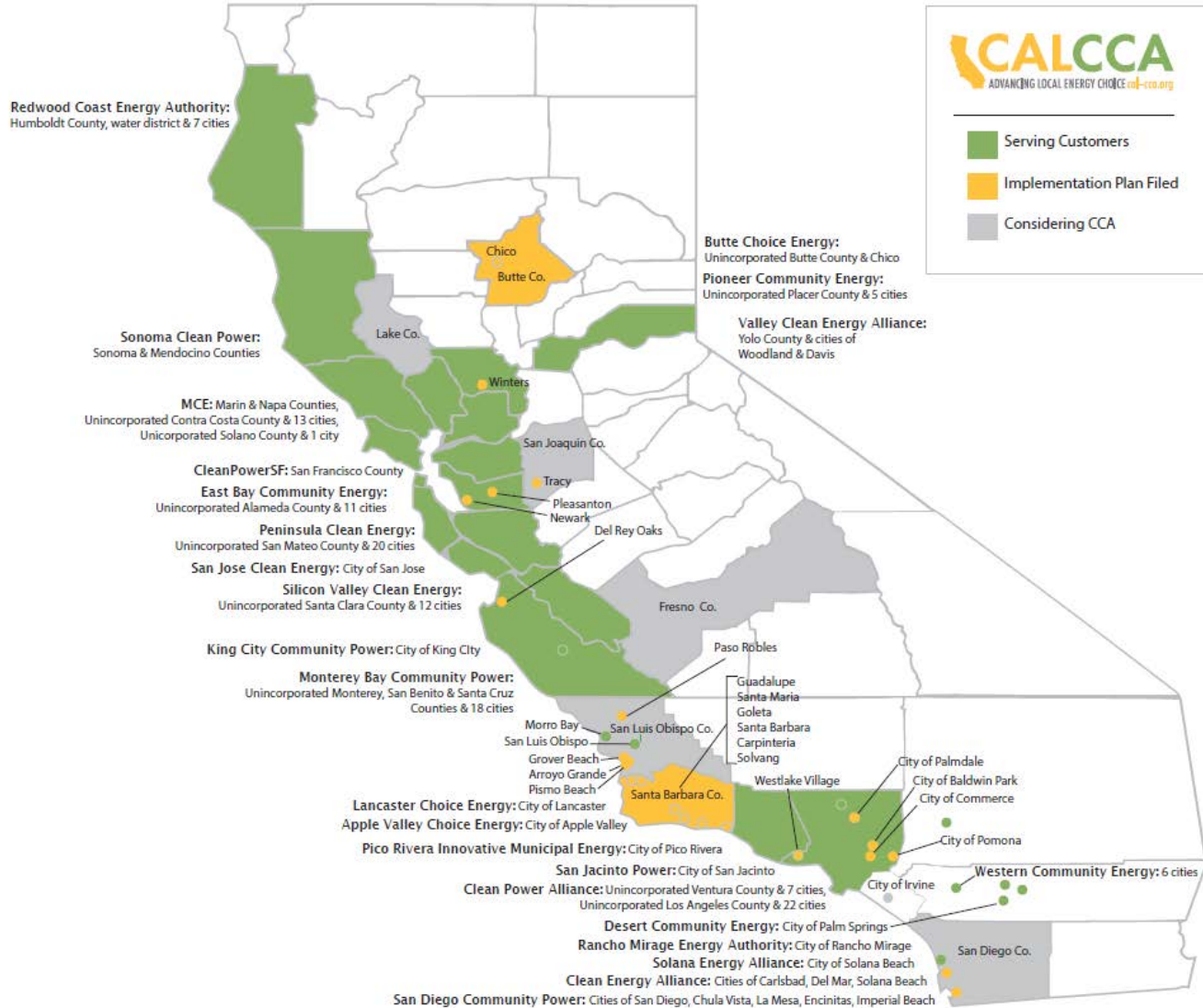
Power Supply Scenario	10-year-average Energy & Capacity Cost (\$/MWh)	% Renewables (Year)	Average Annual Cost of Power Supply
Xcel Energy (Wholesale)	\$68.28	53% (2024)	\$123.6M
3 years Xcel; then High Renewables	\$51.40	53% (2024)	\$94.1M
Day 1 High Renewables	\$45.54	89% (2024)	\$83.9M
100% Renewable Electricity	\$51.00	100% (2030)	\$93.3M



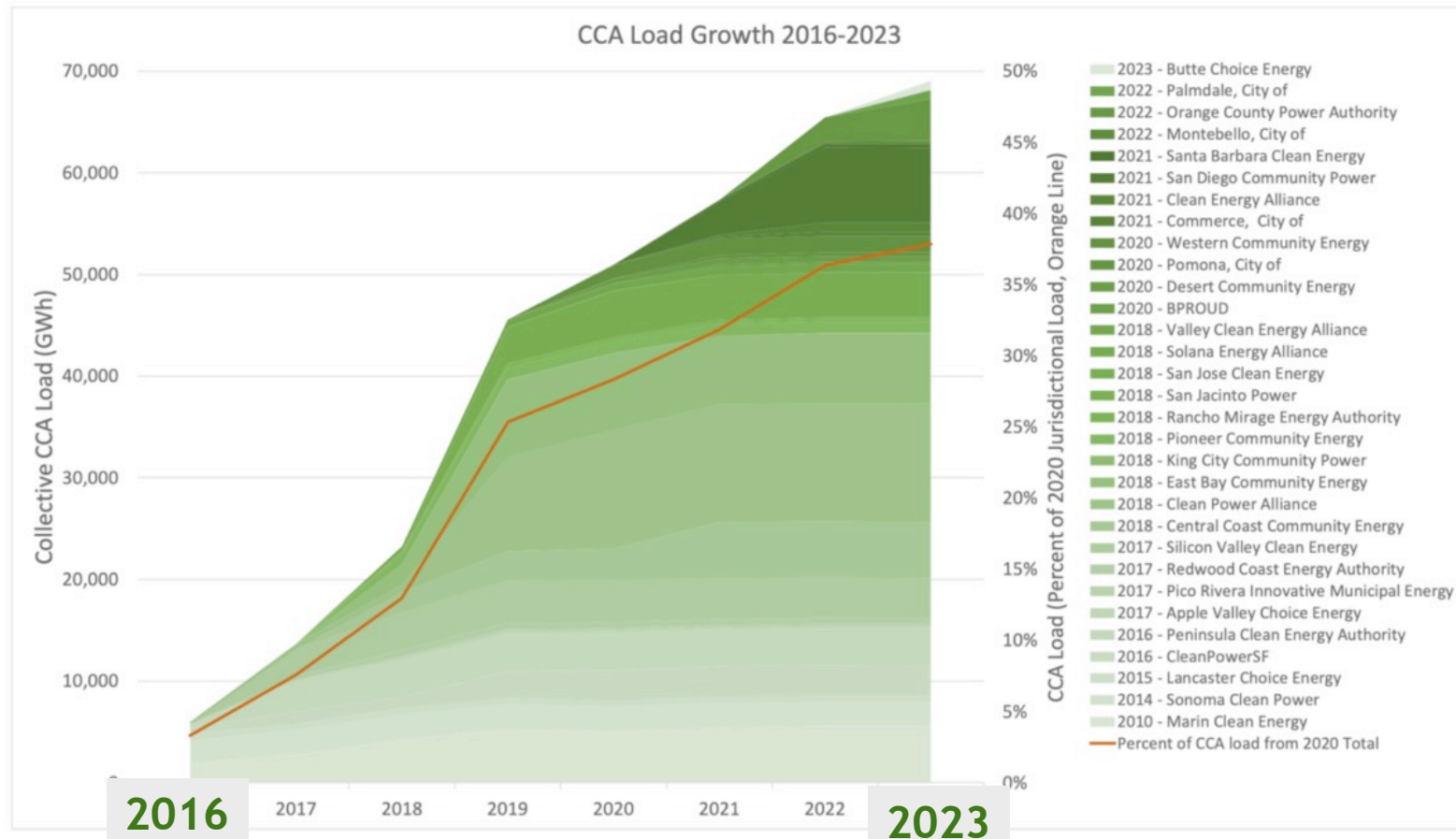
Issues with Monopoly Investor-Owned-Utilities (IOUs)

- **Decarbonization Pace Too Slow**
- **Price Too High**
 “Energy Trifecta” -- *Electricity, Transportation, Heating*
- **Perverse Financial Incentives to Spend Money and Sell More**
- **Solutions too Centralized and Vulnerable**
- **No Reasonable Way for Utility Customers to Engage**
 (PUC Requires \$\$\$, Attorneys and Experts)

California CCAs



Growth of CCAs in California 2016-2023



2016

2023

Image credit: Cal-CCA

CCA Communities Create Diverse Programs

CCAs

Programs

	Apple Valley Choice Energy	Central Coast Community Energy	Clean Power Alliance	CleanPowerSF	East Bay Community Energy	King City Community Power	Lancaster Choice Energy	MCE	Peninsula Clean Energy	Pioneer	PRIME	Rancho Mirage Energy Authority	Redwood Coast Energy Authority	San Jacinto Power	San Jose Clean Energy	Silicon Valley Clean Energy	Solana Energy Alliance	Sonoma Clean Power	Valley Clean Energy	
Budget Billing				In dev.			✓													
Battery Storage Rate				In dev.	✓ (pilot)			✓								✓ (Same as PG&E)		In dev.		
Battery Storage Incentives								✓								In dev.		✓		
Demand Response		✓	✓	✓				In dev.	In dev.							In dev.		✓	✓	
EV Rate		✓	✓	✓	✓ (Same as PG&E)		✓	✓	✓	✓ (Same as PG&E)	✓				✓ (Same as PG&E)	✓ (Same as PG&E)	✓	✓	✓	✓ (Same as PG&E)
EV Bus Program		✓		✓			✓		✓									✓		
EV Incentives (vehicles and/or charging)		✓					✓	✓	✓				✓		In dev.	✓		✓	✓	In dev.
EV Load Shifting								✓								✓ (pilot)		✓		
Energy Efficiency				In dev.			✓	✓		In dev.			✓			In dev.		✓	✓	✓
Energy Efficiency Data Sharing					✓															
Feed-In Tariff		In dev.		In dev.				✓					✓					✓		
Building Electrification		✓			In dev.		✓	In dev.				✓				✓		✓	✓	In dev.
Low-Income & Multifamily EE		✓					✓	In dev.		✓		✓								
Solar Incentives												✓	✓							
On-Bill Repayment				In dev.				✓										In dev.		
Education, Outreach, and/or Innovation Grants			✓		✓				✓	In dev.						✓		✓		
Low-Income Solar Incentives		✓	In dev.	✓	✓	✓		✓	In dev.		✓									

CCE as a Way of Unleashing Innovation??

- Batteries For Optimizing Use And Two-Way Flow
- Time of Renewables Incentives to Use Power
- More and Better Microgrids for Better Resilience
- Businesses and Residents Sharing Power
- Unknown Innovations!!

Remember what happened with phones!!