CAMPBELLTOWN CITY COUNCIL

Confidential Item

For Council meeting to be held on

Tuesday 18 January 2022 at 7.00 pm

Refer Item 11.14

Confidential Item

11.14 Electricity Procurement Agreement to Participate

Climate Solutions Officer, Dr Kimberley Kueh's Report

Purpose of Report

To obtain Council's endorsement to entering into a 100% accredited renewable electricity contract.

Strategic Plan Link

Focus Area 2.1.1 Drive our Climate Solutions Strategy

Previous Council/Committee Resolution

At its meeting on 3 March 2020, Council resolved:

> 'That Council:
>
> - form a Climate Solutions Working Party which consists of Staff (led by the Chief Executive Officer) and Elected Members
> - develop a Climate Solutions Strategy by June 2021
> - allocate $250,000 as an ongoing recurrent budget in the Draft 2020/2021 Annual Business Plan and Budget as a Climate Solutions Strategy Fund which includes the engagement of a part time Staff resource (0.5 FTE)
> - purchase 100% renewable energy as soon as practical
> - establish a Climate Solutions Circular Fund to transfer all financial savings from Climate Solutions Initiatives to fund additional programs.'

Subsequent to this, Council resolved at its meeting on 16 March 2021:

> 'That the matter of whether Council purchases Green Energy be referred to the Climate Solutions Advisory Committee for their consideration.'

The Committee then resolved at its meeting on 16 June 2021:

> 'That it be a recommendation to Council that the Climate Solutions Advisory Committee continue to monitor and review options for the purchase of renewable energy. The Committee will report back to Council prior to Council's energy contract renewal in January 2023.'

At their meetings on 15 December 2021 and 21 December 2021 respectively, the Committee recommended, and the Council resolved:

'That Council:

- note the progress of the Electricity Working Group and LGA Procurement for the next Local Government Electricity Contract
- endorse, in principle, to purchase 100% accredited renewal electricity subject to the price of the renewable electricity being equal or less than the current unspecified electricity contract price.'

Background

At its meeting on 21 December 2021, Staff informed the Council that the LGA (Local Government Association of South Australia) Procurement and EWG (Electricity Working Group) had sought proposals via an Expression of Interest process for the supply 100% accredited renewable electricity, comprising of electricity and Large Scale Generation Certificates (LGCs). To ensure it demonstrated financially responsible procurement, an option for unspecified electricity was also sought. Through this process, it was found that Councils would likely be able to purchase 100% renewable electricity at a cost no more than the cost of unspecified electricity (ie. electricity generated from unknown source, where it may be from either black or green power sources, or a combination of both) purchased under the current contracts.

The LGA Procurement is now progressing to the formal RFT (Request for Tender) process, and are seeking a 'no obligation approval' to act on Council's behalf. To do this, Council will need to respond to a 'Willingness to Participate' form.

Discussion

Based on the preliminary market sounding and subsequent data analysis undertaken, LGA Procurement had provided an estimated financial impacts calculation for Campbelltown City Council. In 2020, Council spent an estimated $654,562 for an annual consumption of 2,559 MWh across its operation. Assuming similar electricity consumption in 2023, Council would pay between $519,720 and $570,896 for 100% accredited renewal electricity (savings in the range of $83,667 to 134,842 compared to 2020 unspecified electricity expenditure), or $494,132 for unspecified electricity (savings of $160,430 compared to 2020 electricity expenditure).

It is also noted through the market sounding process that while pricing for unspecified electricity would be more competitive in the first years (which would result in a larger cost saving initially), organisations that responded to the EOI have indicated that the prices of unspecified electricity are likely to increase over time while cost of renewables will trend downwards, specifically for longer contracts. This is potentially due to the strengthening of the renewable energy market and there is uncertainty in what constraints will be placed on the use of fossil fuels in the future.

A formal approach to the market will be undertaken during 2022 for contracts to commence 1 January 2023. The EWG expects that this formal RFT will likely attract increased interest and improved offers.

Attached to this report is a copy of the confidential memorandum from LGA Procurement, as well as the progress report from the EWG, with Council-specific data.

Based on the previous Climate Solutions Advisory Committee and Council resolution to 'endorse, in principle, to purchase 100% accredited renewal electricity subject to the price of the renewable electricity being equal or less than the current unspecified electricity contract price', Staff recommends that Council respond to the 'Willingness to Participate' form as highlighted below:

Scenario	Description	Indicative annual costs for Campbelltown City Council*	Annual budget impact Estimated impact for each scenario when compared to 2022 costs for unspecified electricity on the current contract	Willingness to participate
For comparison: estimated cost of unspecified electricity for your organisation on current contracts		$654,562		Comparison only
1	New contract for **renewable electricity** with the renewables costing 1¢/kWh more than new unspecified electricity	$519,720	$134,842 (Savings)	YES / NO
2	New contract for **renewable electricity** with the renewables costing 2¢/kWh more than new unspecified electricity This scenario is closest to the indicative pricing from the market sounding	$545,308	$109,254 (Savings)	YES / NO
3	New contract for **renewable electricity** with the renewables costing 3¢/kWh more than new unspecified electricity	$570,896	$83,667 (Savings)	YES / NO
4	My organisation is **only** interested in the **lowest price**.	$494,132	$160,430 (Savings)	YES / NO

***NOTES ON INDICATIVE COST CALCULATIONS:**

1. The indicative costs include consumption charges, mandatory certificate charges and all other supply charges; these costs are estimated to enable comparison between scenarios.
2. All indicative costs are based on proposals submitted to LGA Procurement's market sounding during 2021.
3. The indicative costs have been calculated using electricity consumption data from 2020 because that was the most recent dataset available to LGA Procurement.

Social Implications

There are no social implications in relation to this report.

Environmental / Climate Change Implications

Reduction in GHG emissions through the purchase of 100% renewable energy would significantly reduce Council's Scope 2 emissions, and help it reach its carbon neutrality target in the long run.

Asset Management Implications

There are no asset management implications in relation to this report.

Governance / Risk Management

Although there is no current legislation in place to govern '100% renewable energy', purchasing clean energy through accredited sources ensures that the purchase is done responsibly through an accredited retailer. This also mitigates Council's reputational risk of having its '100% renewable energy claim' being discredited in the future.

Community Engagement

The purchase of 100% renewable energy for Council electricity usage will show the Community that Council is committed to lead by example and 'walking the talk' in implementing the recently endorsed Climate Solutions Strategy.

Regional Implications

Procurement of renewable electricity would likely be undertaken through LGA Procurement to obtain the best rates possible as is currently the case with all Council's electricity contracts.

Economic Development Implications

There are no economic development implications in relation to this report.

Financial Implications

Purchase of 100% renewable energy would likely result in an annual electricity cost between $519,720 and $570,896 in 2023 (savings in the range of $83,667 to 134,842 compared to 2020 unspecified electricity cost). This cost is likely to reduce with time.

Staff recommend that any cost savings from the purchase of 100% renewable energy be allocated to the green revolving energy fund to finance other energy efficiency projects as per the 3 March 2020 Council's resolution.

Recommendation

That Council:

- **authorise the Chief Executive Officer to indicate a willingness to participate in the purchase 100% accredited renewal electricity**
- **endorse that any cost savings from the budget allocated for the purchase of electricity achieved through the purchase of 100% renewable energy be allocated to the Climate Solutions Circular fund to finance future projects.**

Procurement
Local Government Association of South Australia

22 December 2021

CONFIDENTIAL MEMORANDUM

To: Chief Executive Officer and Authorised Officers

From: Andrew Haste, Chief Executive Officer, LGA Procurement

Re: Local Government Electricity Contracts post 31 December 2022

LGA Procurement continues to act in the interests of SA Councils and Local Government Subsidiaries by navigating the complexities of the National Electricity Market (NEM) and delivering real benefits through aggregated price leverage and well managed contracts.

LGA Procurement's current electricity supply contracts for large, small and unmetered sites, which has 64 South Australia Councils and 7 participating Subsidiaries, all expire 31 December 2022. These contracts represent around 105 GWh of annual energy consumption across all three supply areas.

In anticipation of this, LGA Procurement, in consultation with the Electricity Working Group, comprising of Council representatives, and our Energy Partner, CQ Energy, has been actively considering the future procurement arrangements for the South Australian Local Government Sector. This includes investigating opportunities, value adds and options that can support renewable electricity and emission reduction expectations, for contracts moving forward.

Electricity is generated from a mixture of sources, including power stations and renewables. Despite the states generation percentage being approximately 60% renewable, once the electricity is supplied direct into the grid, it is impossible to identify who is consuming what power. To be able to claim you are purchasing renewable energy, customers must purchase Large-Scale Generation Certificates (LGCs), in addition to your electricity.

LGCs are a tradable commodity and are created per megawatt hour (MWh) of renewable energy generated. Purchasing LGCs certify that your electricity consumption is matched by an equal volume of electricity supplied to the grid by a renewable generator.

In August and September 2021, LGA Procurement sought proposals via an Expression of Interest process for the supply 100% accredited renewable electricity, comprising of electricity and Large-Scale Generation Certificates (LGCs) and to ensure we demonstrated financially responsible procurement, an option for unspecified electricity was also sought.

A summary of the progress to date has been prepared by the Electricity Working Group and is attached for your consideration. This document contains two sections that require the attention of organisations participating in the process:

1. Progress Report from the Electricity Working Group (for councils to note)
2. Agreement to Participate in Tender (LGA Procurement)

Next Steps

For the sector to transition to new arrangements by 1 January 2023, LGA Procurement is now progressing to the formal Request for Tender (RFT) process, where we will be seeking two options; provision of 100% accredited renewable electricity and unspecified electricity.

We seek your “no obligation approval” to act on your behalf to progress to an RFT. Your commitment, or otherwise, will be sought upon presentation of a Recommendations Report following the RFT process in early 2022.

In conjunction with the Electricity Working Group, we have included a ‘Willingness to Participate’ form at the end of the attached progress report. This will allow LGA Procurement and the Tender Evaluation Panel an understanding of the sectors requirements where it comes to either entering into a 100% accredited renewable electricity contract, or a standard retail agreement for unspecified electricity.

A Recommendation Report will then be presented to each council for individual approval to participate in the new arrangements but there is generally a very short validation period in which the sector can exercise its right to either accept the recommendation or reject the proposals.

In the past, this has been as little as 48 hours. We will be seeking to extend the validation period in the tender, but depending on the electricity market, there are no guarantees this can be achieved.

To allow LGA Procurement to proceed on your behalf, please review and complete the Agreement to Participate forms and return via email to procurement@lga.sa.gov.au by **2.00pm on Friday 28 January 2022**.

The agreement requires the name and contact details of an Authorised Officer who has authorised delegation of the Council to commit to a contract.

Please note: Electricity supply contracts are based purely on the energy component of your electricity invoices which equates to approximately 40% of the total electricity bill. The remaining 60% comprise largely fixed costs that are passed through by the retailer.

If you have any queries in relation to the procurement process, please contact Vicky Newton on 8224 2046 or email vnewton@lga.sa.gov.au.

Yours sincerely

Andrew Haste
Chief Executive Officer, LGA Procurement

Telephone: 8224 2073
Email: andrew.haste@lga.sa.gov.au

CONFIDENTIAL

December 2021

Electricity Procurement for South Australian Councils and Affiliated Organisations

PROGRESS REPORT AND LGA PROCUREMENT AGREEMENT TO PARTICIPATE

LGA Procurement and the Electricity Working Group have formed a strong partnership to advance the next procurement of electricity for South Australian councils and affiliated organisations. This document contains two sections that require the attention of organisations participating in the process:

1. Progress Report from the Electricity Working Group (for councils to note)
2. Agreement to Participation in Tender (LGA Procurement)

ACTION REQUIRED:

To allow LGA Procurement to proceed on your behalf, please review and complete the Agreement to Participate forms and return via email to procurement@lga.sa.gov.au by 2.00pm on Friday 28 January 2022. The agreement requires the name and contact details of an Authorised Officer who has authorised delegation of the Council to commit to a contract.

CLARIFICATION:

- For the sake of readability in this document, "**councils**" refers to both councils and affiliated organisations (e.g., council subsidiaries and the LGA).

DEFINITIONS:

- **Accredited renewable electricity** comes from a renewable source that is accredited by a scheme recognised by the Federal Government. Currently there are two accredited renewable electricity schemes. Accreditation requires the surrender of Large-scale Generated Certificates (LGCs), meaning that the accredited renewable electricity certificates cannot be claimed by other users. *GreenPower* provides assurance that LGCs are surrendered to the Clean Energy Regulator on behalf of customers. The other method is for customers to directly surrender LGCs to the Clean Energy Regulator.
- **Unspecified electricity** comes from a mix of sources, including both renewable and non-renewable production. While unspecified electricity in South Australia includes the mandatory Renewable Power Percentage of renewables (approximately 20%), there is no formal method for South Australian customers to claim more than this, despite the state generation percentage being approximately 60% renewable.

Progress Report from the Electricity Working Group

Summary to note:

1. **The Electricity Working Group is continuing to support LGA Procurement in the procurement of the next Local Government Electricity Contract.**
2. **LGA Procurement have conducted a preliminary *Expression of Interest* (EoI) to test the market regarding the next contract, with responses indicating:**
    a. **New contracts will provide the opportunity for councils to purchase accredited renewable electricity at no greater cost than current contracts (possibly with savings)**.
    b. **While accredited renewable electricity will still be charged as a premium above the price of unspecified electricity, the cost premium will be significantly reduced.**
3. **A formal approach to the market will be undertaken during 2022 for contracts to commence 1 January 2023. The formal Request for Tender is likely to attract increased interest and improved offers.**

BACKGROUND

All councils want a good deal on electricity procurement and a growing number of councils also require renewable electricity to meet goals they have set to reduce emissions. A new electricity contract needs to be commenced in January 2023. When procurement processes commenced for the new contract, it was important for councils to communicate their needs and support LGA Procurement through the process.

Fifty-nine organisations formed a Reference Group, including 53 councils, 5 council subsidiaries and the LGA. A smaller Working Group was formed to directly support LGA, including staff from 19 councils with expertise in electricity management, procurement and accounting. The Working Group has met regularly and supported LGA Procurement through the procurement process. This report provides an update for the wider Reference Group.

Completing and returning the attached Agreement to Participate form will enable LGA Procurement to continue the procurement process on behalf of your organisation. The Working Group will continue to work closely with LGA Procurement as the process continues.

PRELIMINARY MARKET SOUNDING

LGA Procurement conducted a preliminary market sounding during August and September 2021, inviting electricity providers to submit *Expressions of Interest*. This process was established to gauge the market and inform the development of the formal *Request for Tender*.

The market sounding sought indicative proposals and costs for accredited renewable electricity and unspecified electricity. Proponents were asked to include costings for the three main subdivisions of electricity provided to local government (Table 1).

Table 1: Local government demand for electricity in South Australia (based on 2020 data).

Local Government Load	Peak (MWh)	Off-Peak (MWh)	Total (MWh)
1. Large market sites (>160MWh pa)	19,778	19,372	39,150
2. Unmetered sites (street & traffic lights)	5,983	38,497	44,480
3. Small market sites (<160MWh pa)	15,284	6,238	21,522
Total	**41,045**	**64,107**	**105,152**

Analysis of proposals

Analysing proposals for the supply of electricity is a complex task. This analysis was not simply a case of comparing one price with another, because the proposals included price changes through time, peak and off-peak rates, and some respondents only provided pricing for some of the subdivisions or some of the electricity options.

Further, the cost of electricity is not the complete cost of an electricity account. Total account charges are over two times the actual charges for electricity. Fixed charges and mandatory environmental charges form the majority of electricity bills. LGA Procurement also charge a fixed contract management fee. Therefore, fixed and mandatory charges needed to be considered as part of the analysis. The Electricity Working Group and LGA Procurement analysed the proposals.

Response offers

Seven organisations responded to the market sounding. Two of the submissions did not fulfil all requirements of the market sounding but could provide potential innovation and components that add value. Those two organisations will be encouraged to partner with other organisations during the full tender process, to enable them to participate and provide benefits to councils.

Based on the proposals submitted, indicative pricing for Accredited Renewable Electricity and Unspecified Electricity is provided in Table 2.

Table 2: Comparison of costs for Renewable Electricity and Unspecified Electricity between existing contracts (2022 prices) and new contracts (indicative prices for 2023*).

CONTRACT	Existing contracts 2022 (¢/kWh)	New contract 2023 (¢/kWh)	Cost reductions (based on % of change from 2022 to 2023 pricing)
Unspecified electricity	**10.3**	7.9	23%
Accredited renewable electricity	16.7	**9.9**	41%

***NOTES ON TABLE 2:**

1. The indicative pricing for 2023 was calculated by averaging three proposals that provided pricing for all pricing criteria (i.e., it was not the best, nor the worst-case scenario).
2. The pricing provided is for entire contract (i.e., 60+ organisations combined). The pricing for individual councils will vary a little based on their mix of energy consumption (i.e., large sites, small sites, and unmetered consumption).
3. The market sounding was designed to inform the tender process, not to provide definitive costings. Some electricity providers did not submit an *Expressions of Interest* because there was no contract on offer. The formal Request for Tender during 2022 is likely to attract increased interest and improved offers, with the added attraction of the large local government contract.

Duration of contracts

For the market sounding, pricing was requested for terms ranging for 3 to 10 years. Pricing forecasts are difficult in the medium term because the marketplace is evolving with substantial influence from changing government policies.

The submissions indicated that prices for renewables are trending down. For unspecified electricity, pricing is more competitive in the first years but increases for longer contracts. Unspecified electricity is likely to increase in price over time because renewable markets are strengthening and there is uncertainty in what constraints will be placed on the use of fossil fuels in the future.

The tender can include processes to benefit from change over time, without needing to re-tender on a regular basis. Contracts can be established that allow for reviews and adjustments of pricing and other elements without the need to re-tender. This approach is being explored by LGA Procurement.

DISCUSSION

Key points

1. **The market has indicated that new contracts for renewable electricity will cost no more (possibly less) than the current contracts for unspecified electricity.**
2. **The cost of renewable electricity has reduced far more than the cost of unspecified electricity.**
3. **A formal approach to the market is likely to attract increased interest and improved offers.**

Council Benefits

Councils should be able to purchase renewable electricity from 1 January 2023, without increasing expenditure on electricity.

Purchasing renewable electricity will demonstrate leadership, support the creation of jobs in the renewables sector, and reduce harmful pollution from council activities.

Purchasing renewable electricity at a good price will support a shift to electric vehicles and reduce fleet running costs. Reduced running costs will enable councils to save money on transitioning to electric vehicles.

Community Benefits

Councils purchasing renewable electricity will benefit the community by generating a substantial ongoing demand for renewables, providing security for investors in renewables.

Alongside its support of LGA Procurement, the Electricity Working Group has advocated to National and State governments and related agencies to prevent over-charging and double-counting for renewable electricity. Changes to charging and accounting protocols can address these issues and will see benefits for households, small businesses and councils (e.g., cheaper renewable electricity).

Feedback on the advocacy work has been positive, although change will be a continuing process. Some of the key agencies involved have acknowledged the issues and indicated a willingness to address them over time. Thus, the work of the Electricity Working Group is having an impact greater than the current contract discussions. Any organisations requiring further information about the advocacy work should communicate with the Electricity Working Group.

NEXT STEP: FORMAL TENDER

The Electricity Working Group will continue to support LGA Procurement to commence a formal Request for Tender, including two options:

1. 100% accredited renewable electricity.
2. Unspecified electricity.

Within the tender specification we anticipate LGA Procurement will:

- Seek a consolidated contract for the sector, rather than separating organisations between the two options. This approach will simplify contracting and provide maximum pricing benefits (i.e., bigger contracts can attract better pricing). This approach will also save on Procurement and contract management costs.
- Require tenders to provide pricing for all electricity subcategories (large sites, small sites and unmetered sites) and pricing for both the renewable and unspecified electricity. This approach will encourage competitive offers and enable robust comparisons of the offers.
- Ensure that tenders for unspecified electricity include an option for organisations to pay an additional premium for accredited renewable electricity, so that any premium is transparent.
- Describe councils' intent to purchase accredited renewable electricity, subject to fair pricing and value for money.
- Seek options for pricing reviews and adjustments without a requirement for re-tendering, considering that:
    - Pricing should be reviewed and have the potential to be adjusted every 2-3 years.
    - Pricing should be reviewed and adjusted if there are major changes in federal government policy that affect electricity pricing.
- Continue to seek value added components, including:
    - Services related to billing, including ongoing assessment of sites to ensure that appropriate network tariff structures and rates are applied.
    - Services related to a transition to electric vehicles.
    - Potential for time-of-use contracts to reduce electricity costs.
    - Managing a Virtual Power Plant for Local Government entities exporting surplus electricity to the grid, including renewable systems greater than 100 kW.

We would be happy to answer any questions about this progress report and the recommendations.

Sincerely

Jon Herd
Chair, Electricity Working Group
Environmental Sustainability Coordinator
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Agreement to Participate in Tender

The next major stage of the procurement process involves LGA Procurement formerly approaching the market with a *Request for Tender*, likely to occur during March or April 2022. When pricing is returned by the market, there may be limited time for LGA Procurement to make a recommendation and approach all councils to participate. Based on the current indicative costs, LGA Procurement is seeking an agreement to participate from councils and associated organisations, to commence the formal tender process on their behalf.

Indicative pricing has been provided in the *Progress Report* from the Electricity Working Group. LGA Procurement has utilised the services of CQ Energy to compare costs of electricity options for each organisation.

ESTIMATED FINANCIAL IMPACTS OF ELECTRICITY PROCUREMENT FOR CAMPBELLTOWN CITY COUNCIL

The following comparisons have been conducted using electricity consumption data from 2020 because that was the most recent dataset available to LGA Procurement. For 2020, the Campbelltown City Council had annual consumption of 2,559 MWh. Please contact LGA Procurement if you can supply more recent data and would like the comparison to be recalculated.

Comparison of estimated costs for Renewable Electricity and Unspecified Electricity for Campbelltown City Council between existing contracts (2022 prices) and new contracts (indicative prices for 2023*).

Estimated annual costs Including consumption charges, mandatory certificate charges and all other supply charges.	**Existing contracts** **2022**	**New contract** **2023**
Unspecified electricity	$654,562	$494,132
Accredited renewable electricity	$818,324	$545,308

* The indicative pricing for 2023 was calculated by averaging three proposals that were submitted during the 2021 market sounding (i.e., it was not the best, nor the worst-case scenario).

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WILLINGNESS TO PARTICIPATE

Several scenarios could develop through the tender process. Based on the recent market sounding, it is likely that a new contract for renewable electricity will cost around the same or less each year than the current contracts for unspecified electricity. Scenarios are presented below. Scenario 2 is the closest to the results of the recent market sounding. It is also likely that renewables will trend downwards over time, which may further reduce costs of a renewable contract over time.

The full tender process may result in different outcomes – possibly better outcomes (e.g., Scenario 1). Therefore, several scenarios have been formulated to ensure that LGA Procurement has a solid understanding of the requirements of the sector. Each scenario includes an estimate of annual cost (including network charges). **Please respond to each scenario by circling YES or NO in the table below**.

Scenario	Description	Indicative annual costs for Campbelltown City Council*	Annual budget impact Estimated impact for each scenario when compared to 2022 costs for unspecified electricity on the current contract	Willingness to participate
For comparison: estimated cost of unspecified electricity for your organisation on current contracts		$654,562		**Comparison only**
1	New contract for **renewable electricity** with the renewables costing 1¢/kWh more than new unspecified electricity	$519,720	$134,842 (Savings)	**YES / NO**
2	New contract for **renewable electricity** with the renewables costing 2¢/kWh more than new unspecified electricity **This scenario is closest to the indicative pricing from the market sounding**	$545,308	$109,254 (Savings)	**YES / NO**
3	New contract for **renewable electricity** with the renewables costing 3¢/kWh more than new unspecified electricity	$570,896	$83,667 (Savings)	**YES / NO**
4	My organisation is **only** interested in the **lowest price**.	$494,132	$160,430 (Savings)	**YES / NO**

***NOTES ON INDICATIVE COST CALCULATIONS**:

1. The indicative costs include consumption charges, mandatory certificate charges and all other supply charges; these costs are estimated to enable comparison between scenarios.
2. All indicative costs are based on proposals submitted to LGA Procurement's market sounding during 2021.
3. The indicative costs have been calculated using electricity consumption data from 2020 because that was the most recent dataset available to LGA Procurement.

AGREEMENT

The agreement requires the name and contact details an Authorised Officer who has authorised delegation of the Council to commit to a contract.

On behalf of my organisation, I agree for LGA Procurement to proceed to the next stage of the procurement process to seek tenders from the market.

Organisation (council or entity): _____

Authorised Officer Position: _____

Authorised Officer Name: _____

Authorised Officer Signature: _____

Date: _____