

Cape Light Compact Governing Board
Meeting Minutes
March 14, 2012

The Governing Board of the Cape Light Compact met in regular session on Wednesday, March 14, 2012 @ 2:00 p.m. in Rooms 11 & 12, Superior Court House, 3195 Main Street, Barnstable Mass.

Present were:

Robert Schofield, V. Chairman, Bourne
Peter Cocolis, Treasurer, Chatham
Fred Fenlon, Eastham
Joyce Flynn, Yarmouth
Tom Mayo, Mashpee
Everett Horn, Sandwich
Deane Keuch, Brewster
Ronald Zweig, Falmouth, by phone
Richard Toole, Oak Bluffs
Kathy Hubby, Wellfleet

Absent were:

Michael Hebert, Aquinnah
William Doherty, Chairman, Barnstable County
Timothy Carroll, Chilmark
Brad Crowell, Dennis
Peter Cabana, Member @ Large, Dukes County
Vacant, Edgartown
Barry Worth, Secretary, Harwich
Kenneth Rowell, Orleans
Sharon Lynn, Provincetown
Bill Straw, Tisbury
Peter Fontecchio, Truro
Vacant, W. Tisbury

Staff Present

Maggie Downey, Compact Administrator
Kevin Galligan, Energy Efficiency Program Manager
Briana Kane, Sr. Residential Program Coordinator
Matt Dudley, Residential Program Coordinator
Deborah Fitton, Energy Education Coordinator

Meredith Miller, C&I Program Manager
Nicole Price, C&I Program Planner
Philip Moffitt, EM&V Analyst
Joseph Soares, Sr. Power Supply Planner
Karen Loura, Administrative Assistant

V. Chairman Schofield opened and chaired the meeting.

Public Comment

There were no members of the public present.

Approval of Minutes

The Board tabled consideration of the January 11, 2012 Meeting Minutes to the next meeting with a quorum.

Overview of NSTAR/NU Settlement Agreement, Joe Soares

Joseph Soares, Cape Light Compact, Senior Power Supply Planner provided an update on the Northeast Utilities/Nstar Merger and Cape Light Compact comments.

Energy Efficiency Program Update

1. 2011 Program Year in Review, Kevin Galligan

Kevin Galligan, Energy Efficiency Program Manager provided a 2011 Energy Efficiency Program – Year in Review Power Point Presentation to the Board. A copy of the presentation is attached (Attachment A) hereto.

2. Update on Turn-In Events

Briana Kane, Sr. Residential Program Coordinator provided the Board with the 2012 Turn-In Opportunities Schedule. Inefficient Room Air Conditioners and Dehumidifiers will be collected

during Household Hazardous Waste Collection Days across Cape Cod from April – September. Participants will receive a \$35.00 Rebate toward replacement with an Energy Star rated appliance.

3. LPrize Lamp Availability in Retail

Briana Kane, Sr. Res. Program Coordinator informed the Board that Cape Light Compact will buy-down the price of the L-Prize LED Lamp and they will be available for \$24.99 at the Home Depot early April, 2012 and will be in Lighting Catalogue. This test bulb won the award and an Energy Star Rating is expected in June. Briana agreed to bring 6 of each to sell to Board at the next meeting.

4. Update on Lighting Kiosk at CC Mall

Briana Kane, Sr. Res. Program Coordinator informed the Board that two types of Boxed Energy Efficient Lighting Supplies valued at \$100.00 will be available for a purchase price of \$10/ea. + Tax at the Kiosk at the Cape Cod Mall, Route 132, Hyannis Mass. every day during the month of March & April, 2012. There will be a Radio event April 22nd promoting this activity. (Attachment B)

5. Heat Pump Water Heater Rebates, Matt Dudley

Matt Dudley provided particulars concerning the 2012 \$1,000 MA Heat Pump Water Heater Rebate available if replacing 50-80 gallon electric water heater or for new construction. Rebate will also be available to Commercial/Industrial Customers as part of the Direct Install Program. (Attachment C)

6. CFL –Town Meeting Events, Matt Dudley

Matt Dudley, Residential Program Coordinator also provided information concerning the CFL Bulb giveaway at Annual Town Meetings on Cape Cod & Martha's Vineyard this year. He provided a copy of the packaging which is a pink box and includes the Cape Light Compact Logo. A nickel from every bulb purchased by Cape Light Compact will go to the Ellie Fund (Massachusetts based organization) to fight breast cancer and help families.

7. Energy Education Update, Debbie Fitton

Debbie Fitton, Energy Education Coordinator provided Winter, 2012 Program Activities update and also provided a list of upcoming events for March, April, May and the beginning of June. (See Attachment D)

8. Update on Planning for 2013-2015 Energy Efficiency Plan

a. Statewide Appreciative Inquiry Summit

Maggie Downey, Administrator informed the Board of an upcoming summit taking place at Gillette Stadium in Foxboro on May 15, & 16, 2012 (2-day event) for a grassroots group to see what is working and what is not. This will begin a 3-year conversation for substantive changes to the next 3-year plan. There are rooms available for overnight accommodations. There will be 300 stakeholders from across Massachusetts participating.

b. CLC C&I Customer Focus Groups

Maggie Downey, Administrator reviewed the small commercial/industrial focus group meetings designed to elicit their feedback on our program. An April 11th Board Meeting is required to review the Three-year Plan and Report on C&I Focus Group results and recommendations.

Update on Streetlights

M. Downey informed the Board of an upcoming May meeting to which Municipal DPW Directors and Town Managers will be invited to discuss LED Street Light Retrofit. Cape Light Compact will conduct a Request for Proposals and negotiate a new tariff with the utilities. Savings will be calculated and made available. Cape Light Compact will install 7 consecutive street lights in designated pilot test areas. Towns can hold Public

Meetings. Cape Light Compact will also reach out to Nstar and State owned streetlights. The participating towns will be known by September, 2012, the RFP will be in October, 2012 and installation of new lights will begin January, 2012. It is anticipated it will take 9-12 months for installation. A separate Request for Proposals will address maintenance. The installed costs are coming down. These lights have a 15-year life. Cape Light Compact will cover 100% of the cost because this is a cost effective energy efficiency measure for municipalities.

Review Proposed Amendment to CLC Intergovernmental Agreement & Potential Vote

M. Downey suggested tabling this discussion to the 4/11/12 Meeting to consider amending the quorum section for meetings. By agreement.

Cape & Vineyard Electric Cooperative Update

M. Downey updated the Board on Round II PV Project. Negotiations are in the final stages for installation of roof & ground mounted photovoltaic panels which will generate 27 MW of electricity.

Other Business from Board Members

Peter Cocolis, Treasurer distributed a Revenue & Expense Report as of 2/29/12. (Attachment E)

Ron Zweig, Falmouth referenced an Executive Committee Meeting in December relative to Salaries. Maggie will bring the Executive Committee Meeting Minutes and report to the April Executive Committee meeting.

Tom Mayo informed the Board of the Mass. Municipal Energy Group who use tools amongst themselves. They are eager for commercial, industrial and municipal members. They tried to provide traveling shows; but people weren't showing up and each region has different issues. They are filling a void to anyone who has energy related questions. He will forward information to M. Downey who will distribute and add to April Agenda.

R. Zweig, Falmouth reported that the problem with the insulation installed at the Falmouth Town Hall is being rectified. The installer is replacing the insulation.

R. Zweig, Falmouth asked about the letters in the packet. He asked when possible that they be vetted to the Board first. M. Downey explained the copies of letters from BCK Law are relative to the Cape Light Compact's intervention in proceedings of the NS/NU Merger.

At 4:35 p.m. the meeting adjourned.

Respectfully submitted,

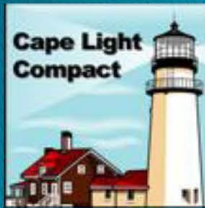
Karen E. Loura
Administrative Assistant

Note: Hard copies of Attachments referenced were distributed to Members and are on file with Cape Light Compact. Copies are available upon request.

2011 Energy Efficiency Program Year In Review

Cape Light Compact
Governing Board Meeting
Wednesday, March 14, 2012

Kevin Galligan (508) 375-6828
Energy Efficiency Program Manager



2011 Energy Efficiency Program Highlights

- Significant accomplishments achieved thanks to:
 - Cape Light Compact staff
 - Vendors, contractors and legal/regulatory folks
- Welcomed new CLC staff to growing team
- Year 2 of the Three-Year 2010–2012 EE Plan
 - Preliminary 2011 Expenditures \$16.2 million
 - Preliminary 2011 Total Benefits \$60.9 million
- Exceeded capacity reduction goals (>11 MW) of qualified and cleared on-peak demand reductions in the ISO New England Forward Capacity Market



2011 Energy Efficiency Program Highlights, continued

- Transitioned Mass Save® Residential Home Energy Services program from single vendor to a market model with multiple qualified vendors
- Multiple awards recognition:
 - ENERGY STAR® Homes Leadership in Housing
 - ENERGY STAR® Sustained Excellence
 - IREC Innovation Award
- Implemented third-party QA/QC statewide for Residential Program



2011 Energy Efficiency Program Highlights, continued

- Completed evaluation of new Heat Pump Water Heater measure (launched in March, 2012)
- Supported Advanced Building Core Performance Energy Efficiency Award for the Barnstable Municipal Airport FAA Control Tower
- Leveraged EECBG outside funding for expanded efficiency measures at Dennis Town Hall and the Barnstable Superior Courthouse



2011 Energy Efficiency Program

How Do We Compare

among electric program administrators

	No. of Customers		
	Residential	Commercial	Total
Cape Light Compact	175,394	27,027	202,421
NGRID - Electric MA	1,110,226	174,967	1,285,193
NSTAR - Electric	804,527	136,885	941,412
Unitil - Electric MA	24,344	4,123	28,467
WMECo	187,620	21,954	209,574
Totals	2,302,111	364,956	2,667,067



2011 Energy Efficiency Program

How Do We Compare

among electric program administrators

	Preliminary 2011 Actual Expenditures		
	Residential	Commercial	Total
Cape Light Compact	\$ 11,963,255	\$ 4,186,620	\$ 16,149,875
NGRID - Electric MA	\$ 59,623,240	\$ 58,795,965	\$ 118,419,205
NSTAR - Electric	\$ 50,576,938	\$ 63,930,019	\$ 114,506,957
Unitil - Electric MA	\$ 2,241,629	\$ 3,211,821	\$ 5,453,450
WMECo	\$ 10,037,802	\$ 10,451,770	\$ 20,489,572
Totals	\$ 134,442,864	\$ 140,576,195	\$ 275,019,059



2011 Energy Efficiency Program

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	Per Capita (Expenditures)		
	Residential	Commercial	Total
Cape Light Compact	\$ 68.21	\$ 154.91	\$ 79.78
NGRID - Electric MA	\$ 53.70	\$ 336.04	\$ 92.14
NSTAR - Electric	\$ 62.87	\$ 467.03	\$ 121.63
Unitil - Electric MA	\$ 92.08	\$ 779.00	\$ 191.57
WMECo	\$ 53.50	\$ 476.08	\$ 97.77
Totals	\$ 58.40	\$ 385.19	\$ 103.12



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Energy Efficiency Program Update Mass Save® Commercial & Industrial Upstream Lighting Offering

- “**BRIGHT OPPORTUNITIES**” launched September, 2011
- Lighting distributor offering to discount efficient lighting
 - Reduced wattage T8 fluorescent lamps
 - High Output T5 fluorescent lamps
 - Expanded in November, 2011: LED directional lamps (PAR30, PAR38, PAR20 & MR16)
- Statewide have contracts with over 6 lighting manufacturers and 35 distributors; \$5 million of incentives supporting over 340,000 lamps through December, 2011



Energy Efficiency Program Update Mass Save® Commercial & Industrial Upstream Lighting Offering, cont'd:

- Cape Light Compact results through December, 2011
 - No. of lamps 8,800
 - No. of participants 128
 - Annual savings (kWh) 1,342,630
 - Total incentives paid \$252,428



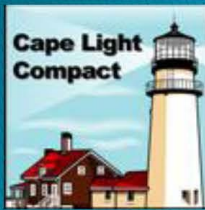
Eligible Linear Fluorescent or LED	Incentives / lamp
Reduced-wattage 28W T8 lamp	\$1.00
Reduced-wattage high output T5	\$1.25
LED PAR20	\$15.00
LED PAR30 or BR30	\$30.00
LED PAR38 or BR40	\$35.00
LED MR16 or GU10	\$15.00



and coming soon...

Planning for the
2013–2015 Energy Efficiency Plan
THANK YOU

Kevin Galligan (508) 375–6828
Energy Efficiency Program Manager

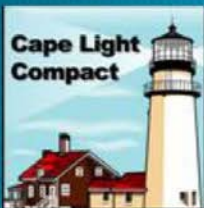


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Mass Save® Commercial & Industrial

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THANK YOU

Kevin Galligan (508) 375–6828
Energy Efficiency Program Manager



ATTACHMENT B

Cape Cod Mall Promo

To run every day in March and April

Pricing is still \$10 per box + tax

2 Product offerings:

- 12 incandescent style CFLs, 2 desk lamps, 2 night lights
- 4 incandescent style CFLs, 4 dimmable reflectors, 2 outdoor floods, 2 3-way CLFs



L Prize



Will be available early April at The Home Depot

- Retail for \$49.99 with CLC buydown \$24.99
- Will also be in the new lighting catalog (available at the end of Q2) as of 03/09/12 pricing not yet available

\$1000 Heat Pump Water Heater Rebate*

For new construction applications or the replacement of existing 50-80 gallon electric water heaters

*Rebate not to exceed equipment cost. Offer valid until 11/31/2012 subject to change at any time

For more information or to access the rebate form visit:

<http://www.massave.com/residential/lighting-and-appliances/offers/heat-pump-water-heater-rebate>

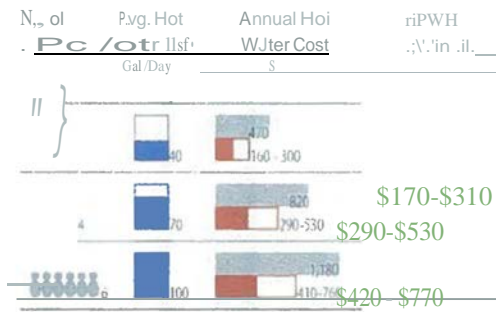
Estimated Costs:

Equipment:	\$1200	\$1500
Installation:	\$300	- \$600
Sub Total:	\$1500	\$2100

Total: \$500 \$1100

Rebate: (-\$1000) - (-\$1000)

How Much Do I Save?



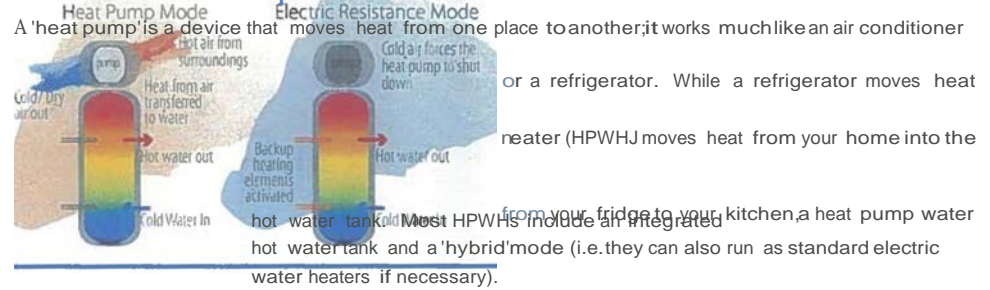
Estimated Customer Payback:

0.6 yrs- 6.5 yrs*

*Depending on installed cost and water use;

*HPWH cost is based on performance range observed in New England. Read *When Does it Work Best* for details. See notes below.

What is a Heat Pump Water Heater?



Is It Right For You?

While HPWHs can certainly provide savings over standard electric water heaters, there are several other factors to consider before buying and installing.

Location

For the HPWH to run efficiently, the space should generally stay above 50°F.

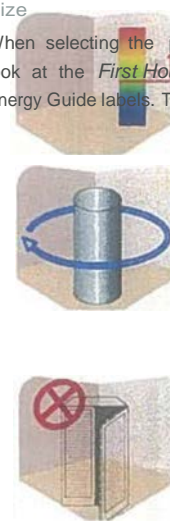
Space

A heat pump removes heat from ambient air. Hence there must be a considerable volume of air available: most manufacturers recommend about 750ft³. HPWHs often require larger clearances from walls so that air can circulate properly, and they are often taller and heavier than standard water heaters.

Most closets - even closets with louvered doors - are not

Size

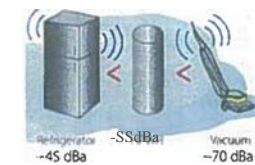
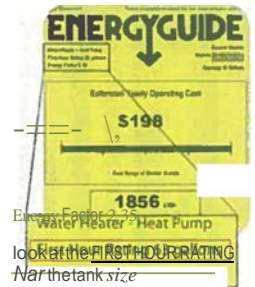
When selecting the proper water heater size and model, look at the *First Hour Rating (FHR)* on the yellow Energy Guide labels. Talk to



your contractor or refer to manufacturers to determine what FHR is appropriate for you.

Noise

Make sure the HPWH is located where this noise will not be disruptive.



Condensate Drain

Because HPWHs remove moisture from the air, the condensed water must be channeled to a drain or a condensate pump must be installed.

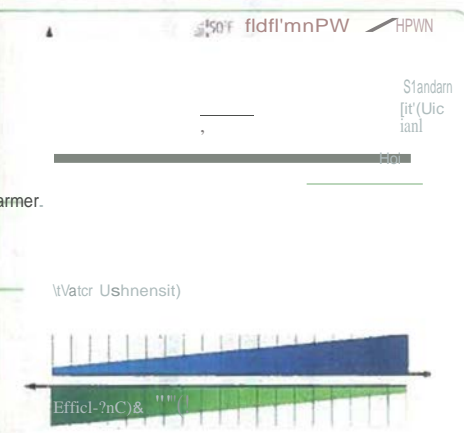
Maintenance

Maintenance requirements are not onerous, but they are important. Many HPWHs have air filters which should be cleaned regularly for best performance. Refer to product manuals for more information.

Savings depend primarily on hot water use.

There will always be overall savings when compared to a standard electric water heater. Even if the HPWH runs in electric resistance mode all winter, during the warmer months you will benefit from the increased efficiency (along with some free cooling and dehumidification).

When Does it Work Best?



Efficiency

Temperature

HPWHs are more efficient when the surrounding air is warmer. Intense water use may result in lower efficiencies. appropriate for HPWHs.

Cape Light Compact Board Meeting
Minutes 3-14-12
Attachment D

Energy Education Program Activity – Winter, 2012

January

Standards Based Science of Wind Energy class for teachers – 8 weeks (through March)
Classroom presentations/support for

- Eddy School, Brewster
- Stony Brook, Brewster
- Upper Cape Tech, Bourne
- Nauset High School
- Harwich Middle School
- Forestdale School
- Sandwich High School
- Bourne Middle School

February

Standards Based Science of Wind Energy class for teachers
Classroom presentation/support for

- Teaticket Elementary
- Eddy School, Brewster
- Upper Cape Tech
- Nauset High School
- Harwich Middle School
- Forestdale School
- Bourne Middle School
- Harwich High School
- Harwich Middle School
- Sandwich High School

Energy Carnivals for:

- Wellfleet Elementary School (presented by Nauset High School)
- Barnstable Horace Mann Charter School (presented by Upper Cape Tech)
- Orleans Elementary School (presented by Eddy School 5th grade)

March

Standards Based Science of Wind Energy Class for teachers
Classroom presentations/support for:

- Tisbury School
- Edgartown School
- Bourne Middle School
- Forestdale School
- Harwich Middle School
- Upper Cape Tech
- Cape Cod Regional Tech
- Nauset High School
- Eastham Elementary School

Energy Carnivals for:

- Harwich Elementary School (presented by Harwich Middle School)
- Cape Cod Museum of Natural History (presented by Eastham Elementary School)
- Bourne Middle School (presented by Bourne Middle School Energy Savers, Upper Cape Tech and MMA)
- Brewster Eddy School (presented by Eddy School 5th grade)
- Harwich Energy Day – Harwich Middle School (presented by Cape Cod Reg. Tech)

Up-Coming Events:

March 30th – Green Careers Day, MV Regional High School

April 7th – Wind Class Field Trips to MMA and MMR

April 12th – Nauset Middle School Energy Day

April 24th – NEED workshop, Falmouth

April 28th – KidWind Challenge, Cape Cod Community College

May 1st – Oakridge School Energy Carnival (presented by Sandwich High School)

May 2nd – Forestdale Energy Club to SEMASS

May ? – Forestdale Energy Carnival (presented by Upper Cape Tech)

May 11th – 3rd annual Energy and Sustainability Youth Film Festival

May 30th – MA State NEED Youth Awards for Energy Education Outreach

June 2nd – MV Solar Car Race

June 22-25 – NEED Youth Awards Program, Washington DC

Attachment E

NOTE: THIS SCHEDULE WILL BE UPDATED AS SOON AS I GET INFO ON THE JAN 2012 FCM REVENUE & PARTICIPANT EXPENSES.

Cape Light Compact
Special Revenue Funds
as of 2/29/12

Description	Fund 0026 Energy 2011	Fund 0027 Energy 2012	Fund 2006 Solarize Our Schools	Fund 2161 Energy-Audit Grant	Fund 2162 Energy Effie Conserv Block	Fund 8038 Energy Efficiency Reserve Fund	Fund 8046 Power Supply Reserve Fund	Fund 8073 WECRECs Fund	Fund 8074 CLC Operating Fund	Fund 8075 CLC Green Fund
Fund Balance as of 7/1/11	2,134,150.39	(1,428,663.73)	81,208.66	(8,224.00)	0.00	106,600.50	1,012,885.91	0.00	71,459.74	53,784.59
Revenues										
SBC Revenues	2,699,553.01	426,170.00								
RGGI Revenues										
FCM Revenues	434,763.83									
EERF Revenues	7,251,452.14	1,137,652.00								
Other Income	3,350.00									
Bank Interest Income	488.03	195.92								
Energy Audit Grant-Application Fees										
Energy Audit Grant Revenue				12,974.00						
Energy Effie Conserv Block Grant Rev										
Mil Adder Revenue							720,902.83			
Photovoltaic Incent Revenue								1,026,105.00		
RPS RECs Revenues										86,805.92
CLC Green Fund Revenue										
TOTAL REVENUES	10,389,607.01	1,564,017.92	0.00	12,974.00	0.00	0.00	720,902.83	1,026,105.00	0.00	86,805.92
TOTAL TRANSFERS	(1,134,470.30)	1,159,104.30					(905,445.24)		905,445.24	
TOTAL EXPENDITURES	11,389,287.10	499,595.08	0.00	250.00	104,370.00	0.00	58,251.00	1,058,865.00	770,178.69	29,127.27
Fund Balance	0.00	794,863.91	81,208.66	4,500.00	(104,370.00)	106,600.50	770,092.50	(32,760.00)	206,726.29	111,463.24