

# Cape Light Compact JPE Executive Committee & Governing Board Meeting

**DATE:** Wednesday, March 13, 2019  
**LOCATION:** Cape Light Compact Offices – MV Conference Room  
261 Whites Path, Unit 4, South Yarmouth  
**TIME:** 2:00 – 4:30 p.m.

## AGENDA

2:00 PM Public Comment

Approval of Minutes

Chairman's Report: New Edgartown Director

Financial Reports, Peter Cocolis

Presentation on Draft 2017 Cape Light Compact Financial Statements, Jennifer Cook.  
Clifton Larson Allen, LLP

Administrator's Report

1. Update on DPU 18-116, 2019-2021 Energy Efficiency Plan
2. Discussion and Potential Vote on Allocation of Shared Costs Policies
3. Discussion and Potential Vote on Utilizing State Median Income versus Area Median Income in 61%-80% Income Range
4. Compact's Participation in Upcoming Community Events

Open Session Vote on entry into Executive Session pursuant to M.G.L. c. 30A §§21(a)  
(3) to discuss matters below, to return to open session:

Regulatory litigation strategy for the following matters: DPU 18-116, CLC 2019-2021  
Energy Efficiency Plan Filing; DPU 16-169, National Grid; DPU 18-128, 2019 Energy  
Efficiency Surcharge, Potential Votes

Board Member Update (Reserved for Updates on Member Activities the Chair Did Not  
Reasonably Anticipate Would be Discussed – No Voting)

**Cape Light Compact JPE  
Governing Board  
Open Session Meeting Minutes  
Wednesday, February 13, 2019**

The Cape Light Compact JPE Board of Directors met on Wednesday, February 13, 2019 in the Martha's Vineyard Conference Room at the Cape Light Compact JPE Offices at 261 Whites Path, Yarmouth, MA 02664 at 2:00 PM.

**Present Were:**

1. David Anthony, Secretary, Barnstable
2. Peter Doyle, Barnstable Alternate
3. Robert Schofield, Executive Committee, Bourne
4. Peter Cocolis, Executive Committee, Chatham
5. Brad Crowell, Dennis
6. Ronald Zweig, Chair, Falmouth
7. Valerie Bell, Harwich
8. Richard Toole, Executive Committee, Oak Bluffs – **By Phone**
9. Martin Culik, Executive Committee, Orleans
10. Leanne Drake, Sandwich
11. Richard Elkin, Wellfleet
12. David Mead-Fox, Wellfleet Alternate
13. Sue Hruby, West Tisbury
14. Joyce Flynn, Vice-Chair, Yarmouth

**Absent Were:**

1. Michael Hebert, Aquinnah
2. Colin Odell, Brewster
3. Timothy Carroll, Chilmark
4. Robert Hannemann, Dukes County
5. Fred Fenlon, Eastham
6. Wayne Taylor, Mashpee
7. Dave Panagore, Provincetown Alternate
8. Kirk Metell, Tisbury
9. Jarrod Cabral, Truro

**Members/Alternates:**

Physically present: 13

Present by phone: 1

**Legal Counsel:**

Jeffrey Bernstein, Esq., BCK Law, P.C.

**Staff Present:**

Austin Brandt, Senior Power Supply Planner  
Phil Moffit, Planning and Evaluation Manager  
Dan Schell, Marketing and Communications Coordinator

Maggie Downey, Administrator  
Margaret Song, C&I Program Manager  
Melissa Allard, Senior Administrative Coordinator

**Public Present:**

- 1. James Hagerty, Edgartown,

Ronald Zweig called the meeting to order at 2:04 PM. Ronald Zweig recognized Richard Toole of Oak Bluffs who was remotely participating because physical attendance at the meeting would be unreasonably difficult.

**PUBLIC COMMENT:**

There were no members of the public present.

**APPROVAL OF MINUTES:**

The Board considered the January 9, 2018 Meeting Minutes.

*Joyce Flynn moved the Board to accept the minutes as amended, seconded by Richard Elkin.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Peter	Cocolis	Chatham	Yes
Brad	Crowell	Dennis	Abstained
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Leanne	Drake	Sandwich	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (11 – 0 – 1)*

**CHAIRMAN’S REPORT:**

Ron Zweig talked about the passing of Paul Pimentel. Paul Pimentel was hardworking and a great contributor to the Cape Light Compact, and he will remain in our memories. A card was passed around for the Board to sign.

Ron Zweig thanked the Board for the trust they have put in him to be the Chair. He thanked Joyce Flynn for showing the way and for being a magnificent example.

**FINANCIAL REPORTS, PETER COCOLIS:**

Peter Cocolis noted that there was no energy efficiency budget update this month. Maggie Downey distributed copies of the year-end 2018 Operating budget, which has been fully expended. There were several things the

Compact had not paid until the end of December such as OPEB, retirement, salaries, etc. Sue Hruby asked if the Compact would know its exact OPEB liability next year. Maggie Downey stated that the Compact won't know until the actuarial completes an assessment of the Compact's liability. The actuarial will most likely not be completed until 2020. Martin Culik asked if monies were transferred between line items, and Maggie Downey stated that the Compact did move money between line items. Ron Zweig asked that even after transfers did the budget come out to be zero. Maggie Downey answered yes, because of the balance of the appropriated funds were moved into the OPEB and retirement liability funds. Ron Zweig asked if the Compact had received any information about the 2018 audit. Maggie Downey stated that the auditors should be present at the March meeting.

#### **POWER SUPPLY UPDATE, AUSTIN BRANDT:**

Austin Brandt reviewed the CLC Local Green PowerPoint slide. The program will go above and beyond the existing 100% renewable product offer by supporting renewables in New England. Austin Brandt stated that customers can start signing up in March and that they do have to be participants in the Compact's opt-out aggregated power supply to be able to participate in Local Green. There will still be no fees or contracts. Martin Culik asked what the Compact is projecting for the number of sign ups. Austin Brandt stated that marketing will start out slow and ramp-up in June. Peter Cocolis asked how the Compact is going to explain the difference between Class 1 and Class 2 RECs. Austin Brandt stated that currently a lot of the renewables the Compact uses comes from wind sources that are not local (Class 2 RECs). The Class 1 RECs will have to be in New England. The Compact's goal is to have them be Massachusetts based projects/RECs.

Valerie Bell stated that the Compact should advertise the local projects that the Compact will be supporting during this project. Austin Brandt stated that a webpage is being created for the program and will highlight the local aspects. He also stated that Dave Botelho has created a calculator to put on the webpage so people can see how much it will add to their bills.

Austin Brandt stated there will be a rate reduction for residential and small commercial power supply customers starting next month (March meter reads). The rates for these customers will be lower than Eversource rates.

#### **ADMINISTRATOR'S REPORT:**

##### **1. Update on Filling Comptroller Position**

Maggie Downey stated that the Compact has handed off some of the Comptroller work to the Treasurer and the consultants that were brought in are still helping out the work. She thanked Peter Cocolis for the work he is doing as the interim Business Officer. Maggie Downey stated that she is still figuring out if the new financial software will result in the Comptroller position being reduced from a full-time to a part-time position.

##### **2. Overview of 2018 Board Member Attendance**

Consistent with the Joint Powers Agreement, Maggie Downey stated that at least 50% of the Board Meetings need to be attended or the Town Director has to file a letter requesting to be exempted from this requirement. Maggie noted that three Vineyard Board members (Aquinnah, Chilmark and Tisbury), have not attended 50% of the Board meetings. In all instances, it is due to work obligations. Maggie Downey stated that the Town of Truro's representative also did not meet the attendance requirements. David Mead-Fox stated he will talk to Mark Farber to see if he is interested.

Maggie Downey stated that it would be nice to have an alternate for each town as they can always split the time. Jeff Bernstein stated that it looks like the director, not the alternate, must attend 50% of the Board Meetings. He stated he will talk to Erin O'Toole to advise the Board on whether it may be construed to mean the combined attendance of the member and alternate must be at least 50% each calendar year.

Sue Hruby asked if the lack of participation from those four towns (Aquinnah, Chilmark, Truro and Tisbury) is hurting the Compact. Maggie Downey stated that the percentage of the population in the four towns is small when compared to the entire Cape and Vineyard population, and therefore she doesn't believe their lack of attendance is adversely impacting the Compact. Maggie also noted that in 2018 the Board did not have an issue meeting its quorum requirements. Joyce Flynn asked if the Compact is trying to get towns to find alternates. Maggie Downey answered yes, but it has been difficult.

### 3. Bureau of Ocean Energy Management ("BOEM") Hyannis Public Meeting

Maggie Downey stated that Vineyard Wind has asked if she would speak on behalf of renewable energy at tonight's meeting. She stated she wasn't comfortable speaking in support of the project unless the Board approved. Brad Crowell asked if Vineyard Wind is a vendor for electric supply to the Compact. Maggie Downey answered no, they have a contract with the distribution companies. Valerie Bell stated that it goes along well with the whole new local projects that the Compact is doing with the Power Supply. Sue Hruby believes that it is important for Maggie Downey to show up to support renewable energy and environmental justice. Valerie Bell stated that Maggie Downey could deliver the message of CLCs support for renewable energy without supporting any specific projects on behalf of the board and state that it was discussed during today's Board Meeting. Brad Crowell asked Maggie Downey if someone were to ask her why she had attended when her time is paid for by ratepayers, would she be able to answer. Maggie Downey answered yes.

### **Open Session Vote on entry into Executive Session pursuant to M.G.L. c. 30A §21(a)(3) to discuss matters below, to return to open session:**

1. Regulatory litigation strategy for the following matters: DPU 18-116, CLC 2019-2021 Energy Efficiency Plan Filing; DPU 16-169, National Grid; DPU 18-128, 2019 Energy Efficiency Surcharge, Potential Votes

*Ronald Zweig at 3:00 PM moved to enter into Executive Session pursuant to MGL Chapter 30A §21(a)(3) to discuss pending litigation strategy regarding the Compact's 2019-2021 Energy Efficiency Plan (DPU 18-116 and DPU 18-128) and pending regulatory proceeding with NGRID (DPU 16-169).*

*Ronald Zweig declared that an open session may have adversely affect the Cape Light Compact's litigating position. The Governing Board will return to Open Session at the conclusion of Executive Session. Seconded by Joyce Flynn.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Peter	Cocolis	Chatham	Yes
Brad	Crowell	Dennis	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes

Martin	Culik	Orleans	Yes
Leanne	Drake	Sandwich	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (12 – 0 – 0)*

### **Return to Open Session**

*At 3:48 PM, Joyce Flynn asked for a motion to end executive session, moved by Robert Schofield, seconded by Colin Odell.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Peter	Cocolis	Chatham	Yes
Brad	Crowell	Dennis	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes
Leanne	Drake	Sandwich	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (12 – 0 – 0)*

### **ADMINISTRATOR'S REPORT CONTINUED:**

Maggie Downey distributed an updated Operating Budget from earlier in the meeting. Ron Zweig asked if the column "As of 1.9.19" is what the budget looked like at the end of 2018. Maggie Downey answered yes. The new sheet shows how the line items in the Operating Budget were either increased or decreased in order to not exceed the total budget. Richard Elkin asked if there was an increase in the marketing budget. Maggie Downey stated not for 2018, but the budget will be increasing for 2019. Dan Schell stated that Cadmus was chosen as the Compact's marketing vendor. The plan is to push out more digital advertising and use geofencing around the Cape and Vineyard. Sue Hruby asked how many customers are participating in the Compact's power supply from each town. Maggie Downey stated that she will have that information sent out once it is put together. Austin Brandt stated that approximately 140,000 people are being served under the Compact's power supply as of now. Valerie Bell stated that it seems less people are switching because the Compact is familiar, and they are wary of these new companies. Martin Culik agreed that people seem to be sticking with what they know. Richard Elkin asked what is being done to help those new to the area, who are trying to figure out if they want to use the Compact's services. Austin Brandt stated that when people open up a new electric account, they receive a welcome letter from the Compact about its power supply and other programs. Maggie Downey stated that the Compact is happy to go out and talk to people if the Board has any ideas to pass them along. Brad Crowell stated that he believes it is important to continue to discuss what marketing pieces are working and the trend the Compact is seeing in customers. Maggie Downey stated that at the May or June meeting the Compact

will discuss what it is doing in marketing and what has already been done. She will work with Dan Schell to put that information together.

**ADJOURNMENT:**

*Motion to adjourn made at 3:55 PM moved by Robert Schofield, seconded by Peter Cocolis.*

Respectfully submitted,

Melissa Allard

**LIST OF DOCUMENTS AND EXHIBITS:**

- Meeting Notice/Agenda
- January 9, 2019 Draft Meeting Minutes
- 2018 Operating Budget
- 2018 Board Member Attendance Sheet
- 2019 Board Member Contact List
- CLC Local Green PowerPoint Slide



**TOWN OF EDGARTOWN  
OFFICE OF SELECTMEN**

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March 05, 2019

Maggie Downer, Administrator  
C/O Cape Light Compact Joint Powers Entity  
Open Cape Building  
PO Box 427  
3195 Main St  
Barnstable, MA 02630

Subject: Edgartown's Director to the Cape Light Compact Joint Powers Entity

Dear Ms. Downey:

This letter is to serve as notification that on March 4, 2019 the Edgartown Board of Selectmen appointed Alan Strahler, Edgartown Energy Committee, as Edgartown's Director to the Cape Light Compact Joint Powers Entity.

If you require anything further, please contact me at the number above.

Respectfully,

James M. Hagerty  
Town Administrator

Cc: Alan Strahler, Chairman, Edgartown Energy Committee,  
Cc: Edgartown BOS



2019 Budgeted (Based on 2019 EES)

Program	PRPA	Marketing	PA Costs			EMV	Total PA Costs
			Incentives	STAT	STAY		
<b>A - Residential</b>	\$ 1,241,701	\$ 726,482	\$ 17,500,058	\$ 4,706,107	\$ 733,497	\$ 24,987,945	
A1 - Residential New Buildings	\$ 41,249	\$ 23,965	\$ 652,471	\$ 202,073	\$ -	\$ 919,758	
A1a - Residential New Homes & Renovations	\$ 41,249	\$ 23,965	\$ 652,471	\$ 202,073	\$ -	\$ 919,758	
A2 - Residential Existing Buildings	\$ 946,193	\$ 485,308	\$ 13,386,771	\$ 4,279,913	\$ -	\$ 21,098,185	
A2a - Residential Coordinated Delivery	\$ 493,253	\$ 63,312	\$ 8,641,779	\$ 1,700,203	\$ -	\$ 10,998,547	
A2b - Residential Conservation Services (RCS)	\$ 85,291	\$ 45,895	\$ -	\$ 1,901,817	\$ -	\$ 1,987,103	
A2c - Residential Retail	\$ 314,064	\$ 248,158	\$ 5,815,495	\$ 625,221	\$ -	\$ 7,002,988	
A2d - Residential Active Demand Reduction	\$ 15,192	\$ 18,314	\$ 787,500	\$ 20,545	\$ -	\$ 856,077	
A3 - Residential Hard-to-Measure	\$ 254,259	\$ 217,209	\$ 1,570,816	\$ 163,252	\$ -	\$ 3,387,556	
A3a - Residential Statewide Marketing	\$ -	\$ 122,019	\$ -	\$ -	\$ -	\$ 122,019	
A3b - Residential Statewide Database	\$ 6,160	\$ -	\$ -	\$ -	\$ -	\$ 6,160	
A3c - Residential DOER Assessment	\$ 145,089	\$ -	\$ -	\$ -	\$ -	\$ 145,089	
A3d - Residential DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A3e - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ 37,590	\$ -	\$ 37,590	
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A3g - Residential EEA Consultants	\$ 30,557	\$ -	\$ -	\$ -	\$ -	\$ 30,557	
A3h - Residential R&D and Demonstration	\$ -	\$ -	\$ 134,436	\$ -	\$ -	\$ 134,436	
A3i - Residential HEAT Loan	\$ 72,453	\$ 20,191	\$ 1,386,390	\$ 136,531	\$ -	\$ 1,615,565	
A3j - Residential Education	\$ -	\$ 75,000	\$ -	\$ 50,000	\$ -	\$ 125,000	
<b>B - Income Eligible</b>	\$ 221,194	\$ -	\$ 3,030,377	\$ 480,162	\$ 35,430	\$ 4,062,882	
B1 - Income Eligible Existing Buildings	\$ 161,123	\$ 73,794	\$ 3,030,377	\$ 655,162	\$ -	\$ 3,920,456	
B1a - Income Eligible Coordinated Delivery	\$ 161,123	\$ 73,794	\$ 3,030,377	\$ 655,162	\$ -	\$ 3,920,456	
B1b - Income Eligible Active Demand Reduction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
B2 - Income Eligible Hard-to-Measure	\$ 60,071	\$ 21,825	\$ -	\$ 25,000	\$ 35,430	\$ 142,326	
B2a - Income Eligible Statewide Marketing	\$ -	\$ 1,103	\$ -	\$ -	\$ -	\$ 1,103	
B2b - Income Eligible Statewide Database	\$ 29,381	\$ -	\$ -	\$ -	\$ -	\$ 29,381	
B2c - Income Eligible DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
B2d - Income Eligible DOER Assessment	\$ -	\$ -	\$ -	\$ 25,000	\$ -	\$ 25,000	
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 35,430	\$ 35,430	
B2f - Income Eligible Evaluation and Market Research	\$ 29,587	\$ -	\$ -	\$ -	\$ -	\$ 29,587	
B2g - Income Eligible Energy Affordability Network	\$ 825,973	\$ 359,204	\$ 9,579,519	\$ 1,728,558	\$ 478,482	\$ 12,921,836	
<b>C - Commercial &amp; Industrial</b>	\$ 47,021	\$ 7,909	\$ 360,650	\$ 210,628	\$ -	\$ 626,209	
C1 - CAI New Buildings & Major Renovations	\$ 47,021	\$ 7,909	\$ 360,650	\$ 210,628	\$ -	\$ 626,209	
C1a - CAI New Buildings	\$ 661,533	\$ 282,606	\$ 9,131,369	\$ 1,489,575	\$ -	\$ 11,565,084	
C2 - CAI Existing Building Retrofit	\$ 555,100	\$ 233,092	\$ 7,779,271	\$ 1,047,689	\$ -	\$ 9,615,182	
C2a - CAI New & Replacement Equipment	\$ 77,592	\$ 37,547	\$ 914,101	\$ 370,376	\$ -	\$ 1,400,017	
C2b - CAI Active Demand Reduction	\$ 28,811	\$ 11,667	\$ 437,997	\$ 71,511	\$ -	\$ 549,886	
C3 - CAI Hard-to-Measure	\$ 117,419	\$ 68,788	\$ 37,500	\$ 28,354	\$ 478,482	\$ 720,543	
C3a - CAI Statewide Marketing	\$ -	\$ 63,788	\$ -	\$ -	\$ -	\$ 63,788	
C3b - CAI Statewide Database	\$ 3,317	\$ -	\$ -	\$ -	\$ -	\$ 3,317	
C3c - CAI DOER Assessment	\$ 97,530	\$ -	\$ -	\$ -	\$ -	\$ 97,530	
C3d - CAI Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
C3e - CAI Workforce Development	\$ -	\$ 5,000	\$ -	\$ 28,354	\$ -	\$ 33,354	
C3f - CAI Evaluation and Market Research	\$ 16,552	\$ -	\$ -	\$ -	\$ 478,482	\$ 495,034	
C3g - CAI EEA Consultants	\$ -	\$ -	\$ 37,500	\$ -	\$ -	\$ 37,500	
C3h - CAI R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Grand Total</b>	\$ 2,288,867	\$ 1,181,405	\$ 30,119,954	\$ 7,114,828	\$ 1,267,409	\$ 41,972,464	

2019 Actuals through Feb 2019

Program	PRPA	Marketing	PA Costs			EMV	Total PA Costs
			Incentives	STAT	STAY		
<b>A - Residential</b>	\$ 370,097	\$ 21,461	\$ 2,640	\$ 47,943	\$ 35,409	\$ 377,569	
A1 - Residential New Buildings	\$ 5,658	\$ 424	\$ -	\$ 1,603	\$ -	\$ 7,685	
A1a - Residential New Homes & Renovations	\$ 5,658	\$ 424	\$ -	\$ 1,603	\$ -	\$ 7,685	
A2 - Residential Existing Buildings	\$ 129,922	\$ 9,741	\$ 2,640	\$ 41,320	\$ -	\$ 185,573	
A2a - Residential Coordinated Delivery	\$ 68,249	\$ 5,117	\$ -	\$ 19,966	\$ -	\$ 93,332	
A2b - Residential Conservation Services (RCS)	\$ 11,700	\$ 877	\$ -	\$ 6,007	\$ -	\$ 18,584	
A2c - Residential Retail	\$ 43,083	\$ 3,230	\$ 2,640	\$ 15,345	\$ -	\$ 64,299	
A2d - Residential Active Demand Reduction	\$ 5,267	\$ 395	\$ -	\$ 1,492	\$ -	\$ 7,154	
A3 - Residential Hard-to-Measure	\$ 1,632	\$ 122	\$ -	\$ 460	\$ -	\$ 2,204	
A3a - Residential Statewide Marketing	\$ 134,516	\$ 11,296	\$ -	\$ 3,090	\$ -	\$ 184,311	
A3b - Residential Statewide Database	\$ -	\$ 9,171	\$ -	\$ -	\$ -	\$ 9,171	
A3c - Residential DOER Assessment	\$ 124,577	\$ -	\$ -	\$ -	\$ -	\$ 124,577	
A3d - Residential DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A3e - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 35,409	\$ 35,409	
A3g - Residential R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
A3h - Residential HEAT Loan	\$ 9,919	\$ 745	\$ -	\$ 2,874	\$ -	\$ 13,559	
A3i - Residential Education	\$ -	\$ 1,380	\$ -	\$ 216	\$ -	\$ 1,595	
<b>B - Income Eligible</b>	\$ 45,946	\$ 3,960	\$ 131,109	\$ 24,728	\$ 6,266	\$ 212,819	
B1 - Income Eligible Existing Buildings	\$ 23,700	\$ 1,843	\$ 131,109	\$ 24,728	\$ -	\$ 181,390	
B1a - Income Eligible Coordinated Delivery	\$ 23,700	\$ 1,843	\$ 131,109	\$ 24,728	\$ -	\$ 181,390	
B1b - Income Eligible Active Demand Reduction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
B2 - Income Eligible Hard-to-Measure	\$ 22,246	\$ 2,116	\$ -	\$ -	\$ 6,266	\$ 30,629	
B2a - Income Eligible Statewide Marketing	\$ -	\$ 2,116	\$ -	\$ -	\$ -	\$ 2,116	
B2b - Income Eligible Statewide Database	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
B2c - Income Eligible DOER Assessment	\$ 22,246	\$ -	\$ -	\$ -	\$ -	\$ 22,246	
B2d - Income Eligible DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 6,266	\$ 6,266	
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
B2g - Income Eligible Energy Affordability Network	\$ 167,632	\$ 17,770	\$ -	\$ 58,382	\$ 45,630	\$ 289,394	
<b>C - Commercial &amp; Industrial</b>	\$ 4,047	\$ 283	\$ -	\$ 2,799	\$ -	\$ 7,129	
C1 - CAI New Buildings & Major Renovations	\$ 4,047	\$ 283	\$ -	\$ 2,799	\$ -	\$ 7,129	
C1a - CAI New Buildings	\$ 87,939	\$ 11,138	\$ -	\$ 55,583	\$ -	\$ 154,660	
C2 - CAI Existing Building Retrofit	\$ 78,709	\$ 10,493	\$ -	\$ 36,772	\$ -	\$ 125,974	
C2a - CAI New & Replacement Equipment	\$ 9,047	\$ 632	\$ -	\$ 18,777	\$ -	\$ 28,406	
C2b - CAI Active Demand Reduction	\$ 183	\$ 13	\$ -	\$ 84	\$ -	\$ 279	
C3 - CAI Hard-to-Measure	\$ 75,636	\$ 6,349	\$ -	\$ -	\$ 45,630	\$ 127,605	
C3a - CAI Statewide Marketing	\$ -	\$ 6,349	\$ -	\$ -	\$ -	\$ 6,349	
C3b - CAI Statewide Database	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
C3c - CAI DOER Assessment	\$ 75,636	\$ -	\$ -	\$ -	\$ -	\$ 75,636	
C3d - CAI Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
C3e - CAI Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
C3f - CAI Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 45,630	\$ 45,630	
C3g - CAI EEA Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
C3h - CAI R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Grand Total</b>	\$ 483,644	\$ 43,191	\$ 133,749	\$ 131,083	\$ 87,235	\$ 878,982	

PA Costs

Program	Total PA Costs	%
<b>A - Residential</b>	\$ 377,569	2%
<b>B - Income Eligible</b>	\$ 212,819	5%
<b>C - Commercial &amp; Industrial</b>	\$ 78,694	1%
<b>Grand Total</b>	\$ 669,082	2%

**CAPE LIGHT COMPACT, JPE  
2019 OPERATING BUDGET TO ACTUAL - CASH BASIS  
YTD THROUGH FEBRUARY 2019**

ORG	OBJ	ACCOUNT DESCRIPTION	REVISED BUDGET	YTD EXPENDED	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	80,176.00	15,089.49	65,086.51	18.80
01001	5119	OP-SALARY RESERVE	5,000.00	-	5,000.00	0.00
01001	5171	OP-RETIREMENT	20,044.00	-	20,044.00	0.00
01001	5173	OP-GROUP INSURANCE	12,035.00	-	12,035.00	0.00
01001	5174	OP-MEDICARE/OTHER TAXES	2,060.00	325.64	1,734.36	15.80
01001	5179	OP-MISC FRINGES	7,090.00	-	7,090.00	0.00
01001	5180	OP-RETIREMENT LIABILITY	5,300.00	-	5,300.00	0.00
01001	5181	OP-OPEB LIABILITY	7,100.00	-	7,100.00	0.00
01001	5210	OP-UTILITIES	1,000.00	22.50	977.50	2.30
01001	5270	OP-MISC RENTALS	3,500.00	-	3,500.00	0.00
01001	5272	OP-RENT	22,500.00	1,875.00	20,625.00	8.30
01001	5290	OP-CUSTODIAL SERVICES	3,438.00	315.52	3,122.48	9.20
01001	5301	OP-ADVERTISING	170,000.00	3,068.22	166,931.78	1.80
01001	5309	OP-IT SERVICES	5,000.00	28.11	4,971.89	0.60
		OP-STAFF PROFESSIONAL				
01001	5313	DEVELOP	5,000.00	162.00	4,838.00	3.20
01001	5314	OP-PAYROLL SERVICES	500.00	31.30	468.70	6.30
01001	5315	OP-LEGAL SERVICES	230,800.00	13,531.14	217,268.86	5.90
01001	5316	OP-AUDIT FEES	11,250.00	3,000.00	8,250.00	26.70
01001	5318	OP-TREASURY SERVICES	5,000.00	3,280.43	1,719.57	65.60
01001	5319	OP-CONTRACTUAL	20,000.00	-	20,000.00	0.00
		OP-OUTREACH/MARKETING				
01001	5320	CONTRACT	75,000.00	-	75,000.00	0.00
01001	5341	OP-POSTAGE	26,500.00	800.79	25,699.21	3.00
01001	5343	OP-TELEPHONES	3,500.00	57.04	3,442.96	1.60
01001	5344	OP-INTERNET	5,000.00	373.96	4,626.04	7.50
01001	5345	OP-PRINTING	8,000.00	1,770.05	6,229.95	22.10
01001	5400	OP-SUPPLIES	2,500.00	-	2,500.00	0.00
01001	5490	OP-FOOD SUPPLIES	5,000.00	49.22	4,950.78	1.00
01001	5710	OP-TRAVEL IN STATE	17,000.00	1,210.32	15,789.68	7.10
01001	5720	OP-TRAVEL OUT STATE	6,000.00	465.35	5,534.65	7.80
01001	5730	OP-SPONSORSHIPS	39,300.00	20,166.00	19,134.00	51.30
01001	5731	OP-SUBSCRIPTIONS	20,000.00	15,753.50	4,246.50	78.80
01001	5732	OP-SOFTWARE LICENSES	1,000.00	-	1,000.00	0.00
01001	5741	OP-INSURANCE	10,600.00	-	10,600.00	0.00
01001	5786	OP-BANK FEES	500.00	-	500.00	0.00
01001	5789	OP-UNPAID BILLS	2,000.00	-	2,000.00	0.00
		OP-FINANCIAL SOFTWARE				
01001	5854	SYSTEM	5,000.00	704.00	4,296.00	14.10
01001	5855	OP-COMPUTER EQUIPMENT	5,000.00	400.00	4,600.00	8.00
		<b>Total 01 OPERATING FUND</b>	<b>848,693.00</b>	<b>82,479.58</b>	<b>766,213.42</b>	<b>9.70</b>



# Cape Light Compact JPE

2017 Audit Exit Meeting

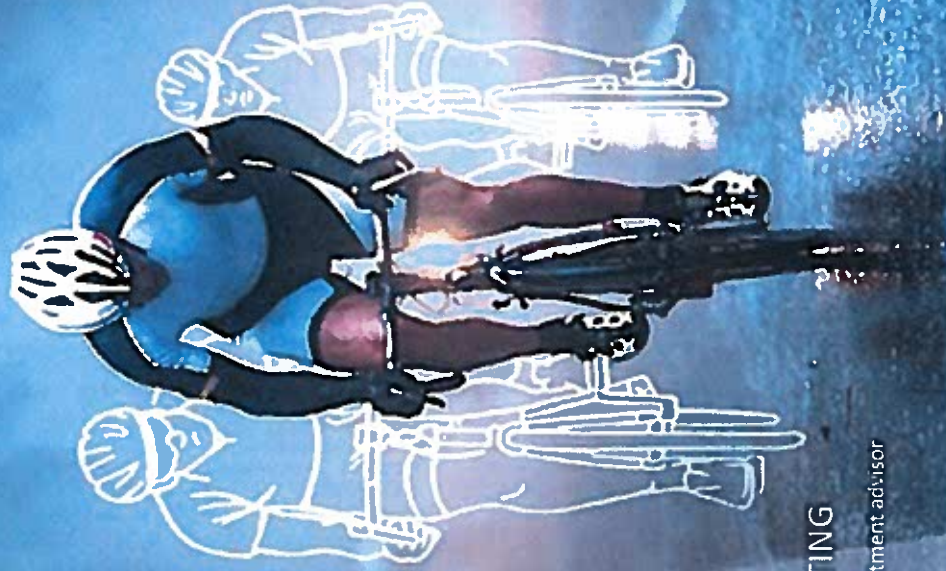
Date: March 13, 2019

WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor



*Create Opportunities*



# Agenda

- Terms of Engagement
- Open Items
- Executive Summary
- Financial Highlights



# Terms of Engagement

- Express an opinion on whether the financial statements are presented in accordance with GAAP
- Provide a report on internal control over financial reporting and compliance with laws, regulations, contracts and grants

# Open Items

- Legal Letter Response
- CLA Quality Review Process
- Signed Representation Letter



# Executive Summary

- April 12, 2017: Compact reorganized to become a Joint Powers Entity (JPE)
  - Previously reported Accrued Long-Term Liabilities for Pension and OPEB Benefits are not reflected and disclosed in accordance with GASB Statements No. 45 and No. 68.
- Delays in Audit Process
- Management Letter Comment:
  - Reconciliation of Barnstable Cash

# Financial Highlights

## Statement of Net Position

	<u>2017</u>	<u>2016</u>	<u>Change (\$)</u>	<u>Change (%)</u>
<b>Assets</b>				
Cash (Including Cash Held by County)	\$23.1M	\$15.1M	\$8.0M	53%
Receivables and Other Assets	\$2.6M	\$2.8M	(\$0.2M)	(7%)
Capital Assets	\$0.6M	\$0.6M	\$0.0M	0%
<b>Deferred Outflows – Pension</b>	\$0.8M	\$ -	\$0.8M	100%
<b>Liabilities</b>				
Accounts Payable and Accrued Expenses	\$4.4M	\$4.3M	\$0.1M	2%
Net Pension Liability	\$3.5M	\$ -	\$3.5M	100%
Net OPEB Obligation	\$0.9M	\$ -	\$0.9M	100%
Accrued Long-Term Liabilities	\$ -	\$3.1M	(\$3.1M)	100%
<b>Deferred Inflows – Pension</b>	\$0.1M	\$ -	\$0.1M	100%
<b>Net Position</b>	<u>\$18.4M</u>	<u>\$10.4M</u>	<u>\$8.0M</u>	<u>N/A</u>



# Financial Highlights

## Statement of Revenues, Expenses and Changes in Net Position

	<u>2017</u>	<u>2016</u>	<u>Change (\$)</u>	<u>Change (%)</u>
<b>Operating Revenues</b>				
Energy Efficiency	\$38.8M	\$36.0M	\$2.8M	8%
Mil-adder	\$0.9M	\$0.9M	\$0.0M	0%
Intergovernmental	\$0.7M	\$1.3M	(\$0.6M)	(46%)
Green Program and Other	\$0.1M	\$0.1M	\$0.0M	0%
<b>Operating Expenses</b>				
Salaries and Benefits	\$1.8M	\$2.6M	(\$0.8M)	(31%)
Energy Efficiency	\$30.4M	\$24.5M	\$5.9M	24%
Legal	\$1.7M	\$0.8M	\$0.9M	113%
Other	\$1.2M	\$0.9M	\$0.3M	33%



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# Financial Highlights

## Statement of Revenues, Expenses and Changes in Net Position (Continued)

	<u>2016</u>	<u>2015</u>	<u>Change (\$)</u>	<u>Change (%)</u>
<b>Nonoperating Revenues (Expenses)</b>				
Forward Cap Market	\$2.7M	\$1.1M	\$1.6M	145%
REC's and Investment Income	(\$0.1M)	(\$0.1M)	\$0.0M	0%
<b>Change in Net Position</b>	<b>\$8.0M</b>	<b>\$10.5M</b>	<b>(\$2.5M)</b>	<b>(24%)</b>

# Financial Highlights

- **Note 6 – Pension Plan Schedules (Pg. 18-21)**
  - Compact became member of Barnstable County Contributory Retirement Association (BCRA) on January 1, 2018, however reported no lapse in participation.
  - Net Pension Liability is Reported using December 31, 2016 Measurement Date:
    - ◇ Total Net Pension Liability: \$3,467,247
    - ◇ Pension Expense \$550,713
    - ◇ Deferred Outflows: \$783,363
    - ◇ Deferred Inflows: \$44, 426
  - Required Supplementary Information
    - ◇ Compact’s Proportion Share of Net Pension Liability (pg 26)
    - ◇ Schedule of Compact’s Contributions (pg 26)

# Financial Highlights

- **Note 7 – Other Postemployment (Pg. 22-24)**
  - No changes in benefits provided to employees who were previously contracted from Barnstable County. Utilized the previous actuarial valuation performed by the County.
  - Net OPEB Obligation: \$855,175
    - ◇ Annual OPEB Cost: \$160,336
    - ◇ Contributions Made: \$52,386
  - Required Supplementary Information
    - ◇ Compact’s Schedule of Funding Progress (pg 27)

## Future GASB Implementation

- GASB Statement No. 75: *Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions*
  - Implementation in 2018, will include restatement to beginning net position

# Questions



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ATTORNEYS AT LAW

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The firm has attorneys also admitted  
to practice in District of Columbia,  
Idaho, New York and Vermont

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WALTHAM, MASSACHUSETTS 02452  
617.244.9500

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E-MAIL: [bckboston@bck.com](mailto:bckboston@bck.com)  
WEBSITE: [www.bck.com](http://www.bck.com)

March 12, 2019

***VIA ELECTRONIC MAIL  
ORIGINAL BY FIRST CLASS MAIL***

Mark D. Marini, Secretary  
Commonwealth of Massachusetts  
Department of Public Utilities  
One South Station, 5<sup>th</sup> Floor  
Boston, MA 02110

Re: Cape Light Compact JPE, D.P.U. 18-116  
2019-2021 Three-Year Energy Efficiency Plan  
Motion for Clarification and Reconsideration

Dear Secretary Marini:

The Cape Light Compact JPE (the "Compact") respectfully requests leave to file this letter reply in response to the comments filed by NSTAR Electric Company, d/b/a Eversource Energy ("Eversource"), dated March 7, 2019 ("Eversource Response").<sup>1</sup> This reply will provide a more complete picture than could be obtained from reading only the Compact's above referenced motion. Due process and settled law require that the Compact have an opportunity to respond. Moreover, the Compact responds only to one mischaracterization contained in the Eversource Response. A certificate of service is also enclosed.

Eversource asserts that the Department's decision to rescind its approval of the Compact's direct load control offering ("DLC offering") is based solely on the fact that the Compact is not a utility with the responsibility to maintain a safe and reliable grid. D.P.U. 18-116, Eversource Response at 4. Nothing about the Compact's non-utility status has changed since the Department's initial approval of the Compact's DLC offering in 2016. D.P.U. 15-166, Order at 141 (2016) (no issues regarding the safety and reliability of the grid were raised). As

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<sup>1</sup> The Compact would like to acknowledge and thank the Department of Energy Resources, Acadia Center and Conservation Law Foundation for their support of the Compact's Motion for Clarification and Reconsideration.

VERMONT OFFICE:  
P.O. Box 205  
Woodstock, Vermont 05091  
Telephone: 802.457.9050  
Facsimile: 802.419.8283  
E-Mail: [bckvt@bck.com](mailto:bckvt@bck.com)

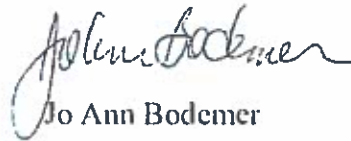
MOUNTAIN STATES OFFICE:  
P.O. Box 3625  
Hailey, Idaho 83333  
Telephone: 617.584.8338  
Facsimile: 802.419.8283  
E-Mail: [bckidaho@bck.com](mailto:bckidaho@bck.com)

Mark D. Marini, Secretary  
March 12, 2019  
Page 2

the Compact stated, the only fact that has changed since the Department's initial approval is that the Compact successfully implemented its DLC offering *without any concern* identified by Eversource. There is no basis for the Department to rescind its approval absent any record evidence that materially implicates the safety and reliability of the grid. Accordingly, the Department should reconsider its ruling regarding the continuation of the Compact's DLC offering.

Respectfully submitted,

Very truly yours,



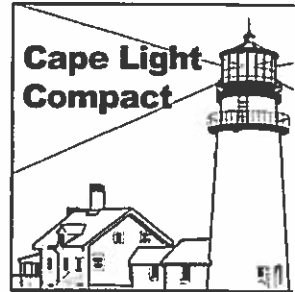
Jo Ann Bodemer

JAB/kch

cc: Sarah Smegal, Hearing Officer (via email only)  
D.P.U. 18-116 Service List (via email only)  
Margaret T. Downey, Compact Administrator (via email and first class mail)



**Agenda Action Request  
Cape Light Compact  
Meeting Date: 3/13/19**



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

**Proposed Amendment to 2019-2021 Energy Efficiency Plan:  
Income Eligible Program Guidelines**

**REQUESTED BY:** *Maggie Downey*

***Proposed Motion(s)***

*I move the Board vote to approve the use of Area Median Income for Single-Person Households, and State Median Income for all other Households.*

*The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.*

***Additional Information***

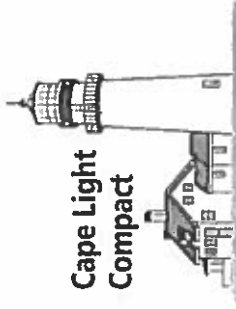
See attached for additional information. This vote updates the Compact Board vote of 10.10/18.

***Record of Board Action***

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

# Residential

## Income Verification Offerings



Household Members	61-80% Barnstable County approved 10.19	61-80% Dukes County approved 10.19	61 – 80% SMI being recommended with AMI for single person households based on CLC Board feedback
1	\$35,511 - \$48,300	\$35,511 - \$50,350	\$35,511 – \$50,350*
2	\$46,438 - \$55,200	\$46,438 - \$57,550	\$46,438 - \$61,915
3	\$57,364 - \$62,100	\$57,364 - \$64,750	\$57,364 - \$76,484
4	\$68,290 – \$68,950	\$68,290 - \$71,900	\$68,290 - \$91,052

Based on U.S. Department of Housing and Urban Development (HUD) income limits for 2018.

\*61-80% SMI = \$47,550.00, average CLC County = \$49,325.00

**Agenda Action Request  
Cape Light Compact JPE  
Meeting Date: 3/13/19**



**Allocation of Shared Costs Policy**

**REQUESTED BY:** *Maggie Downey*

*I move the Cape Light Compact JPE ("Compact") Board of Directors vote to allocate shared costs between the Compact's energy efficiency and operating budgets as follows:*

*Staff salaries shall be allocated based on their time spent working on energy efficiency matters, including consumer advocacy matters related to energy efficiency as determined by the Board, and time spent on all other matters (operating budget). Staff allocating their time shall track time on their bi-weekly timesheets. Payroll Services, Software licenses, and internet fees shall be allocated based on staff's salary allocations.*

*Auditor, custodial, utilities, and office space costs shall be allocated based on the percentage of total of the energy efficiency and operating budgets that each respective budget represents. For example, based on the current budgets, the 2019 energy efficiency budget represents about 98 % of the total budget and the 2019 operating budget represents about 2%.*

*Treasury services and financial software costs shall be allocated based on the percentage of the total invoices for energy efficiency and all other matters that each respective activity represents. For example, based on the total invoices for 2018, the 2018 energy efficiency invoices represents about 90% of the total invoices, with all other invoices representing about 10%.*

*As detailed in the attachment, insurance costs shall be allocated 68% to energy efficiency budget and 32 % to operating budget.*

*The Compact Administrator is authorized and directed to take all actions necessary or appropriate to implement this vote, and to execute and deliver all documents as may be necessary or appropriate to implement this vote.*

**Additional Information  
Record of Board Action**

Pursuant to the Order of the Massachusetts Department of Public Utilities approving the Compact's 2019-2021 Energy Efficiency Plan dated January 29, 2019, the Compact is required to identify the allocation methods used to assign shared costs.

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

## Energy Efficiency and Operation Shared Costs

Cape Light Compact, February 2019

2019-2021 Insurance Allocation			
#	People	Allocated to EE	Allocated to OP
<i>EE Staff</i>			
1	Briana Kane	100%	0%
2	Meredith Miller	100%	0%
3	Margaret Song	100%	0%
4	Matthew Dudley	100%	0%
5	Lindsay Henderson	100%	0%
6	Dan Schell	85%	15%
7	Kathy Stoffle	100%	0%
8	Dave Bothello	100%	0%
9	Anneliese Conklin	100%	0%
10	Maggie Downey	90%	10%
11	Phil Moffitt	100%	0%
12	Gail Azulay	100%	0%
13	Joanne Nelson	90%	10%
14	Melissa Allard	90%	10%
15	Austin Brandt	50%	50%
<i>Board Members</i>			
1	Michael Hebert	50%	50%
2	David Anthony	50%	50%
3	Robert Schofield	50%	50%
4	Colin Odell	50%	50%
5	Peter Cocolis	50%	50%
6	Timothy Carroll	50%	50%
7	Brad Crowell	50%	50%
8	Robert Hannemann	50%	50%
9	Fred Fenlon	50%	50%
10	Paul Pimentel	50%	50%
11	Ronald Zweig	50%	50%
12	Valerie Bell	50%	50%
13	Wayne Taylor	50%	50%
14	Richard Toole	50%	50%
15	Martin Culik	50%	50%
16	Thomas Donegan	50%	50%
17	Leanne Drake	50%	50%
18	Kirk Metell	50%	50%
19	Jarrood Cabral	50%	50%
20	Richard Elkin	50%	50%
21	Sue Hruby	50%	50%
22	Joyce Flynn	50%	50%
<i>Total Allocation</i>			
	Weighted Average	68%	32%

# March

# 2019

Subtitle

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Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Outer Cape Year  
Rounders Festival 11.00-  
4:00 @ PTown Town  
Hall

Wareham Realtors  
Association Presentation  
6:30 PM

Oak Bluffs Council on  
Aging Presentation  
1:00 PM

Vineyard Haven Public  
Information Session @ 4  
PM

Hyannis Rotary Home  
and Garden Show  
@Barnstable High

-Hyannis Rotary Home and  
Garden Show @Barnstable  
High  
-1<sup>st</sup> Cong. Church Pres. 9:30

# April

2019

Subtitle

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Chamber Director's Meeting  
9:00 am

Lower Cape Garden Show @ CC Tech

Yarmouth Community Cleanup

Dennis Conservation Celebration