

Cape Light Compact

Tel: (508) 375-6644 • Fax: (508) 362-4136
www.capelightcompact.org

POST OFFICE BOX 427 • BARNSTABLE SUPERIOR COURT HOUSE • BARNSTABLE, MASSACHUSETTS 02630

Cape Light Compact Governing Board Meeting



DATE: Wednesday, September 11, 2013
LOCATION: Rooms 11&12, Superior Courthouse, Barnstable
TIME: 2:00 – 4:30 p.m.

09-09-13P01:09 RCVD

AGENDA

- 2:00 Public Comment
- 2:10 Approval of Minutes
- 2:15 Treasurer's Report
- 2:20 Presentation on Cape Light Compact Annual Report on 2012 Energy Efficiency Activities, Phil Moffitt
- 2:45 Energy Efficiency Update
 - 1. Streetlight LED Retrofit Project
 - 2. Discussion and Potential Vote on ASHRAE Level II Audits for Municipal Projects
- 3:15 Chairman's Report
 - 1. Calendar of Board Meetings
- Administrator's Report
 - 1. Discussion and Potential Vote on Operating Budget Supplemental Budget Request for Audit Services and Establishment of REC Budget
 - 2. Updating Compact Aggregation Plan
 - 3. Proposed Presentations to Towns

Cape Light Compact Governing Board
Wednesday, August 14, 2013
Open Session Meeting Minutes

The Governing Board of the Cape Light Compact met on Wednesday, August 14, 2013 in Rooms 11 & 12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

Present were:

Joyce Flynn, Chairwoman, Yarmouth
Robert Schofield, Vice-Chair, Bourne
Peter Cocolis, Treasurer, Chatham until 3:30 pm
Barry Worth, Secretary, Harwich
Peter Cabana, Member at Large, Dukes County
David Anthony, Barnstable
Deane Keuch, Brewster
Timothy Carroll, Chilmark - by Teleconference
Brad Crowell, Dennis
Fred Fenlon, Eastham
William Doherty, Barnstable County @2:30 pm
Thomas Mayo, Mashpee
Ronald Zweig, Falmouth
Richard Toole, Oak Bluffs
Kenneth Rowell, Orleans
Everett Horn, Sandwich
Sue Hruby, West Tisbury

Legal Counsel:

Jeffrey Bernstein, Esq., BCK Law, LLC

Staff Present:

Maggie Downey, Compact Administrator
Margaret Song, Residential Program Manager
Briana Kane, Sr. Residential Program Coordinator
Matthew Dudley, Residential Program Coordinator
Lindsay Henderson, Communications & EE Data Analyst
Joseph Soares, Sr. Power Supply Planner

Auditor:

Chris Rogers, Sullivan, Rogers & Company, LLC - presenter

Public:

Ed Maroney, Barnstable Patriot
Dan McCready, Cape Cod Broadcasting

Absent Were:

Michael Hebert, Aquinnah
Edgartown - Vacant
Sharon Lynn - Provincetown
William Straw - Tisbury
Peter Fontecchio - Truro
Kathy Hubby - Wellfleet

Meredith Miller, C&I Program Manager
Nicole Price, C&I Program Planner
Vicki Marchant, C&I Program Analyst
Philip Moffitt, EM&V Analyst
Debbie Fitton, Energy Education Coordinator

CALL TO ORDER

At 2:08 pm, Chairwoman Flynn called the meeting to order. Chr. Flynn introduced Sue Hruby as the newest member of the Cape Light Compact Governing Board, representing West Tisbury.

PUBLIC COMMENT

Dan McCready stated that he was recording the meeting.

MEETING MINUTES

Secretary Worth presented the June 12, 2013 Meeting Minutes for consideration. *D. Anthony made a correction on pg. 2, line 56 by adding that he met with C. McLaughlin and Pres. Checklick of CVEC for his own interest and R. Zweig corrected line 60 to read R. Zweig is also satisfied... and to delete that he was not in*

attendance, as he was there. R. Zweig made a motion to approve the minutes of June 12, 2013 as amended, seconded by R. Schofield and voted unanimously in favor with P. Cabana, R. Toole, Brad Crowell, Sue Hruby & D. Keuch abstaining.

FINANCIAL STATEMENT REPORT

Chris Rogers from Sullivan, Rogers & Company, LLC presented the Cape Light Compact's Independent Audited Financial Statements for years 2009, 2010 and 2011. He stated that Cape Light Compact has been included in the Barnstable County audit, but that independent audit financial statements had never been performed. C. Rogers stated that all information that was requested of Cape Light Compact was received in a timely and organized manner.

William Doherty arrived at 2:30 pm.

Maggie Downey asked C. Rogers if he could verify that no energy efficiency funds have been used to fund Cape & Vineyard Electric Cooperative (CVEC). C. Rogers instructed the Board to turn to page 23 in the 2009 financial report, which shows that no money for CVEC has been funded by the energy efficiency fund, and that any money from CVEC came from the Power Supply Reserve Fund. Peter Cabana clarified that the 6 month lag in receiving money for the energy efficiency program is not because the Compact did not collect the money. C. Rogers stated that because the energy efficiency program started on January 1, the Compact was not able to collect the energy efficiency reconciling factor until July 1, which resulted in the 6 month lag. M. Downey stated that that issue has been resolved for Cape Light Compact only and that energy efficiency funds for the program year are now collected within the program year. D. Anthony asked if the OPEB obligation is paid out. C. Rogers said that nothing is paid out and that it is just a liability as the Compact did not have retirees at the time. R. Zweig pointed out that the Compact is a self-reliant entity. J. Flynn stated that the County does not subsidize the Compact. C. Rogers stated that the Compact is charged directly for any retirement costs and that the first retiree did not happen until 2011. C. Rogers mentioned that government accounting is different than corporate accounting. B. Crowell was pleased with the work that was done, and stated that this information is what they were looking for in order to communicate to the public. He would like to see a combined cash flow statement and wants to see the treasurer's report in a similar format. P. Cocolis stated that he has tried to mimic that format without spending money for additional software. C. Rogers stated that unfortunately the County's accounting system does not allow for this type of report. He said he could give the Board a couple of suggestions for software. B. Crowell wanted to remind the Board that the public cannot understand our financial statements and that it may be worth looking into. C. Rogers stated that the County's focus is on function and if a charge does not fit into that model, then it gets classified as other. He mentioned that the County system does not adhere to the Compact's operations. C. Rogers stated that they did not find any wrongdoings by the Compact, which is stated in the Management Letter. There are some suggestions that were made, that will be implemented by the Compact. They were unable to start the 2012 audit until the annual report filing which happened August 1. J. Flynn thanks C. Rogers for his clear presentation today and for attending the June Assembly of Delegates meeting.

P. Cocolis left at 3:30.

ENERGY EFFICIENCY UPDATE

1. Overview of 2012 Annual Report: M. Downey asked if the Board would table the 2012 Annual Report overview until September due to time constraints. The Board agreed.

2. C&I Waiver Request: V. Marchant presented the waiver request for Monomoy High School, which is comprised of Harwich and Chatham. She stated that the incentive is \$563,336 and will save approximately 554,673 kWh annually. B. Worth stated that the school is being built state of the art, so if these items were not included then it would be a shame. V. Marchant stated that this is the first time that the Compact and National Grid are working together on a comprehensive design project. *D. Anthony moved for the Board to approve the waiver of the \$300k incentive cap (2 towns at \$150k per town) for the Monomoy High School New Construction Comprehensive Design Approach project, thereby allowing a total project incentive of \$563,336, seconded by B. Crowell, voted unanimously in favor.*

CHAIRMAN'S REPORT:

1. Update on Meeting with Assembly of Delegates: J. Flynn stated that it is important to attend to the Assembly meetings, but feels that none of their minds have changed. She noted that the Assembly said that the Agreed Upon Procedures did not tell the whole story and that we were hiding things, and that there are still members of the Assembly who believe a forensic audit is needed. It was noted that the office of Inspector General is not an audit firm. M. Downey stated that the Compact's Financial Statement will be posted on the website in the next few days.

2. Demand Letter Sent to C. Powicki of Brewster: J. Flynn stated the C. Powicki gave a PowerPoint presentation to the Assembly with Cape Light Compact's logo, which included misinformation. Legal counsel sent a letter to him demanding him to stop using the Compact's logo and to cease and desist from making false allegations about the Compact's Power Supply Program, as well as to cease and desist from personal and defamatory attacks on Cape Light Compact's Administrator.

3. DPU Letter of July 19, 2013: J. Flynn stated that the Department of Public Utilities (DPU) has stated that they are taking no action on the request for a public hearing on the Compact's electric rates.

ADMINISTRATOR'S REPORT

1. Treasurer's Report: M. Downey handed out the treasurer's report, P. Cocolis' absence, for the period of January through June 2013.

OPEN SESSION VOTE ON ENTRY INTO EXECUTIVE SESSION AND REQUIRED DECLARATIONS OF THE CHAIR

Chr. Flynn then declared the need to enter into Executive Session pursuant to MGL Ch. 30A § 21 (a) (10) for a discussion on Power Supply Procurement Strategy (confidential and competitively sensitive information) and for an update on DPU Regulatory Litigation, in accordance with MGL Ch. 30A § 21 (a) (3) and that an open session may have a detrimental effect on the bargaining or litigating position of the Cape Light Compact. *P. Cabana moved the Board vote to enter into Executive Session and at the conclusion of the Executive Session not to reconvene in open session, seconded by B. Worth and voted unanimously by roll call in favor.* Counsel and staff remained.

Respectfully submitted,
Lindsay Henderson, Recording Clerk

Reviewed by Barry Worth on: 9.4.13

1

Cape Light Compact

Fiscal Year 2009, 2010 and 2011
Financial Statement Audit Exit Conferences

August 14, 2013

Presented by: Chris Rogers, CPA, Shareholder

Agenda

2

- Background
- Engagements summary
- Financial statement structure
- Reporting entity
- Financial statement summaries (2009 – 2011)
 - Opinions
 - Financial highlights
 - Significant footnotes
 - Additional Information
- Reports on IC Over FR and Compliance
- Management Letter
- Questions

Background

3

- Since inception (1997) all Cape Light Compact funds have been included in the annual audit of Barnstable County's financial statements
 - These audits did not include the preparation of separately issued financial statements for the Compact
- July 2012 - Presentation to Compact Governing Board on Compact Audit and Attestation Recommendations
- September 2012 – Compact Board votes to proceed with Recommendations
- March 2013 – Report on Applying Agreed Upon Procedures presented to the Board

Engagements Summary

4

- ❑ Audits began February 2013
- ❑ Multiple drafts issued for each year beginning early June 2013
- ❑ Final documents issued August 2013
- ❑ Information was provided timely and was well organized
- ❑ Management and staff responsive to all inquiries
- ❑ No disagreements with management



Financial Statement Structure

5

- Auditors' opinion (p 1-2)
- Management's discussion and analysis (p 4-8)
- Financial statements and notes (p 10-19)
- Additional information (p 21-24)
 - Combining statements of net assets and revenues, expenses and changes in net assets
 - Reconciliation of audited EE operating expenses to the annual DPU report

Reporting Entity

6

- Financial statements include the direct financial activities of the Compact, such as:
 - Energy efficiency programs funded by:
 - Energy efficiency/system benefit charges
 - EERF charges
 - RGGI proceeds received via the Commonwealth
 - Forward capacity market
 - Opt-in green program
- Financial statements do not include:
 - Federal and state grants received by Barnstable County but administered by the Compact
 - These funds have been reported as governmental funds in Barnstable County's annual audited financial statements



Opinions

7

- Opinions (p 1-2)
 - Unqualified (best opinion available) for all years (2009, 2010 and 2011)
 - FS presented fairly, in all material respects, the financial position and results of operations and cash flows in accordance with GAAP (GASB)

Financial Highlights - 2009

8

- Statement of Net Assets (p 10)
 - Assets - \$5.3m
 - Cash and cash equivalents - \$3.6m
 - Accounts receivable - \$1.7m
 - Liabilities - \$2.9m
 - A/P and accrued expenses - \$2.7m
 - Net OPEB obligation - \$102k
 - Net Assets – \$2.4m



Financial Highlights - 2009

9

- **Statement of Revenues, Expenses and Change (p 11)**
 - Increase in net assets of \$501k, or 26.3%
 - Total operating revenues \$10.4m
 - Energy efficiency - \$4.9m
 - Intergovernmental (RGGI) - \$4.0m
 - Total operating expenses - \$10.1m
 - Energy efficiency programs - \$8.8m, or 87%
 - Grants to CVEC - \$720k, or 7%
 - Total nonoperating revenues (expenses) - \$196k
 - Forward capacity market - \$329k
 - RECs - (\$133k)

Significant Footnotes - 2009

10

- Note 5 - Long-term Obligations (p 16)
 - Net OPEB obligation - \$102k
 - Represents Compact's estimated share of County's annual cost
 - Compensated absences - \$47k



Significant Footnotes - 2009

- Note 8 – Related Party Transactions (p 17 – 18)
 - Administrative services agreement with County
 - Grants provided to CVEC (\$720k)
 - County paying for certain Compact activities from General Fund (County) budget - \$189k
 - Subsequent to year-end, Compact funds were used to secure a \$100k line of credit for CVEC
 - Subsequent to year-end, the Compact entered into 2 agreements to purchase RECs from CVEC

Significant Footnotes - 2009

12

- Note 10 – Commitments (p 18)
 - Compact is committed under several agreements to purchase RECs at fixed prices through March 2012
 - Maximum commitment totals \$7.7m
 - Substantial portion of the RECs are purchased by supplier at cost
 - Compact participates in ISO-NE Forward Capacity Market
 - After June 1, 2010 committed to deliver specified units of EE at a fixed price per unit
 - Penalties are assessed if Compact fails to deliver its capacity supply obligation
 - Prior to June 1, 2010 paid a fixed price based on EE reported to ISO-NE



Significant Footnotes - 2009

13

- Note 10 – Commitments (continued)
 - Subsequent to year-end, Compact entered into 5-year agreement to purchase all RECs generated by 3rd party facility
 - Subsequent to year-end (2012), Compact entered into several agreements to sell REC's it had acquired (or committed to acquire) from a third party
 - Future cash inflows total \$657k.

Additional Information - 2009

14

- Additional Information (p 22 – 24)
 - Combining statement of net assets (p 22) and combining statement of revenues, expenses and changes in net assets (p 23)
 - These statements segregate the Compact’s activities between Energy Efficiency, Power Supply Reserve, budgeted operating funds and the Green Program
 - Reconciliation of audited GAAP EE operating expenses to annual DPU report (p 24)
 - Reconciling items (net change in accrued expenses, accrued payroll, net OPEB obligation and compensated absences) represent differences in basis of accounting (accrual versus modified accrual)



Financial Highlights - 2010

15

- Statement of Net Assets (p 10)
 - Assets - \$3.9m
 - Cash and cash equivalents - \$1.9m
 - Accounts receivable - \$2.0m
 - Liabilities - \$3.6m
 - A/P and accrued expenses - \$3.3m
 - Net OPEB obligation - \$204k
 - Net Assets – \$322k

Financial Highlights - 2010

16

- **Statement of Revenues, Expenses and Change (p 11)**
 - **Decrease in net assets of \$2.1m, or 86.6%**
 - Result of lag in receipt of revenues (6 months) from the EE program
 - Experienced by all EE program administrators
 - **Total operating revenues \$12.4m**
 - Energy efficiency - \$5.1m
 - EE reconciliation factor (EERF) - \$4.7m
 - **Total operating expenses - \$14.5m**
 - Energy efficiency programs – 13.4m, or 93%
 - Grants to CVEC - \$500k, or 3.5%
 - **Total nonoperating revenues (expenses) – (\$39k)**
 - Forward capacity market - \$556k
 - RECs - (\$590k)



Significant Footnotes - 2010

17

- Note 5 - Long-term Obligations (p 16)
 - Net OPEB obligation - \$204k
 - \$102k current year cost, which represents Compact's estimated share of County's annual cost
 - Compensated absences - \$45k

Significant Footnotes – 2010

18

- Note 8 – Related Party Transactions (p 17 – 18)
 - Administrative services agreement with County
 - Grants provided to CVEC (\$500k)
 - County paying for certain Compact activities from General Fund (County) budget - \$97k
 - Subsequent to year-end, Compact funds were used to secure a \$100k line of credit for CVEC



Significant Footnotes - 2010

19

- **Note 10 – Commitments (p 18)**
 - Compact is committed under several agreements to purchase RECs at fixed prices through June 2015
 - Maximum commitment totals \$6.1m
 - Compact participates in ISO-NE Forward Capacity Market
 - After June 1, 2010 committed to deliver specified units of EE at a fixed price per unit
 - Penalties are assessed if Compact fails to deliver its capacity supply obligation
 - Prior to June 1, 2010 paid a fixed price based on EE reported to ISO NE

Significant Footnotes - 2010

- Note 10 – Commitments (continued)
 - Subsequent to year-end (2012), Compact entered into several agreements to sell REC's it had acquired (or committed to acquire) from a third party
 - Future cash inflows total \$657k.



Additional Information - 2010

- Additional Information (p 22 – 24)
- Combining statement of net assets (p 22) and combining statement of revenues, expenses and changes in net assets (p 23)
 - These statements segregate the Compact's activities between Energy Efficiency, Power Supply Reserve, budgeted operating funds and the Green Program
- Reconciliation of audited GAAP EE operating expenses to annual DPU report (p 24)
 - Most reconciling items (net change in accrued expenses, accrued payroll, net OPEB obligation and compensated absences) represent differences in basis of accounting (accrual versus modified accrual)
 - One reconciling item (\$247k) relates to County grant expenses that DPU directed to include in the annual report

Financial Highlights – 2011

22

- Statement of Net Assets (p 10)
 - Assets - \$4.2m
 - Cash and cash equivalents - \$2.2m
 - Accounts receivable - \$2.0m
 - Liabilities - \$3.3m
 - A/P and accrued expenses - \$2.9m
 - Net OPEB obligation - \$301k
 - Net Assets – \$908k



Financial Highlights - 2011

23

- Statement of Revenues, Expenses and Change (p 11)
 - Increase in net assets of \$587k, or 182%
 - Total operating revenues \$18.4m
 - Energy efficiency - \$5.0m
 - EE reconciliation factor (EERF) - \$11.5m
 - Total operating expenses - \$18.1m
 - Energy efficiency programs – 16.6m, or 92%
 - Grants to CVEC - \$744k, or 4.1%
 - Total nonoperating revenues (expenses) – \$218k
 - Forward capacity market - \$699k
 - RECs - (\$479k)

Significant Footnotes - 2011

- Note 5 - Long-term Obligations (p 16)
 - Net OPEB obligation - \$301k
 - \$102k current year cost, which represents Compact's estimated share of County's annual cost
 - Compensated absences - \$46k



Significant Footnotes – 2011

- Note 8 – Related Party Transactions (p 17 – 18)
 - Administrative services agreement with County
 - Grants provided to CVEC (\$744k)
 - County paying for certain Compact activities from General Fund (County) budget - \$99k
 - Subsequent to year-end, Compact funds were used to secure a \$100k line of credit for CVEC

Significant Footnotes - 2011

26

- Note 10 – Commitments (p 18)
 - Compact is committed under several agreements to purchase RECs at fixed prices through June 2015
 - Maximum commitment totals \$2.8m
 - Compact participates in ISO-NE Forward Capacity Market
 - Committed to deliver specified units of EE at a fixed price per unit
 - Penalties are assessed if Compact fails to deliver its capacity supply obligation



Significant Footnotes - 2011

27

- Note 10 – Commitments (continued)
 - Subsequent to year-end (2012), Compact entered into several agreements to sell REC's it had acquired (or committed to acquire) from a third party
 - Future cash inflows total \$657k.

Additional Information - 2011

- Additional Information (p 22 – 24)
 - Combining statement of net assets (p 22) and combining statement of revenues, expenses and changes in net assets (p 23)
 - These statements segregate the Compact’s activities between Energy Efficiency, Power Supply Reserve, budgeted operating funds and the Green Program
 - Reconciliation of audited GAAP EE operating expenses to annual DPU report (p 24)
 - Most reconciling items (net change in accrued expenses, accrued payroll, net OPEB obligation and compensated absences) represent differences in basis of accounting (accrual versus modified accrual)
 - One reconciling item (\$200k) relates to County grant expenses that DPU directed to include in the annual report



Report on IC over FR, Compliance and Federal Award Programs

29

- Document structure
 - Report on internal control (IC) over financial reporting (FR), compliance and other matters
 - Required by Government Auditing Standards
 - No opinion provided
 - Must report the following:
 - Any significant deficiencies or material weaknesses in internal control over financial reporting
 - Material noncompliance related to laws, regulations, contracts and grant agreements
 - Results
 - No findings for 2009, 2010 and 2011

Management Letter

30

- One management letter prepared for all years
- Does not identify the strengths of the financial systems
- Summary
 - ▣ 3 comments
 - 1 informational



Management Letter

31

- Chart of Accounts (p 1)
- County provides accounting and financial reporting services
 - Compact's chart of account structure designed with some characteristics of County governments
 - Differs from Compact's operations
 - Current structure focused on reporting by function; miscellaneous account used when activity cannot be grouped by function
- We identified several instances whereby "miscellaneous" expense accounts were used for the purchase of REC's and grants to CVEC
 - These activities are an integral part of operations and should be reported separately in the general ledger
- We recommend chart of accounts be structured in a manner that is customized to the Compact's operations

Management Letter

- “Mil-Adder” Funds (p 2)
 - We identified the following regarding “Mil-Adder” funds:
 - Investment income is not being allocated to the fund (as prescribed by Section 15.3 of the Competitive Electric Supply Agreement (CESA))
 - Although not required by the CESA, Board formally votes the use of “mil-adder” funds related to the annual operating budget, grants to CVEC and various other operating expense
 - Represents 92.8% of expenses between 1/1/09 – 12/31/11
 - Remaining 7.2% (i.e., legal expenses related to DPU proceedings and opt out notices) were discussed at Board meetings but not formally voted
 - We believe a formal vote on the use of all “mil-adder” funds would strengthen controls over disbursements
 - We recommend:
 - Investment income be allocated to the “Mil-adder” fund monthly
 - Procedures be implemented whereby the Board formally votes the use of all “mil-adder” funds (i.e., budget process)



Management Letter

33

- Pension Accounting and Financial Reporting (p 3)
- GASBS 68 revises/establishes new financial reporting requirements related to pension benefits
 - Required to recognize long-term obligation for pension benefits
 - Also requires:
 - More comprehensive measure of annual pension costs
 - Conditions on the use of discount rate
 - Requirement to use entry age method and each service period's cost is determined by level % of pay (attribution method)
- We recommend management familiarize itself with GASBS 68 and prepare for its implementation

Questions



FOR 2014 12

ACCOUNTS FOR: 8074		CAPE LIGHT COMPACT OPERTG FUND					
ORIGINAL APPROP	REVISED BUDGET	YTD EXPENDED	MTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	% USED	
8074 5100	CLC OPERTG FD-SALARIES						
	0.00 182,219.00	15,902.37	0.00	0.00	166,316.63	8.7%	
8074 5213	CLC OPERTG FD-TELEPHONES						
	0.00 1,200.00	0.00	0.00	0.00	1,200.00	.0%	
8074 5235	CLC OPERTG FD-LEGAL SERVICES						
	0.00 383,105.00	22,817.95	0.00	0.00	360,287.05	6.0%	
8074 5239	CLC OPERTG FD-CONTRACTUAL						
	0.00 50,000.00	3,017.50	0.00	6,764.67	40,217.83	19.6%	
8074 5282	CLC OPERTG FD-IN STATE TRAVEL						
	0.00 16,500.00	973.74	0.00	500.00	15,026.26	8.9%	
8074 5291	CLC OPERTG FD-ADVERTISING						
	0.00 12,532.69	4,179.83	0.00	6,638.49	1,714.37	86.3%	
8074 5294	CLC OPERTG FD-FREIGHT/SHIPPG						
	0.00 250.00	0.00	0.00	0.00	250.00	.0%	
8074 5295	CLC OPERTG FD-PRINTG/COPYG						
	0.00 7,696.49	1,020.46	0.00	248.42	6,427.61	16.5%	
8074 5361	CLC OPERTG FD-POSTAGE						
	0.00 11,512.02	986.15	0.00	5,800.87	4,725.00	59.0%	
8074 5421	CLC OPERTG FD-ASSOC DUES						
	0.00 11,000.00	5,000.00	0.00	0.00	6,000.00	45.5%	
8074 5429	CLC OPERTG FD-SUBSCRIPTIONS						
	0.00 1,500.00	0.00	0.00	0.00	1,500.00	.0%	
8074 5463	CLC OPERTG FD-EQUIP RENTAL						
	0.00 5,000.00	0.00	0.00	0.00	5,000.00	.0%	
8074 5490	CLC OPERTG FD-GRANTS TO CVEC						
	0.00 402,745.00	0.00	0.00	0.00	402,745.00	.0%	
8074 5981	CLC OPERTG FD-RETIREMENT						
	0.00 28,000.00	17,521.81	0.00	0.00	10,478.19	62.6%	
8074 5983	CLC OPERTG FD-GRP INSUR						
	0.00 17,000.00	951.06	0.00	0.00	16,048.94	5.6%	
8074 5984	CLC OPERTG FD-MEDICARE						
	0.00 1,764.00	223.35	0.00	0.00	1,540.65	12.7%	
TOTAL CAPE LIGHT COMPACT OPERTG F							
	0.00 1,132,024.20	72,594.22	0.00	19,952.45	1,039,477.53	8.2%	
TOTAL EXPENSES							
	0.00 1,132,024.20	72,594.22	0.00	19,952.45	1,039,477.53		

2013 Budgeted (Based on Three-year Plan)

Program	PA Costs					Total PA Costs
	PPA	Marketing	Incentives	STAT	EMV	
Residential (total)	\$617,788	\$583,373	\$9,588,576	\$1,743,262	\$457,652	\$12,990,648
1. Residential Whole House	\$ 414,759	\$ 176,469	\$ 7,742,657	\$ 856,992	\$ 366,456	\$ 9,557,333
Residential New Construction	\$ 20,702	\$ 15,012	\$ 329,250	\$ 137,852	\$ 7,011	\$ 509,826
Residential Multi-Family Retrofit	\$ 20,486	\$ 12,652	\$ 288,414	\$ 38,655	\$ 16,243	\$ 376,451
Residential Home Energy Services	\$ 373,570	\$ 148,805	\$ 7,102,993	\$ 680,485	\$ 343,203	\$ 8,649,056
Residential Behavior/Feedback	\$ -	\$ -	\$ 22,000	\$ -	\$ -	\$ 22,000
2. Residential Products	\$ 108,464	\$ 159,718	\$ 1,780,919	\$ 497,270	\$ 79,806	\$ 2,626,178
Residential Cooling & Heating Equipment	\$ 30,261	\$ 20,424	\$ 493,175	\$ 89,556	\$ 10,558	\$ 643,974
Residential Lighting	\$ 58,883	\$ 109,794	\$ 1,001,994	\$ 272,120	\$ 55,887	\$ 1,498,678
Residential Consumer Products	\$ 19,320	\$ 29,500	\$ 285,750	\$ 135,594	\$ 13,362	\$ 483,526
3. Residential Hard-to-Measure	\$ 94,563	\$ 247,185	\$ 65,000	\$ 389,000	\$ 11,389	\$ 807,137
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 5,429	\$ -	\$ -	\$ -	\$ -	\$ 5,429
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ 300,000
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000
Residential R&D and Demonstration	\$ -	\$ -	\$ 65,000	\$ -	\$ -	\$ 65,000
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000
Low-Income (total)	\$190,742	\$68,542	\$2,333,589	\$596,709	\$116,838	\$3,306,419
4. Low-Income Whole House	\$ 133,655	\$ 24,880	\$ 2,333,589	\$ 596,709	\$ 113,868	\$ 3,202,701
Low-Income New Construction	\$ 2,061	\$ 229	\$ 40,000	\$ 1,877	\$ 5,920	\$ 50,087
Low-Income Single Family Retrofit	\$ 110,814	\$ 22,337	\$ 1,844,480	\$ 575,910	\$ 93,323	\$ 2,646,865
Low-Income Multi-Family Retrofit	\$ 20,780	\$ 2,313	\$ 449,109	\$ 18,922	\$ 14,625	\$ 505,750
5. Low-Income Hard-to-Measure	\$ 57,087	\$ 43,662	\$ -	\$ -	\$ 2,970	\$ 103,718
Low-Income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364
Low-Income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228
Low-Income Energy Affordability Network	\$ 38,829	\$ 23,297	\$ -	\$ -	\$ -	\$ 62,126
Commercial & Industrial (total)	\$486,742	\$110,505	\$11,090,318	\$1,426,476	\$477,762	\$13,591,802
6. C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948
C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948
7. C&I Retrofit	\$ 342,285	\$ 38,107	\$ 9,387,730	\$ 1,145,447	\$ 325,135	\$ 11,238,704
C&I Retrofit	\$ 159,738	\$ 17,784	\$ 6,186,759	\$ 659,118	\$ 183,270	\$ 7,206,668
C&I Direct Install	\$ 182,547	\$ 20,323	\$ 3,200,972	\$ 486,329	\$ 141,865	\$ 4,032,036
8. C&I Hard-to-Measure	\$ 55,109	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,150
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 4,571	\$ -	\$ -	\$ -	\$ -	\$ 4,571
GRAND TOTAL	\$1,295,269	\$762,419	\$23,012,493	\$3,766,447	\$1,052,252	\$29,888,870

2013 Actuals (January Through August)

Program	PA Costs					Total PA Costs
	PPA	Marketing	Incentives	STAT	EMV	
Residential (total)	\$272,337	\$214,525	\$2,581,818	\$527,881	\$150,594	\$3,747,155
1. Residential Whole House	\$ 154,627	\$ 94,864	\$ 2,081,953	\$ 278,612	\$ 987,702	\$ 3,597,759
Residential New Construction	\$ 7,921	\$ 15,452	\$ 21,359	\$ 22,773	\$ 37,497	\$ 105,003
Residential Multi-Family Retrofit	\$ 7,839	\$ 3,406	\$ 9,825	\$ 14,102	\$ 23,024	\$ 58,196
Residential Home Energy Services	\$ 138,867	\$ 76,006	\$ 2,050,769	\$ 241,737	\$ 927,181	\$ 3,434,560
Residential Behavior/Feedback	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 41,502	\$ 73,351	\$ 510,255	\$ 107,238	\$ 240,074	\$ 972,421
Residential Cooling & Heating Equipment	\$ 11,579	\$ 4,919	\$ 277,538	\$ 26,784	\$ 107,732	\$ 428,552
Residential Lighting	\$ 22,531	\$ 46,258	\$ 204,329	\$ 53,822	\$ 91,164	\$ 418,103
Residential Consumer Products	\$ 7,393	\$ 22,174	\$ 28,388	\$ 26,632	\$ 41,177	\$ 125,765
3. Residential Hard-to-Measure	\$ 102,351	\$ 170,144	\$ 1,525	\$ 193,139	\$ 35,688	\$ 502,848
Residential Statewide Marketing	\$ -	\$ 43,564	\$ -	\$ -	\$ -	\$ 43,564
Residential DOER Assessment	\$ 82,812	\$ -	\$ -	\$ -	\$ 35,688	\$ 118,501
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 19,539	\$ -	\$ -	\$ -	\$ -	\$ 19,539
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 191,199	\$ -	\$ 191,199
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 1,940	\$ -	\$ 1,940
Residential R&D and Demonstration	\$ -	\$ -	\$ 1,525	\$ -	\$ -	\$ 1,525
Residential Education	\$ -	\$ 126,580	\$ -	\$ -	\$ -	\$ 126,580
Low-Income (total)	\$80,129	\$65,421	\$394,722	\$115,806	\$213,762	\$869,840
4. Low-Income Whole House	\$ 51,141	\$ 52,314	\$ 394,722	\$ 115,806	\$ 207,396	\$ 821,380
Low-Income New Construction	\$ 789	\$ 53	\$ 686	\$ 1,136	\$ 8,982	\$ 11,645
Low-Income Single Family Retrofit	\$ 42,402	\$ 51,689	\$ 281,437	\$ 103,043	\$ 195,664	\$ 674,234
Low-Income Multi-Family Retrofit	\$ 7,951	\$ 573	\$ 112,599	\$ 11,627	\$ 2,750	\$ 135,501
5. Low-Income Hard-to-Measure	\$ 28,988	\$ 13,106	\$ -	\$ -	\$ 6,367	\$ 48,461
Low-Income Statewide Marketing	\$ -	\$ 7,765	\$ -	\$ -	\$ -	\$ 7,765
Low-Income DOER Assessment	\$ 20,086	\$ -	\$ -	\$ -	\$ 6,367	\$ 26,453
Low-Income Energy Affordability Network	\$ 8,902	\$ 5,341	\$ -	\$ -	\$ -	\$ 14,243
Commercial & Industrial (total)	\$264,465	\$59,125	\$1,357,300	\$314,012	\$118,651	\$2,113,553
6. C&I New Construction	\$ 34,188	\$ 2,281	\$ 442,552	\$ 83,053	\$ 39,036	\$ 601,110
C&I New Construction	\$ 34,188	\$ 2,281	\$ 442,552	\$ 83,053	\$ 39,036	\$ 601,110
7. C&I Retrofit	\$ 130,971	\$ 8,737	\$ 914,747	\$ 230,959	\$ 79,615	\$ 1,365,029
C&I Retrofit	\$ 61,122	\$ 4,077	\$ 121,628	\$ 128,010	\$ 50,824	\$ 365,660
C&I Direct Install	\$ 69,849	\$ 4,660	\$ 793,120	\$ 102,950	\$ 28,791	\$ 999,369
8. C&I Hard-to-Measure	\$ 99,306	\$ 48,107	\$ -	\$ -	\$ -	\$ 147,413
C&I Statewide Marketing	\$ -	\$ 48,107	\$ -	\$ -	\$ -	\$ 48,107
C&I DOER Assessment	\$ 82,170	\$ -	\$ -	\$ -	\$ -	\$ 82,170
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 17,136	\$ -	\$ -	\$ -	\$ -	\$ 17,136
GRAND TOTAL	\$643,075	\$462,906	\$4,345,754	\$1,008,808	\$1,595,878	\$8,056,421

Source:
G:\12-001 Compact Efficiency 2012\2013-2015 EEP\2012\1102 & 12.20 DPU 12-107 Proceeding\2013.02.21 Compliance Filing\DP12-107_CLC_Ext. 4
COMPLIANCE_2013-2015 08-50 Tables_Expanded_2013.02.13.xlsx

2012 ANNUAL REPORT

Cape Light Compact Governing Board
Meeting

9/11/13

Phil Moffitt



INTRO



- Final Year of 2010-2012 Three Year Plan
- Results from 2012 as well as summary results for 2010-2012
- Compact's performance toward unprecedented Savings and Benefits Goals

2012 TOTAL CUSTOMERS

Customer Class	Number of Customers
Residential	167,654
Low-Income	8,495
C&I	24,234
Street Lighting	2,332
TOTAL	202,715

BENEFITS

- **Benefits =**
 - **Electric Savings**
 - **Avoided Costs**
 - **Electricity Generation and Transmission**
 - **Non-Electric Impacts**
 - **Non-Electric Benefits (NEBs)**
 - **Fuel Savings (Oil, Natural Gas, Propane)**
 - **Non-Energy Impacts (NEIs)**
 - **Reduced Water/Sewer Costs**
 - **Reduced Lighting/Equipment Maintenance**
 - **Increased Property Value**

2012 RESULTS

CAPE LIGHT COMPACT

Cape Light Compact 2012 Summary Results					
	PA Costs (aka Budget)	Benefits	Annual MWh Savings	Lifetime MWh Savings	BCR
Planned					
Residential	\$ 13,551,206	\$ 95,793,864	18,937	189,938	5.37
Low-Income	\$ 3,510,157	\$ 13,114,967	2,704	24,903	3.74
C&I	\$ 9,244,079	\$ 32,354,942	15,960	200,914	3.13
Total	\$ 26,305,442	\$141,263,773	37,601	415,755	4.46
Actual					
Residential	\$ 15,463,471	\$ 58,248,863	15,756	131,938	3.24
Low-Income	\$ 3,079,664	\$ 10,173,942	2,456	24,161	3.30
C&I	\$ 7,314,084	\$ 27,447,646	11,007	141,061	3.20
Total	\$ 25,857,219	\$ 95,870,451	29,219	297,160	3.23

2012 RESULTS

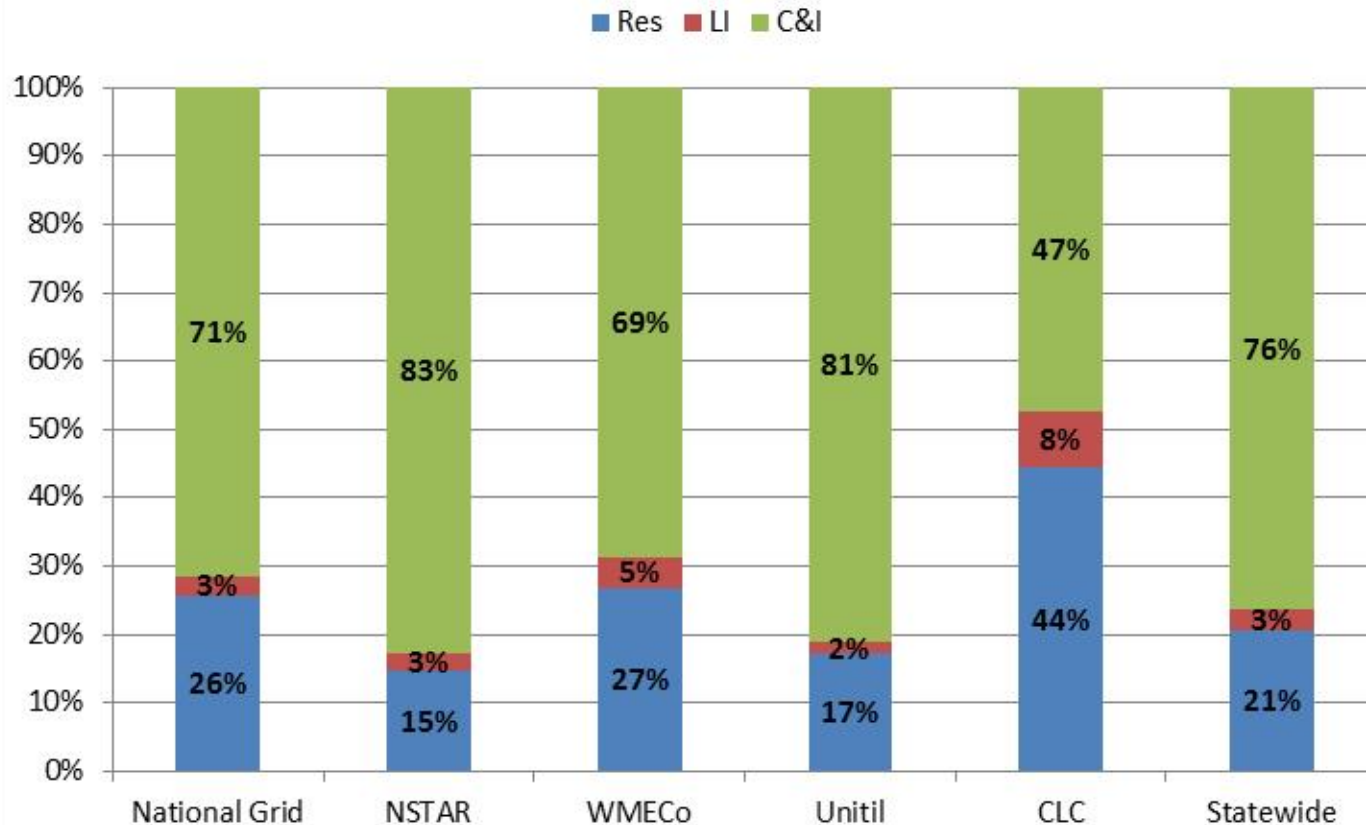
BCR COMPARISON

Program Administrator	Actual PA Costs	Actual Total Benefits	BCR
Cape Light Compact	25,857,219	95,870,451	3.2
NSTAR	174,661,743	923,793,777	3.7
NGRID	172,931,572	772,849,229	3.4
WMECO	33,583,305	144,374,596	3.6
Unitil	4,361,915	19,653,562	3.5

2012 RESULTS

LIFETIME SAVINGS COMPARISON

2012 Distribution of Lifetime Savings (MWh)



TAKEAWAYS

- Compact's Programs are highly cost effective, returning \$3.2 for every dollar invested
- Compact's Programs are comprehensive, targeted to our customer base
- 2012 is Compact's strongest performance in 2010-2012 Plan Period
 - Benefits - nearly double 2010 (+80%)
 - Annual Savings - nearly double 2010 (+90%)
 - Lifetime Savings - more than double 2010 (+150%)
- Variances from planned to actual due to measure mix and true-ups through evaluations

2010-2012 RESULTS

CAPE LIGHT COMPACT

Cape Light Compact 2010-2012 Summary Results					
	PA Costs (aka Budget)	Benefits	Annual MWh Savings	Lifetime MWh Savings	BCR
Planned					
Residential	\$ 29,938,315	\$ 158,227,867	41,051	381,843	4.37
Low-Income	\$ 7,826,419	\$ 23,946,384	4,290	44,332	3.06
C&I	\$ 18,980,086	\$ 66,507,816	32,835	417,879	3.03
Total	\$ 56,744,820	\$248,682,067	78,177	844,053	3.77
Actual					
Residential	\$ 31,850,580	\$ 120,682,866	37,870	323,842	3.32
Low-Income	\$ 7,395,926	\$ 21,005,360	4,042	43,589	2.84
C&I	\$ 17,050,091	\$ 61,600,520	27,883	358,026	3.05
Total	\$ 56,296,597	\$203,288,745	69,794	725,457	3.18

2010-2012 RESULTS

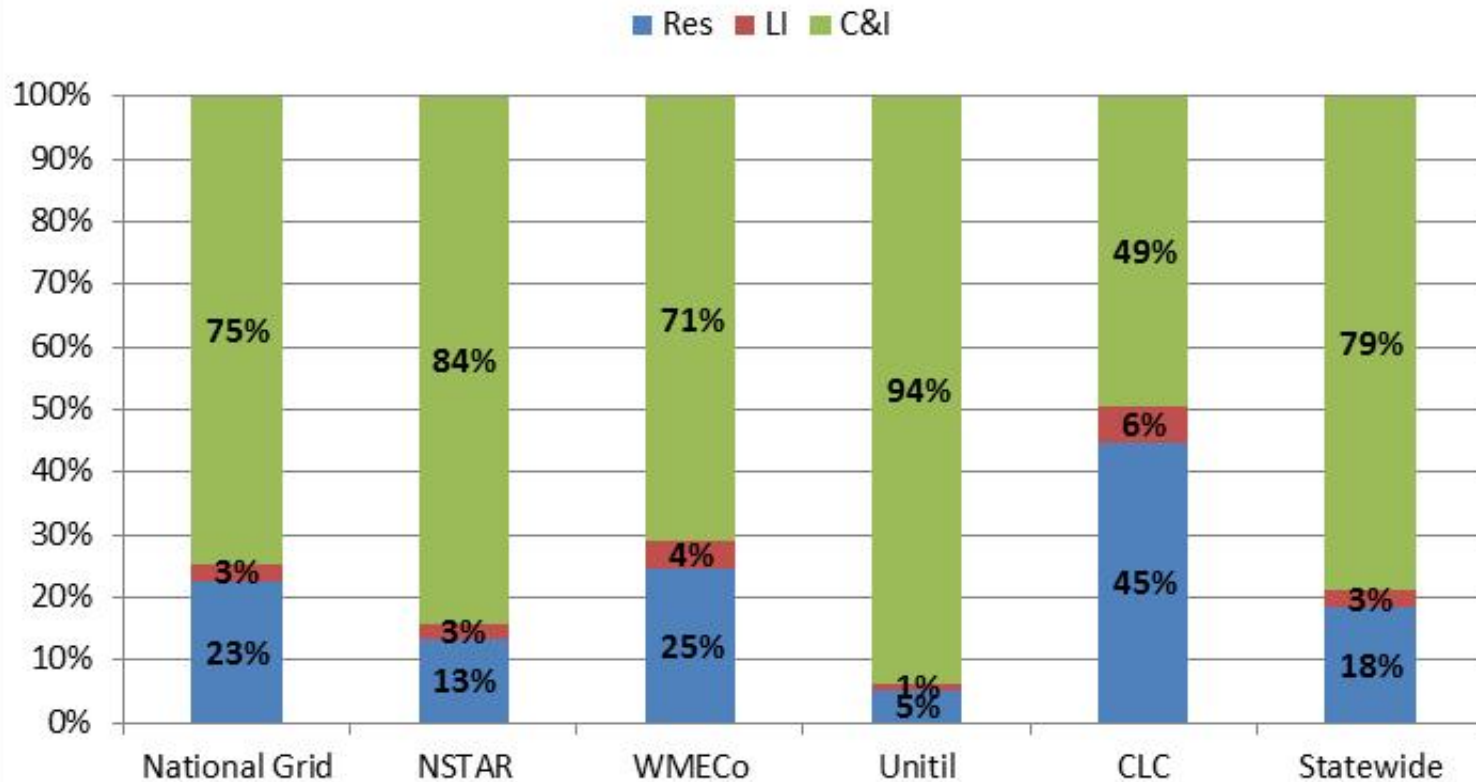
BCR COMPARISON

Program Administrator	Actual PA Costs	Actual Total Benefits	BCR
Cape Light Compact	56,296,597	203,288,745	3.2
NSTAR	373,076,328	2,071,429,055	3.7
NGRID	383,810,124	1,876,671,818	3.6
WMECO	71,610,801	344,948,535	3.5
Unitil	10,027,076	63,628,280	3.3

2010-2012 RESULTS

LIFETIME SAVINGS COMPARISON

2010-2012 Distribution of Lifetime Savings (MWh)



TAKEAWAYS

- Compact's programs are highly cost effective over 3 year plan period, returning \$3.2 dollars for every dollar invested
- Compact responded to very aggressive plan goals with increasingly strong performance
 - Benefits: \$38M → \$69M → \$96M
 - Annual Savings (MWh): 15K → 25K → 29K
 - Lifetime Savings (MWh): 166K → 262K → 297K
 - Maintained costs at planned levels
- Compact continuing efforts to respond to aggressive goals in 2013-2015 Plan

THANK YOU

- For more information, please visit <http://www.capelightcompact.org/report/annual-reports-on-energy-efficiency-activities/>
- Thank you!
Phil Moffitt, Evaluation Manager
pmoffitt@capelightcompact.org

2013 Budgeted (Based on Three-year Plan)

Program	PA Costs					Total PA Costs
	PPA	Marketing	Incentives	STAT	EMV	
Residential (total)	\$617,788	\$583,373	\$9,588,576	\$1,743,262	\$457,652	\$12,990,848
1. Residential Whole House	\$ 414,759	\$ 176,469	\$ 7,742,657	\$ 856,992	\$ 366,456	\$ 9,557,333
Residential New Construction	\$ 20,702	\$ 15,012	\$ 329,250	\$ 137,852	\$ 7,011	\$ 509,826
Residential Multi-Family Retrofit	\$ 20,486	\$ 12,652	\$ 288,414	\$ 38,655	\$ 16,243	\$ 376,451
Residential Home Energy Services	\$ 373,570	\$ 148,805	\$ 7,102,993	\$ 680,485	\$ 343,203	\$ 8,649,056
Residential Behavior/Feedback	\$ -	\$ -	\$ 22,000	\$ -	\$ -	\$ 22,000
2. Residential Products	\$ 108,464	\$ 159,718	\$ 1,780,919	\$ 497,270	\$ 79,806	\$ 2,626,178
Residential Cooling & Heating Equipment	\$ 30,261	\$ 20,424	\$ 493,175	\$ 89,556	\$ 10,558	\$ 643,974
Residential Lighting	\$ 58,883	\$ 109,794	\$ 1,001,994	\$ 272,120	\$ 55,887	\$ 1,498,678
Residential Consumer Products	\$ 19,320	\$ 29,500	\$ 285,750	\$ 135,594	\$ 13,362	\$ 483,526
3. Residential Hard-to-Measure	\$ 94,563	\$ 247,185	\$ 65,000	\$ 389,000	\$ 11,389	\$ 807,137
Residential Statewide Marketing	\$ -	\$ 122,185	\$ -	\$ -	\$ -	\$ 122,185
Residential DOER Assessment	\$ 89,134	\$ -	\$ -	\$ -	\$ 11,389	\$ 100,523
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 5,429	\$ -	\$ -	\$ -	\$ -	\$ 5,429
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 300,000	\$ -	\$ 300,000
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 89,000	\$ -	\$ 89,000
Residential R&D and Demonstration	\$ -	\$ -	\$ 65,000	\$ -	\$ -	\$ 65,000
Residential Education	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000
Low-Income (total)	\$190,742	\$68,542	\$2,333,589	\$596,709	\$116,838	\$3,306,419
4. Low-Income Whole House	\$ 133,655	\$ 24,880	\$ 2,333,589	\$ 596,709	\$ 113,868	\$ 3,202,701
Low-Income New Construction	\$ 2,061	\$ 229	\$ 40,000	\$ 1,877	\$ 5,920	\$ 50,087
Low-Income Single Family Retrofit	\$ 110,814	\$ 22,337	\$ 1,844,480	\$ 575,910	\$ 93,323	\$ 2,646,865
Low-Income Multi-Family Retrofit	\$ 20,780	\$ 2,313	\$ 449,109	\$ 18,922	\$ 14,625	\$ 505,750
5. Low-Income Hard-to-Measure	\$ 57,087	\$ 43,662	\$ -	\$ -	\$ 2,970	\$ 103,718
Low-Income Statewide Marketing	\$ -	\$ 20,364	\$ -	\$ -	\$ -	\$ 20,364
Low-Income DOER Assessment	\$ 18,258	\$ -	\$ -	\$ -	\$ 2,970	\$ 21,228
Low-Income Energy Affordability Network	\$ 38,829	\$ 23,297	\$ -	\$ -	\$ -	\$ 62,126
Commercial & Industrial (total)	\$486,742	\$110,505	\$11,090,318	\$1,426,476	\$477,762	\$13,591,802
6. C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948
C&I New Construction	\$ 89,348	\$ 9,947	\$ 1,702,588	\$ 281,028	\$ 143,037	\$ 2,225,948
7. C&I Retrofit	\$ 342,285	\$ 38,107	\$ 9,387,730	\$ 1,145,447	\$ 325,135	\$ 11,238,704
C&I Retrofit	\$ 159,738	\$ 17,784	\$ 6,186,759	\$ 659,118	\$ 183,270	\$ 7,206,668
C&I Direct Install	\$ 182,547	\$ 20,323	\$ 3,200,972	\$ 486,329	\$ 141,865	\$ 4,032,036
8. C&I Hard-to-Measure	\$ 55,109	\$ 62,450	\$ -	\$ -	\$ 9,591	\$ 127,150
C&I Statewide Marketing	\$ -	\$ 62,450	\$ -	\$ -	\$ -	\$ 62,450
C&I DOER Assessment	\$ 50,537	\$ -	\$ -	\$ -	\$ 9,591	\$ 60,128
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 4,571	\$ -	\$ -	\$ -	\$ -	\$ 4,571
GRAND TOTAL	\$1,295,269	\$762,419	\$23,012,493	\$3,766,447	\$1,052,252	\$29,888,870

2013 Actuals (January Through August)

Program	PA Costs					Total PA Costs
	PPA	Marketing	Incentives	STAT	EMV	
Residential (total)	\$272,337	\$214,525	\$2,581,818	\$527,881	\$150,594	\$3,747,155
1. Residential Whole House	\$ 154,627	\$ 94,864	\$ 2,081,953	\$ 278,612	\$ 987,702	\$ 3,597,759
Residential New Construction	\$ 7,921	\$ 15,452	\$ 21,359	\$ 22,773	\$ 37,497	\$ 105,003
Residential Multi-Family Retrofit	\$ 7,839	\$ 3,406	\$ 9,825	\$ 14,102	\$ 23,024	\$ 58,196
Residential Home Energy Services	\$ 138,867	\$ 76,006	\$ 2,050,769	\$ 241,737	\$ 927,181	\$ 3,434,560
Residential Behavior/Feedback	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. Residential Products	\$ 41,502	\$ 73,351	\$ 510,255	\$ 107,238	\$ 240,074	\$ 972,421
Residential Cooling & Heating Equipment	\$ 11,579	\$ 4,919	\$ 277,538	\$ 26,784	\$ 107,732	\$ 428,552
Residential Lighting	\$ 22,531	\$ 46,258	\$ 204,329	\$ 53,822	\$ 91,164	\$ 418,103
Residential Consumer Products	\$ 7,393	\$ 22,174	\$ 28,388	\$ 26,632	\$ 41,177	\$ 125,765
3. Residential Hard-to-Measure	\$ 102,351	\$ 170,144	\$ 1,525	\$ 193,139	\$ 35,688	\$ 502,848
Residential Statewide Marketing	\$ -	\$ 43,564	\$ -	\$ -	\$ -	\$ 43,564
Residential DOER Assessment	\$ 82,812	\$ -	\$ -	\$ -	\$ 35,688	\$ 118,501
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 19,539	\$ -	\$ -	\$ -	\$ -	\$ 19,539
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 191,199	\$ -	\$ 191,199
Residential Workforce Development	\$ -	\$ -	\$ -	\$ 1,940	\$ -	\$ 1,940
Residential R&D and Demonstration	\$ -	\$ -	\$ 1,525	\$ -	\$ -	\$ 1,525
Residential Education	\$ -	\$ 126,580	\$ -	\$ -	\$ -	\$ 126,580
Low-Income (total)	\$80,129	\$65,421	\$394,722	\$115,806	\$213,762	\$869,840
4. Low-Income Whole House	\$ 51,141	\$ 52,314	\$ 394,722	\$ 115,806	\$ 207,396	\$ 821,380
Low-Income New Construction	\$ 789	\$ 53	\$ 686	\$ 1,136	\$ 8,982	\$ 11,645
Low-Income Single Family Retrofit	\$ 42,402	\$ 51,689	\$ 281,437	\$ 103,043	\$ 195,664	\$ 674,234
Low-Income Multi-Family Retrofit	\$ 7,951	\$ 573	\$ 112,599	\$ 11,627	\$ 2,750	\$ 135,501
5. Low-Income Hard-to-Measure	\$ 28,988	\$ 13,106	\$ -	\$ -	\$ 6,367	\$ 48,461
Low-Income Statewide Marketing	\$ -	\$ 7,765	\$ -	\$ -	\$ -	\$ 7,765
Low-Income DOER Assessment	\$ 20,086	\$ -	\$ -	\$ -	\$ 6,367	\$ 26,453
Low-Income Energy Affordability Network	\$ 8,902	\$ 5,341	\$ -	\$ -	\$ -	\$ 14,243
Commercial & Industrial (total)	\$264,465	\$59,125	\$1,357,300	\$314,012	\$118,651	\$2,113,553
6. C&I New Construction	\$ 34,188	\$ 2,281	\$ 442,552	\$ 83,053	\$ 39,036	\$ 601,110
C&I New Construction	\$ 34,188	\$ 2,281	\$ 442,552	\$ 83,053	\$ 39,036	\$ 601,110
7. C&I Retrofit	\$ 130,971	\$ 8,737	\$ 914,747	\$ 230,959	\$ 79,615	\$ 1,365,029
C&I Retrofit	\$ 61,122	\$ 4,077	\$ 121,628	\$ 128,010	\$ 50,824	\$ 365,660
C&I Direct Install	\$ 69,849	\$ 4,660	\$ 793,120	\$ 102,950	\$ 28,791	\$ 999,369
8. C&I Hard-to-Measure	\$ 99,306	\$ 48,107	\$ -	\$ -	\$ -	\$ 147,413
C&I Statewide Marketing	\$ -	\$ 48,107	\$ -	\$ -	\$ -	\$ 48,107
C&I DOER Assessment	\$ 82,170	\$ -	\$ -	\$ -	\$ -	\$ 82,170
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 17,136	\$ -	\$ -	\$ -	\$ -	\$ 17,136
GRAND TOTAL	\$643,075	\$462,906	\$4,345,754	\$1,008,808	\$1,595,878	\$8,056,421

Source:
G:\12-001 Compact Efficiency 2012\2013-2015 EEP\20121102 & 12.20 DPU 12-107 Proceeding\2013.02.21 Compliance Filing\DPUC 12-107_CLC_Ext. 4
COMPLIANCE_2013-2015 08-50 Tables_Expanded_2013.02.13.xlsx



Municipal LED Street Light Project

Governing Board Update Wednesday, September 11, 2013



Participation Agreements signed for full project

- Met with all Boards of Selectmen to gain support
 - Lessons learned from Demonstration Project
 - Special Terms & Conditions included for many communities
 - *Thank you to all the DPW and Town, Fire District leads!!*
- Include all towns & fire districts who own their lights
- W. Barnstable Fire District purchase completed
- Phase II participants – those who plan to purchase
- 24 Participating Municipalities
- More than 15,000 streetlights



Municipal LED Street Light Project

Governing Board Update Wednesday, September 11, 2013



Procurement under MA G.L. Ch. 25A, Section 11I as Request for Qualifications (RFQ) – *Guaranteed Energy Savings Contract*

- Scope, schedule, contracts and form of RFQ prepared: April – June, 2013
- Notification to DOER: June 11, 2013
- Published in Central Register: July 3, 2013
- RFQ Posted on website & available: July 12, 2013
- Mandatory Pre-Qual Conference: July 30, 2013 (optional site visits)
 - 30 attendees at the Pre-Qualification Conference
- Final Inquiries: August 1, 2013
- Responses to Inquiries: August 2, 2013
 - Answered 38 questions, provided 3 additional attachments
- Responses received: August 9, 2013
- Interviews held: August 15, 2013 (*thank you to advisory group*)
- Notifications issued: August 30, 2013



Municipal LED Street Light Project

Governing Board Update Wednesday, September 11, 2013



Selection of Vendor and Contract Execution

- Four qualified responses received:
 - ConEdison Solutions
 - Dagle Electrical Construction Corp.
 - RISE Engineering
 - Siemens Industry, Inc.
- Selected Siemens as “top Respondent”
 - Other three remain qualified and may be selected if acceptable contract cannot be reached with Siemens

Assuming acceptable contract with Siemens

- Technical Street Light Investment Grade Audit & Project Development Agreement will be signed & proceed



Municipal LED Street Light Project

Governing Board Update Wednesday, September 11, 2013



NEXT STEPS:	What	When (preliminary, subject to change)
	Kick-off meeting with Vendor and DPW, Town & Fire District lead representatives	Late September, early October, 2013
	Field audit, engineering, design, energy savings confirmed, final fixture selections	October, 2013 – December, 2013
	File IGA (Audit) with DOER, Execute EMS Guaranteed Energy Savings Performance Contract with Vendor	December, 2013 – January, 2014
	Material orders	January, 2014 – March, 2014
	Fixture conversion (installation)	January, 2014 – June, 2014
	Phase II installations & follow-up	September, 2014 – December, 2014
	Adjustment of utility billing	February, 2014 – December, 2014

Cape Light Compact Governing Board Meeting Schedule

*2nd Wednesday of every other month
(unless otherwise noted)*

2:00 p.m.

Room 11/12, Superior Court House, Barnstable, Mass.

02630

9/2013-9/2014

- *Wednesday, September 11, 2013*
- *Wednesday, November 20, 2013**
- *Wednesday, January 8, 2014*
- *Wednesday, March 12, 2014*
- *Wednesday, May 14, 2014*
- *Wednesday, July 9, 2014*
- *Wednesday, September 10, 2014*

**This is a rescheduled meeting and is the 3rd Wednesday of November.*

Meeting Agenda: <http://www.capelightcompact.org/about/agendas-minutes/>

**Agenda Action Request
Cape Light Compact
Meeting Date: 09/11/13**



- Aquinnah
- Barnstable
- Barnstable County
- Bourne
- Brewster
- Chatham
- Chilmark
- Dennis
- Dukes County
- Eastham
- Edgartown
- Falmouth
- Harwich
- Mashpee
- Oak Bluffs
- Orleans
- Provincetown
- Sandwich
- Tisbury
- Truro
- Wellfleet
- West Tisbury
- Yarmouth

Power Supply Reserve Budget Request for Establishment of a Renewable Energy Certificate (REC) Budget

REQUESTED BY: *Margaret T. Downey*

Proposed Motion(s)

1) I move the Board vote to approve the establishment of a Renewable Energy Certificate (REC) budget in order to purchase RECs for the January 1, 2013 through June 30, 2014 time period up to \$600,000

Consistent with its contractual commitment, this budget will allow the Cape Light Compact to purchase RECs that are anticipated to be generated during Q2 2013; Q3 2013; and Q4 2013 and will be available for trading during their applicable trading periods in October 2013 through June 2014.

Record of Board Action

Motion by:	Second by:	# Aye	# Nay	# Abstain	Disposition

**Agenda Action Request
Cape Light Compact
Meeting Date: 09/11/13**



Aquinnah

Barnstable

*Barnstable
County*

Bourne

Brewster

Chatham

Chilmark

Dennis

*Dukes
County*

Eastham

Edgartown

Falmouth

Harwich

Mashpee

Oak Bluffs

Orleans

Provincetown

Sandwich

Tisbury

Truro

Wellfleet

West Tisbury

Yarmouth

Operating and Power Supply Reserve - Supplemental Budget Request

REQUESTED BY: *Margaret T. Downey*

Proposed Motion(s)

1) I move the Board vote to approve a Supplemental Budget Request to the Operating Budget and Power Supply Reserve Fund for establishment of an Auditing Services line item in the amount of \$130,000 to cover the costs associated with the preparation of 2009, 2010, 2011, and 2012 Compact Independent Audited Financial Statements.

Consistent with the recommendation in the Auditor's Management Letter, in addition to executing an engagement letter for auditing services, the Compact should appropriate the funds associated with the auditing services within its operating budget. As previously approved by the Board, the revenue for this expense will come from the Energy Efficiency Reserve Fund (8038) and Power Supply Reserve Fund (8046)

Record of Board Action

Motion by:	Second by:	# Aye	# Nay	# Abstain	Disposition



THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

DEVAL L. PATRICK
GOVERNOR

ONE SOUTH STATION
BOSTON, MA 02110
(617) 305-3500

ANN G. BERWICK
CHAIR

RICHARD K. SULLIVAN, JR.
SECRETARY OF ENERGY
AND ENVIRONMENTAL AFFAIRS

JOLETTE A. WESTBROOK
COMMISSIONER

DAVID W. CASH
COMMISSIONER

August 27, 2013

VIA FIRST CLASS MAIL

Jeffrey M. Bernstein, Esq.
Jo Ann Bodemer, Esq.
Audrey A. Eidelman, Esq.
BCK Law, P.C.
One Gateway Center, Suite 809
Newton, Massachusetts 02458

RE: Cape Light Compact Municipal Aggregation Plan

Dear Attorneys:

As you know, G.L. c. 164, § 134 requires municipalities aggregating the electric loads of their residents to have a plan approved by the Department of Public Utilities ("Department") that describes the aggregation program's structure, operations, and funding. City of Lowell Municipal Aggregation, D.P.U. 12-124, Interlocutory Order on the Attorney General's Motions to Compel Discovery at 16 (April 4, 2013). As part of our analysis of pending municipal aggregation plans, the Department has reviewed the Cape Light Compact's ("Compact") municipal aggregation plan and notes that the plan, originally approved by the Department in Cape Light Compact, D.T.E. 00-47 (2000), may no longer fully and accurately reflect the Compact's current operation of its municipal aggregation program. Please review the municipal aggregation plan and determine whether the Compact should file a revised plan to reflect the municipal aggregation program's current structure and operations. In order to minimize customer confusion and ensure that the municipal aggregation plan adequately describes the program, the Compact, at a minimum, should consider removing references to standard offer service and Commonwealth Electric Company.

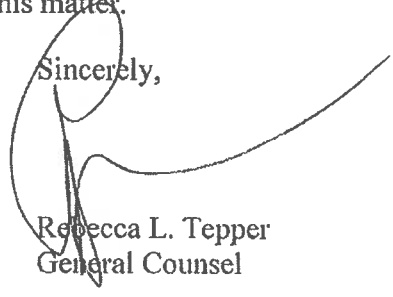
Prior to filing a revised municipal aggregation plan with the Department, the Compact should complete any required consultation with the Department of Energy Resources and obtain any necessary governing board approvals, pursuant to G.L. c. 164, § 134(a). The revised

Cape Light Compact Municipal Aggregation Plan
August 27, 2013

Page 2

municipal aggregation plan must comply with any applicable laws, regulations and Department precedent, including the Department's Orders in City of Lowell Municipal Aggregation, D.P.U. 12-124. Thank you for your attention to this matter.

Sincerely,

A handwritten signature in black ink, appearing to read 'Rebecca L. Tepper', with a long, sweeping horizontal stroke extending to the right.

Rebecca L. Tepper
General Counsel

cc: Steven Venezia, Deputy General Counsel, Department of Energy Resources
Jesse Reyes, Division Chief, Office of the Attorney General
John Habib, Esq., Keegan Werlin LLP