

**Cape Light Compact  
Executive Committee &  
Governing Board Meeting**

**DATE:** Wednesday, April 8, 2020  
**TIME:** 2:00 – 4:30 p.m.

**Note:** The meeting will be held through remote participation pursuant to Massachusetts Governor Charles D. Baker's Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020. Members of the Public can join in by audio and follow along with Meeting Materials, see the information below. All public comments should be submitted to Maggie Downey, Compact Administrator, at [mdowney@capelightcompact.org](mailto:mdowney@capelightcompact.org) by 2:00 PM on Tuesday, April 7, 2020 and should follow the public comment protocol below. Public comments received after the April 7<sup>th</sup> deadline will be distributed prior to the Compact's next Board meeting

**Telephone dial-in:** +1 (646) 558-8656  
**Meeting ID:** 786 344 570

**Further instructions are attached to this agenda.**

**AGENDA**

1. Written Public Comments Only
2. Approval of February 12, 2020 Open Session Minutes
3. Chairman's Report, Ron Zweig
  1. Introduction of Bourne Alternate, Griffin Girard
4. 2020 Operating and Energy Efficiency Budget Reports, Peter Cocolis
5. Update on COVID-19 Impacts to CLC Energy Efficiency Programs
  1. Residential Program Update, Briana Kane
  2. Commercial & Industrial Program Update, Margaret Song
  3. Evaluation Program Update, Phil Moffitt
  4. Marketing Update, Dan Schell
6. Overview and Potential Vote on Final Design and Budget for Cape & Vineyard Electrification Offering (CVEO), Austin Brandt
7. Administrator's Report, Maggie Downey:
  1. Update on DPU 19-136, 2020 Energy Efficiency Surcharge
  2. Discuss and Potential Vote to Authorize Compact Administrator to Release Certain Previously Approved Executive Session Minutes (No discussion of executive session matters shall occur)
  3. Update on Retirement and Other Post-Employment Benefits (OPEB)
8. Presentation on Residential Energy Efficiency Programs, Briana Kane
9. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)
10. Roll Call Vote to Adjourn the Meeting

**Chairman's Public Comment Protocols  
for the April 8, 2020 Compact Governing Board Meeting**

The Chair, pursuant to his authority under G.L. c. 30A, 20, and consistent with Governor Baker's emergency "Order Suspending Certain Provisions of the Open Meeting Law, G.L. c. 30A, §20," issued on March 12, 2020, announces the following protocols to assist the public in effective participation in the April 8, 2020 Compact Board meeting, where all Board Members, staff and members of the Public shall be participating remotely:

1. All public comments shall be submitted in writing to the Compact Administrator, Maggie Downey, at [mdowney@capelightcompact.org](mailto:mdowney@capelightcompact.org) by 2:00 PM on Tuesday, April 7, 2020. Written comments must include a person's name and, if appropriate, the name of the organization the person is representing. Public comments received after the April 7<sup>th</sup> deadline will be distributed prior to the Compact's next Board meeting.
2. Public comment must be respectful, courteous, and presented in a dignified manner. All remarks must also be free of personal attacks.
3. All public comments consistent with these protocols shall be included in the Compact's Board meeting packet.
4. Board members and staff shall not respond to public comment during the Compact's Board meeting.
5. Copies of the Board meeting packet shall be made available to members of the public on Wednesday, April 8, 2020 at the Cape Light Compact JPE's web site at [www.capelightcompact.org](http://www.capelightcompact.org). Documents exempt from disclosure pursuant the Public Records Law or protected by the attorney-client privilege shall not be included.

## How members of the public can attend virtual meetings of the Cape Light Compact (CLC) Governing Board:

CLC will be using the Zoom platform for virtual CLC Governing Board meetings. Members of the public will be able to listen to the meeting via phone.

You will be able to join the meeting any time prior to its scheduled start time. We recommend joining the meeting early to provide time to troubleshoot issues you may encounter.

To access the meeting, dial the phone number found on the meeting agenda, which is posted on the Compact's website. All meeting agendas and meeting materials<sup>i</sup> can be found at <https://www.capelightcompact.org/category/meeting-notice/>

You will be prompted for a meeting ID. Enter the meeting ID shown on the meeting agenda, followed by the # key.

You will then be prompted to enter a participant ID. You will not have a participant ID, so press # to skip this step and continue. You will now be in the meeting.

You will be muted for the duration of the meeting. You may submit written public comments by following the instructions posted on the meeting agenda.

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<sup>i</sup> Complete package of meeting materials will be posted no later than 12:00 PM on the date of the meeting

**Cape Light Compact JPE  
Governing Board  
Meeting Minutes  
Thursday, February 13, 2020**

The Cape Light Compact JPE Board of Directors met on Thursday, February 13, 2020 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/Executive Committee, Barnstable
2. Peter Doyle, Alternate, Barnstable
3. Robert Schofield, Executive Committee, Bourne
4. Colin Odell, Brewster
5. Timothy Carroll, Chilmark – **By Phone**
6. Peter Cocolis, Executive Committee, Chatham
7. Erik Peckar, Dukes County – **By Phone**
8. Alan Strahler, Edgartown
9. Ronald Zweig, Chair/Executive Committee, Falmouth
10. Valerie Bell, Harwich
11. Richard Toole, Executive Committee, Oak Bluffs – **By Phone**
12. Martin Culik, Executive Committee, Orleans
13. Nathaniel Mayo, Provincetown
14. Leanne Drake, Sandwich
15. Bob Higgins-Steele, Truro – **By Phone**
16. Richard Elkin, Wellfleet
17. Sue Hrubby, West Tisbury
18. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

**Absent Were:**

1. Michael Hebert, Aquinnah
2. Brad Crowell, Dennis
3. Fred Fenlon, Eastham
4. Wayne Taylor, Mashpee
5. Kirk Metell, Tisbury

**Members/Alternates:**

Physically present: 14

Present by phone: 4

**Legal Counsel:**

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

**Staff Present:**

Austin Brandt, Senior Power Supply Planner

Dan Schell, Marketing and Communications Coordinator

Maggie Downey, Administrator

Melissa Allard, Senior Administrative Coordinator  
Lindsay Henderson, Senior Analyst

**Public Present:**

Barry Margolin, Chair of 350 Cape Cod

Ronald Zweig called the meeting to order at 2:04 PM. Ronald Zweig recognized Timothy Carroll of Chilmark, Erik Peckar of Dukes County, Richard Toole of Oak Bluffs, and Bob Higgins-Steele of Truro who were remotely participating because physical attendance at the meeting would be unreasonably difficult.

**PUBLIC COMMENT:**

Barry Margolin stated that 350.org is asking every municipality on Cape Cod at Town Meetings in Spring 2020 to declare a climate emergency and take steps to reach net zero emissions as soon as feasible. He stated that there will be a petition at each town meeting for people to sign and that the Board Members could help in spreading the word to their towns. Mr. Margolin distributed a draft of the Resolution to the Board for informational purposes.

**APPROVAL OF MINUTES:**

The Board considered the January 8, 2020 Open Session Meeting Minutes.

David Anthony stated that on the last line of page seven, an “r” needs to be added to the end of “sola” and add “Renewable Target” after “Massachusetts.” In the fourth line of the fourth paragraph on page eight, it should say “Habitat for Humanity.” In the first full paragraph on page nine, in the first line, “could get around” is to be changed to “had other options in” and in line three, “get around” is changed to “handle.”

Richard Elkin stated that the Compact should advocate for a change in the Open Meeting Law (“OML”) to allow remote participation to count for physical quorum purposes. By not driving, Board Members would be helping reduce greenhouse gases. Jeff Bernstein stated that the Compact could submit a request to the Department of the Attorney General, but he doesn’t think it will get anywhere. Ron Zweig mentioned that Board Members could try carpooling to the meetings if possible.

*Colin Odell moved the Board to accept the minutes as amended and to release them as amended, seconded by Sue Hruby.*

David	Anthony	Barnstable	Yes
Robert	Schofield	Bourne	Yes
Colin	Odell	Brewster	Yes
Timothy	Carroll	Chilmark	Yes
Peter	Cocolis	Chatham	Yes
Erik	Peckar	Dukes County	Yes
Alan	Strahler	Edgartown	Yes
Ronald	Zweig	Falmouth	Yes
Valerie	Bell	Harwich	Yes
Richard	Toole	Oak Bluffs	Yes
Martin	Culik	Orleans	Yes

Nate	Mayo	Provincetown	Yes
Leanne	Drake	Sandwich	Yes
Richard	Elkin	Wellfleet	Yes
Sue	Hruby	West Tisbury	Yes
Joyce	Flynn	Yarmouth	Yes

*Motion carried in the affirmative (18-0-0)*

**CHAIRMAN’S REPORT:**

**1. Staff to Provide Brief Explanation of the SMART (Solar Massachusetts Renewable Target) Tariff**

Austin Brandt reviewed SMART Program Overview PowerPoint. Colin Odell asked if there are any energy efficiency surcharges included in the SMART incentive provided to participating customers.. Austin Brand answered no, and noted that the “Who Pays” slide in his PowerPoint presentation reviews how SMART is funded. Richard Elkin stated that solar would come first and then power supply second. He asked how this would impact the Compact. Austin Brandt stated that it would only impact the Compact by reducing sales.

Valerie Bell asked if this program is replacing Solar Renewable Energy Credits (“SRECs”). Austin Brandt answered yes. Valerie Bell asked if someone installed solar now, whether it would be under SMART. Austin Brandt answered yes that it began in 2019, and all customers installing solar would participate in SMART and not the SREC program. Valerie Bell stated that she is still receiving SRECs for her solar system. Austin Brandt stated that if the customer’s project was installed under the SREC program, then they will continue to receive them.

Austin Brand reviewed the Compensation Rates/Terms/Adders slide of the PowerPoint. Maggie Downey stated that Peter Cocolis brought to her attention that a solar project is being proposed in Chatham. She asked if they would get an adder if the project was on a brownfield. Austin Brandt stated yes, if located on a brownfield and if the customers are R2 they could also get an additional adder as well.

Eric Peckar asked where the net metering caps are at for the Southeastern Massachusetts area. Austin Brandt answered that he doesn’t know off the top of his head. He stated that there is a website maintained by the Commonwealth with that information. He also stated that small projects are not subject to net metering caps. Ron Zweig said thank you for the report. He then asked from the incentive standpoint the ranking of SRECs and SMART. Austin Brandt stated that SRECs 1 provides the highest incentive , followed by SRECs 2 and then SMART.

**2020 OPERATING AND ENERGY EFFICIENCY BUDGET REPORTS, PETER COCOLIS:**

Peter Cocolis stated that 5% of the Operating Budget was spent in January 2020. He stated there is no Energy Efficiency Budget report to share this month as the Compact spent less than \$20,000. Maggie Downey stated that invoices are not in or have not been processed yet for January.

**PRESENTATION ON PROPOSED CAPE & VINEYARD ELECTRIFICATION OFFERING (“CVEO”):**

Maggie Downey reviewed the Cape & Vineyard Electrification Offering (“CVEO”) PowerPoint. She stated that it was presented to the Energy Efficiency Advisory Council (“EEAC”) the previous day. She stated that the Compact met with stakeholders throughout 2019 and revised the proposal to address stakeholder concerns. The

EEAC was supportive of the revised CVEO proposal The Compact hopes to get an approval for CVEO in 2020 and possibly start implementing it in 2020 as well.

Austin Brandt continued the review of the PowerPoint starting on the Summary of Charges slide.

Valerie Bell asked whether through the Third-Party Ownership (“TPO”), the owner of the property would benefit from the reduced energy cost but wouldn’t receive the benefits from the rebate programs. Austin Brandt stated that that was correct. He stated that the Attorney General’s Office (“AGO”) raised concerns about the maintenance of the systems. He stated that the TPO will be providing maintenance and will be signing a contract.

Colin Odell asked about the \$6.8 million for heat pumps which includes \$1.7 million incremental incentive over approved statewide offerings and whether that was taken out of what the Compact is already offering for heat pump measures. Austin Brandt stated that the budget is separate of what is being done outside of CVEO. Colin Odell asked what concerns have been raised by stakeholders. Austin Brandt answered that they are worried about bill impacts. Colin Odell stated that people should be lobbying for energy efficiency to be changed to carbon reduction. Maggie Downey stated that she is hopeful it is moving in that direction.

Sue Hruby asked who the EEAC is. Maggie Downey stated that they were established under the 2008 Green Communities Act. The EEAC is required to approve the proposed Energy Efficiency Plan before it moves to the DPU. She also stated that the Compact sends the EEAC quarterly reports as well.

Martin Culik asked what if the condition of the roof is not stable enough for solar. Maggie Downey stated there are funds for low income customers to help with repair. For moderate income customers it is a bit more challenging. Ron Zweig asked if the Compact had put together figures for return on equity to share with the public and get them interested in doing something like this on their own outside of CVEO. Maggie Downey stated that staff has not compiled this information yet. Austin Brandt stated that it is not cost affective for gas customers to switch to heat pumps. Richard Elkin stated that for there are proposals to have all new construction projects to not add any carbon systems as part of their project. Austin Brandt stated that if a specific measure is a code requirement, then the Compact cannot use energy efficiency funds to pay for the measure.

**PROPOSED 2020 MAIN STREETS OFFERING FOR SMALL BUSINESSES, LINDSAY HENDERSON:**

Lindsay Henderson reviewed the Main Streets Initiatives 2020 PowerPoint. She stated that the 2019 events in Oak Bluffs and Chatham were a success. However, there are ways in which she hopes to improve in 2020. In 2020 she is looking to hold two events in spring and two in the fall to capture as many customers as possible.

Joyce Flynn asked if the Compact was looking for interest in the program for next year. Lindsay Henderson answered yes, if the towns are interested to let her know.

**OVERVIEW OF 2020 CLC MARKETING VIDEOS AND 2018 ANNUAL REPORT, DAN SCHELL:**

Dan Schell stated that there are 2018 Annual Reports for Board Members to take if they would like to. The 2019 report will be issued once the 2019 audit is completed. Maggie Downey will be bringing the reports to the Board of Selectmen meetings.

Dan Schell stated that Cadmus created several videos. The goal of these videos is to do educate customers on programs that are particularly complex. There is a video on the Compact’s Local Green program as well as a

video on why a family decided to have an energy assessment done at their house. Both were shown to the Board.

Maggie Downey stated that she was impressed with the work Dan Schell and Cadmus have done. Ron Zweig asked how much activity there is on YouTube. Dan Schell stated there is not a lot of activity on YouTube. However, there has been an increase in activity on all other social media and on the main website.

### **OVERVIEW OF PROPOSED SENATE LEGISLATION ON CLIMATE CHANGE, JEFF BERNSTEIN**

Jeff Bernstein reviewed the Summary of Massachusetts Climate Bills PowerPoint.

Maggie Downey stated that the Compact met with Senator Cyr and Peak and reviewed existing legislation that originated last February as a result of a meeting she and David Meade-Fox has with Senator Cyr and Representative Peake. Senator Cyr proposed an amendment to the Senate Climate bill, which passed. The proposed amendment harmonizes the existing authority of towns/cities (Compact) to propose an energy plan that is enhanced or more comprehensive than the state-wide plan under Massachusetts General Law Chapter 164, Section 134 with the Green Communities Act.

### **ADMINISTRATOR'S REPORT, MAGGIE DOWNEY:**

#### **1. Update on DPU 19-136, 2020 Energy Efficiency Surcharge**

Maggie Downey stated that a technical session on shared costs is proposed for March 4<sup>th</sup>. When she has the official notice from the DPU, she'll send the information to the Board if any would like to attend.

#### **2. Finalize list of questions for Eversource's on their December presentation to the Board**

Maggie Downey stated that she is having difficulty putting together the questions the Board has for Eversource. She had Jeff Bernstein look over the questions and will resend to Board for comments. Peter Cocolis stated that this was more about getting staff from the Grid Modernization division of Eversource to come and answer the Board questions.

#### **3. Update on DPU 18-116, Active Demand Reduction Offering**

Maggie Downey stated that the Active Demand Reduction Offering was approved. The Compact is moving forward with the program. Austin Brandt has met with Eversource to go over the details.

#### **4. OPower Letters**

Maggie Downey stated that there will be another OPower letter going out soon.

#### **5. Upcoming Board Meetings**

Maggie Downey stated that the 2019-year end presentation will not happen until April.

#### **6. Conferences**

Maggie Downey stated that she has attended a couple of conferences recently. She attended the Massachusetts Municipal Association (“MMA”) Annual Trade Conference where there were a lot of great workshops and information on OPEB and liabilities. She also attended a Public Power Conference in Florida. She stated that they did a great job on the market analysis of the natural gas industry, which sets the price of electricity in New England.

**ADJOURNMENT:**

*Motion to adjourn made at 4:16 PM moved by Martin Culik, seconded by Colin Odell.*

Respectfully submitted,

Melissa Allard

**LIST OF DOCUMENTS AND EXHIBITS:**

- Meeting Notice/Agenda
- January 8, 2020 Draft Meeting Minutes
- SMART Program Overview PowerPoint
- 2020 Operating Budget
- Cape & Vineyard Electrification Offering (“CVEO”) PowerPoint
- Main Streets Initiatives 2020 PowerPoint
- Summary of Massachusetts Climate Bills PowerPoint
- D.P.U. 18-116-A

Draft Minutes subject to correction, addition and Committee/Board Approval

ORG	OBJECT	ACCOUNT DESCRIPTION	ORIGINAL APPROP	REVISED BUDGET	YTD ACTUAL	AVAILABLE BUDGET	% USED
01001	5110	OP-SALARIES	45,000	45,000	12,925.14	32,075	28.70
01001	5119	OP-SALARY RESERVE	5,000	5,000	0.00	5,000	0.00
01001	5171	OP-RETIREMENT	13,503	13,503	0.00	13,503	0.00
01001	5173	OP-GROUP INSURANCE	12,035	12,035	4,428.28	7,607	36.80
01001	5174	OP-MEDICARE/OTHER TAXES	1,275	1,275	175.71	1,099	13.80
01001	5175	STATE UNEMPLOYMENT INSURANCE	0	0	30.16	-30	100.00
01001	5179	OP-MISC FRINGES	500	500	27.00	473	5.40
01001	5180	OP-RETIREMENT LIABILITY	42,700	42,700	0.00	42,700	0.00
01001	5181	OP-OPRB LIABILITY	15,000	15,000	0.00	15,000	0.00
01001	5210	OP-UTILITIES	500	500	13.26	487	2.70
01001	5270	OP-MISC RENTALS	1,000	1,000	0.00	1,000	0.00
01001	5272	OP-RENT	3,600	3,600	825.00	2,775	22.90
01001	5290	OP-CUSTODIAL SERVICES	800	800	143.00	657	17.90
01001	5301	OP-ADVERTISING	160,000	160,000	20,461.34	139,539	12.80
01001	5309	OP-IT SERVICES	398	398	100.00	298	25.10
01001	5313	OP-STAFF PROFESSIONAL DEVELOP	5,000	5,000	2,946.00	2,054	58.90
01001	5314	OP-PAYROLL SERVICES	80	80	496.62	-417	620.80
01001	5315	OP-LEGAL SERVICES	195,000	195,000	30,641.21	164,359	15.70
01001	5316	OP-AUDIT FEES	1,000	1,000	201.18	799	20.10
01001	5318	OP-TREASURY SERVICES	1,000	1,000	122.07	878	12.20
01001	5319	OP-CONTRACTUAL	20,000	20,000	81.25	19,919	0.40
01001	5320	OP-OUTREACH/MARKETING CONTRACT	100,000	100,000	14,893.17	85,107	14.90
01001	5341	OP-POSTAGE	10,000	10,000	1,340.86	8,659	13.40
01001	5343	OP-TELEPHONES	1,257	1,257	1,010.32	247	80.40
01001	5344	OP-INTERNET	587	587	653.66	-67	111.40
01001	5345	OP-PRINTING	12,500	12,500	1,973.80	10,526	15.80
01001	5400	OP-SUPPLIES	1,500	1,500	63.72	1,436	4.20
01001	5490	OP-FOOD SUPPLIES	500	500	382.02	118	76.40
01001	5710	OP-TRAVEL IN STATE	17,000	17,000	1,915.67	15,084	11.30
01001	5720	OP-TRAVEL OUT STATE	6,000	6,000	1,645.32	4,355	27.40
01001	5730	OP-SPONSORSHIPS	41,800	41,800	22,963.00	18,837	54.90
01001	5731	OP-SUBSCRIPTIONS	20,000	20,000	18,903.50	1,097	94.50
01001	5732	OP-SOFTWARE LICENSES	1,225	1,225	472.08	753	38.50
01001	5741	OP-INSURANCE	15,000	15,000	0.00	15,000	0.00
01001	5789	OP-UNPAID BILLS	2,000	2,000	0.00	2,000	0.00
01001	5850	OP-MISC EQUIPMENT	500	500	0.00	500	0.00
01001	5854	OP-FINANCIAL SOFTWARE SYSTEM	1,000	1,000	64.00	936	6.40
01001	5855	OP-COMPUTER EQUIPMENT	3,000	3,000	0.00	3,000	0.00
		Total 01 OPERATING FUND	757,260	757,260	139,898.34	617,362	18.50
		Expense Total	757,260	757,260	139,898.34	617,362	18.50
		2020 Revenue: \$148,924.26					

Date 4/3/2020

2020 Budgeted (Based on 2020 EES)

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EHV	
<b>A - Residential</b>	\$ 1,576,859	\$ 749,627	\$ 1,836,036	\$ 4,991,575	\$ 498,880	\$ 2,261,777
A1 - Residential New Buildings	\$ 44,374	\$ 23,234	\$ 1,033,587	\$ 224,208	\$ -	\$ 1,335,403
A1a - Residential New Homes & Renovations	\$ 44,374	\$ 23,234	\$ 1,033,587	\$ 224,208	\$ -	\$ 1,335,403
A2 - Residential Existing Buildings	\$ 1,199,780	\$ 461,092	\$ 15,556,071	\$ 4,531,194	\$ -	\$ 21,727,037
A2a - Residential Coordinated Delivery	\$ 579,878	\$ 147,635	\$ 9,793,999	\$ 1,851,849	\$ -	\$ 12,372,762
A2b - Residential Conservation Services (RCS)	\$ 99,394	\$ 42,200	\$ -	\$ 1,752,831	\$ -	\$ 1,904,425
A2c - Residential Behavior	\$ 278,493	\$ 216,496	\$ 4,952,982	\$ 582,481	\$ -	\$ 6,030,452
A2d - Residential Active Demand Reduction	\$ 33,220	\$ 6,739	\$ 665,000	\$ 14,380	\$ -	\$ 719,339
A2e - Residential Active Demand Reduction	\$ 208,795	\$ 48,022	\$ 144,690	\$ 309,652	\$ -	\$ 711,159
A3 - Residential Hard-to-Measure	\$ 334,704	\$ 255,302	\$ 1,770,277	\$ 246,173	\$ 498,880	\$ 3,115,436
A3a - Residential Statewide Marketing	\$ -	\$ 159,797	\$ -	\$ -	\$ -	\$ 159,797
A3b - Residential Statewide Database	\$ 8,193	\$ -	\$ -	\$ -	\$ -	\$ 8,193
A3c - Residential DOER Assessment	\$ 145,089	\$ -	\$ -	\$ -	\$ -	\$ 145,089
A3d - Residential Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3e - Residential Workforce Development	\$ -	\$ -	\$ -	\$ 37,590	\$ -	\$ 37,590
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 498,880	\$ 498,880
A3g - Residential EEAC Consultants	\$ 40,912	\$ -	\$ -	\$ -	\$ -	\$ 40,912
A3h - Residential R&D and Demonstration	\$ -	\$ -	\$ 124,817	\$ -	\$ -	\$ 124,817
A3i - Residential HEAT Loan	\$ 140,511	\$ 30,504	\$ 1,645,560	\$ 158,583	\$ -	\$ 1,975,159
A3j - Residential Education	\$ -	\$ 75,000	\$ -	\$ 50,000	\$ -	\$ 125,000
<b>B - Income Eligible</b>	\$ 448,067	\$ 133,120	\$ 3,581,186	\$ 852,489	\$ 118,302	\$ 5,133,165
B1 - Income Eligible Existing Buildings	\$ 388,086	\$ 114,547	\$ 3,159,186	\$ 827,489	\$ -	\$ 4,911,309
B1a - Income Eligible Coordinated Delivery	\$ 346,284	\$ 103,440	\$ 3,581,186	\$ 818,199	\$ -	\$ 4,851,109
B1b - Income Eligible Active Demand Reduction	\$ 41,802	\$ 9,107	\$ -	\$ 9,290	\$ -	\$ 60,199
B2 - Income Eligible Hard-to-Measure	\$ 59,981	\$ 18,573	\$ -	\$ 25,000	\$ 118,302	\$ 221,856
B2a - Income Eligible Statewide Marketing	\$ -	\$ 18,573	\$ -	\$ -	\$ -	\$ 18,573
B2b - Income Eligible Statewide Database	\$ 1,013	\$ -	\$ -	\$ -	\$ -	\$ 1,013
B2c - Income Eligible DOER Assessment	\$ 29,381	\$ -	\$ -	\$ -	\$ -	\$ 29,381
B2d - Income Eligible Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ 25,000	\$ -	\$ 25,000
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 118,302	\$ 118,302
B2g - Income Eligible Energy Affordability New	\$ 29,587	\$ -	\$ -	\$ -	\$ -	\$ 29,587
<b>C - Commercial &amp; Industrial</b>	\$ 1,008,213	\$ 342,918	\$ 11,202,707	\$ 1,784,196	\$ 961,863	\$ 16,925,996
C1 - CAI New Buildings	\$ 46,997	\$ 6,777	\$ 360,850	\$ 211,701	\$ -	\$ 626,324
C1a - CAI New Buildings & Major Renovations	\$ 46,997	\$ 6,777	\$ 360,850	\$ 211,701	\$ -	\$ 626,324
C2 - CAI Existing Buildings	\$ 856,194	\$ 301,880	\$ 12,430,357	\$ 1,544,141	\$ -	\$ 15,132,572
C2a - CAI Existing Building Retrofit	\$ 705,439	\$ 243,930	\$ 10,436,875	\$ 1,138,156	\$ -	\$ 12,514,399
C2b - CAI New & Replacement Equipment	\$ 78,565	\$ 45,536	\$ 1,017,402	\$ 278,348	\$ -	\$ 1,419,911
C2c - CAI Active Demand Reduction	\$ 72,190	\$ 12,354	\$ 986,080	\$ 127,637	\$ -	\$ 1,198,262
C3 - CAI Hard-to-Measure	\$ 105,122	\$ 34,261	\$ 37,500	\$ 28,354	\$ 961,863	\$ 1,167,099
C3a - CAI Statewide Marketing	\$ -	\$ 29,261	\$ -	\$ -	\$ -	\$ 29,261
C3b - CAI Statewide Database	\$ 1,394	\$ -	\$ -	\$ -	\$ -	\$ 1,394
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	\$ -	\$ -	\$ -	\$ -	\$ 961,863	\$ 961,863
C3g - CAI EEAC Consultants	\$ 6,197	\$ -	\$ -	\$ -	\$ -	\$ 6,197
C3h - CAI R&D and Demonstration	\$ -	\$ -	\$ 37,500	\$ -	\$ -	\$ 37,500
<b>Grand Total</b>	\$ 3,035,238	\$ 1,225,664	\$ 34,769,928	\$ 7,628,260	\$ 1,579,045	\$ 48,238,137

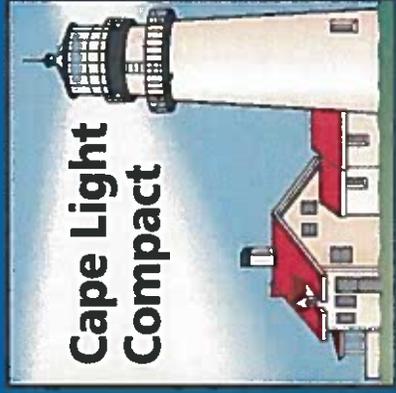
2020 Actuals through Mar 2020

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EHV	
<b>A - Residential</b>	\$ 372,681	\$ 92,216	\$ 3,712,402	\$ 937,834	\$ 104,977	\$ 5,220,199
A1 - Residential New Buildings	\$ 8,617	\$ 2,134	\$ 24,397	\$ 14,319	\$ -	\$ 49,466
A1a - Residential New Homes & Renovations	\$ 8,617	\$ 2,134	\$ 24,397	\$ 14,319	\$ -	\$ 49,466
A2 - Residential Existing Buildings	\$ 198,038	\$ 75,681	\$ 3,244,954	\$ 904,687	\$ -	\$ 4,423,360
A2a - Residential Coordinated Delivery	\$ 106,288	\$ 33,855	\$ 1,889,243	\$ 289,628	\$ -	\$ 2,319,014
A2b - Residential Conservation Services (RCS)	\$ 28,655	\$ 7,192	\$ -	\$ 355,403	\$ -	\$ 391,250
A2c - Residential Behavior	\$ 53,304	\$ 32,486	\$ 1,355,712	\$ 164,916	\$ -	\$ 1,728,782
A2d - Residential Active Demand Reduction	\$ 3,340	\$ 733	\$ -	\$ 1,533	\$ -	\$ 5,606
A2e - Residential Active Demand Reduction	\$ 166,026	\$ 14,401	\$ 443,051	\$ 18,899	\$ 104,977	\$ 747,283
A3 - Residential Hard-to-Measure	\$ -	\$ 10,020	\$ -	\$ -	\$ -	\$ 10,020
A3a - Residential Statewide Marketing	\$ 330	\$ -	\$ -	\$ -	\$ -	\$ 330
A3b - Residential Statewide Database	\$ 150,212	\$ -	\$ -	\$ -	\$ -	\$ 150,212
A3c - Residential DOER Assessment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3d - Residential Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ 210	\$ -	\$ 210
A3e - Residential Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ 104,977	\$ 104,977
A3f - Residential Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3g - Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A3h - Residential R&D and Demonstration	\$ 15,484	\$ 2,397	\$ 443,051	\$ 18,598	\$ -	\$ 480,530
A3i - Residential HEAT Loan	\$ -	\$ 984	\$ -	\$ -	\$ -	\$ 984
A3j - Residential Education	\$ 101,687	\$ 15,639	\$ 390,601	\$ 89,399	\$ 26,120	\$ 623,446
<b>B - Income Eligible</b>	\$ 56,169	\$ 13,337	\$ 390,601	\$ 89,729	\$ -	\$ 548,826
B1 - Income Eligible Existing Buildings	\$ 56,169	\$ 13,337	\$ 390,601	\$ 89,729	\$ -	\$ 548,826
B1a - Income Eligible Coordinated Delivery	\$ 56,169	\$ 13,337	\$ 390,601	\$ 89,729	\$ -	\$ 548,826
B1b - Income Eligible Active Demand Reduction	\$ 45,518	\$ 2,312	\$ -	\$ 670	\$ -	\$ 48,500
B2 - Income Eligible Hard-to-Measure	\$ -	\$ 2,312	\$ -	\$ -	\$ 26,120	\$ 28,432
B2a - Income Eligible Statewide Marketing	\$ -	\$ 2,312	\$ -	\$ -	\$ -	\$ 2,312
B2b - Income Eligible Statewide Database	\$ 57	\$ -	\$ -	\$ -	\$ -	\$ 57
B2c - Income Eligible DOER Assessment	\$ 43,698	\$ -	\$ -	\$ -	\$ -	\$ 43,698
B2d - Income Eligible Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
B2e - Income Eligible Workforce Development	\$ -	\$ -	\$ -	\$ 670	\$ -	\$ 670
B2f - Income Eligible Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 26,120	\$ 26,120
B2g - Income Eligible Energy Affordability New	\$ 1,763	\$ -	\$ -	\$ -	\$ -	\$ 1,763
<b>C - Commercial &amp; Industrial</b>	\$ 227,097	\$ 43,540	\$ 511,827	\$ 140,234	\$ 185,917	\$ 1,128,624
C1 - CAI New Buildings	\$ 5,893	\$ 1,202	\$ -	\$ 14,877	\$ -	\$ 21,972
C1a - CAI New Buildings & Major Renovations	\$ 5,893	\$ 1,202	\$ -	\$ 14,877	\$ -	\$ 21,972
C2 - CAI Existing Buildings	\$ 141,818	\$ 35,421	\$ 511,827	\$ 144,246	\$ -	\$ 833,313
C2a - CAI Existing Building Retrofit	\$ 117,762	\$ 27,703	\$ 459,266	\$ 112,206	\$ -	\$ 716,937
C2b - CAI New & Replacement Equipment	\$ 13,361	\$ 5,536	\$ 52,561	\$ 24,570	\$ -	\$ 96,027
C2c - CAI Active Demand Reduction	\$ 10,696	\$ 2,182	\$ -	\$ 7,470	\$ -	\$ 20,349
C3 - CAI Hard-to-Measure	\$ 79,385	\$ 6,937	\$ -	\$ 1,100	\$ 185,917	\$ 273,338
C3a - CAI Statewide Marketing	\$ -	\$ 6,937	\$ -	\$ -	\$ -	\$ 6,937
C3b - CAI Statewide Database	\$ 182	\$ -	\$ -	\$ -	\$ -	\$ 182
C3c - CAI DOER Assessment	\$ 79,202	\$ -	\$ -	\$ -	\$ -	\$ 79,202
C3d - CAI Sponsorships & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3e - CAI Workforce Development	\$ -	\$ -	\$ -	\$ 1,100	\$ -	\$ 1,100
C3f - CAI Evaluation and Market Research	\$ -	\$ -	\$ -	\$ -	\$ 185,917	\$ 185,917
C3g - CAI EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C3h - CAI R&D and Demonstration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Grand Total</b>	\$ 701,465	\$ 151,415	\$ 4,614,830	\$ 1,187,457	\$ 317,013	\$ 6,972,179

2020 Actuals as Percent of Budgeted

Program	PA Costs					Total PA Costs
	PP&A	Marketing	Incentives	STAT	EHV	
<b>A - Residential</b>	23.6%	12.3%	30.2%	18.8%	21.0%	19.9%
A1 - Residential New Buildings	1.9%	0.2%	2.4%	6.4%	0.0%	3.7%
A1a - Residential New Homes & Renovations	1.9%	0.2%	2.4%	6.4%	0.0%	3.7%
A2 - Residential Existing Buildings	16.5%	16.4%	20.9%	20.0%	0.0%	20.3%
A2a - Residential Coordinated Delivery	18.3%	22.9%	19.3%	15.6%	0.0%	18.7%
A2b - Residential Conservation Services (RCS)	28.8%	17.0%	0.0%	20.2%	0.0%	20.5%
A2c - Residential Behavior	19.1%	15.0%	27.4%	16.0%	0.0%	25.4%
A2d - Residential Active Demand Reduction	1.6%	1.5%	0.0%	0.5%	0.0%	0.8%
A2e - Residential Active Demand Reduction	49.6%	5.4%	25.0%	7.6%	21.0%	24.0%
A3 - Residential Hard-to-Measure	0.0%	0.3%	0.0%	0.0%	0.0%	0.3%
A3a - Residential Statewide Marketing	4.0%	0.0%	0.0%	0.0%	0.0%	4.0%
A3b - Residential Statewide Database	103.5%	0.0%	0.0%	0.0%	0.0%	103.5%
A3c - Residential DOER Assessment	0.0%	0.0%	0.0%	-0.0%	0.0%	0.0%
A3d - Residential Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.4%	0.0%	0.6%
A3e - Residential Workforce Development	0.0%	0.0%	0.0%	0.0%	21.0%	21.0%
A3f - Residential Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3g - Residential EEAC Consultants	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
A3h - Residential R&D and Demonstration	11.0%	1.1%	26.9%	11.7%	0.0%	24.3%
A3i - Residential HEAT Loan	0.0%	1.3%	0.0%	0.0%	0.0%	0.8%
A3j - Residential Education	22.7%	11.7%	18.9%	18.5%	22.1%	12.1%
<b>B - Income Eligible</b>	14.5%	11.8%	18.9%	18.7%	8.8%	11.2%
B1 - Income Eligible Existing Buildings	16.2%	12.6%	10.9%	10.8%	0.0%	11.3%
B1a - Income Eligible Coordinated Delivery	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B1b - Income Eligible Active Demand Reduction	75.9%	12.5%	0.0%	2.7%	22.1%	33.6%
B2 - Income Eligible Hard-to-Measure	0.0%	12.5%	0.0%	0.0%	0.0%	12.5%
B2a - Income Eligible Statewide Marketing	5.6%	0.0%	0.0%	0.0%	0.0%	5.6%
B2b - Income Eligible Statewide Database	148.7%	0.0%	0.0%	0.0%	0.0%	148.7%
B2c - Income Eligible DOER Assessment	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2d - Income Eligible Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
B2e - Income Eligible Workforce Development	0.0%	0.0%	0.0%	2.7%	0.0%	2.7%
B2f - Income Eligible Evaluation and Market Research	0.0%	0.0%	0.0%	0.0%	22.1%	22.1%
B2g - Income Eligible Energy Affordability New	6.0%	0.0%	0.0%	0.0%	0.0%	6.0%
<b>C - Commercial &amp; Industrial</b>	22.5%	12.7%	4.0%	9.0%	19.2%	6.7%
C1 - CAI New Buildings	12.5%	17.7%	0.0%	7.0%	0.0%	3.5%
C1a - CAI New Buildings & Major Renovations	12.5%	17.7%	0.0%	7.0%	0.0%	3.5%
C2 - CAI Existing Buildings	16.6%	11.7%	41%	9.3%	0.0%	5.5%
C2a - CAI Existing Building Retrofit	16.7%	11.4%	4.4%	9.9%	0.0%	5.7%
C2b - CAI New & Replacement Equipment	17.0%	12.1%	5.2%	8.8%	0.0%	6.8%
C2c - CAI Active Demand Reduction	14.8%	17.7%	0.0%	5.9%	0.0%	1.7%
C3 - CAI Hard-to-Measure	75.5%	20.2%	0.0%	3.9%	19.2%	23.4%
C3a - CAI Statewide Marketing	0.0%	23.7%	0.0%	0.0%	0.0%	23.7%
C3b - CAI Statewide Database	13.1%	0.0%	0.0%	0.0%	0.0%	13.1%
C3c - CAI DOER Assessment	81.2%	0.0%	0.0%	0.0%	0.0%	81.2%
C3d - CAI Sponsorships & Subscriptions	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
C3						

# COVID-19 Mitigation Efforts



*Your Trusted, Local  
Energy Resource*

# General

- Following all Governor's Executive Order
- Temporary suspension of on-premise assessments and installations
- [www.massave.com/covid19](http://www.massave.com/covid19) Frequently Asked Questions - updated regularly
  - Also shown as a banner on the home page



**Frequently Asked Questions**

Pursuant to COVID-19 Order 10.15, we will be updating the dates and details below to reflect Order's and Answers.

**Where can I go for additional resources?**

Click here for a list of state and federal resources that we have compiled for your convenience.

**Q: What mitigation efforts are the Program Administrators considering? (NEW 3/25/2020)**

In light of the suspension of on-premise work, the Program Administrators are looking for ways to assist contractors in order to support their continued workforce and mitigate the impact of COVID-19 related work slowdowns and stoppages. The Program Administrators have formed a Contractor Mitigation Working Group consisting of representatives from the Program Administrators led by National Grid and EverSource, the Department of Energy Resources, the Low Income Energy Affordability Network (LEAN), and the contractor community.



# Commercial, Residential and Evaluation

- Refrigerator recycling – where refrigerator is left outside
- Prioritized in-process work where safety/emergency issues
- Our Business Partners
  - Many have furloughed staff
  - Want to balance financial needs of staff with ensuring good pipeline in the future
  - Trying to pivot (where they can) to virtual world



# Commercial Offerings

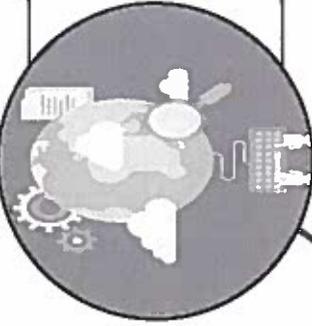
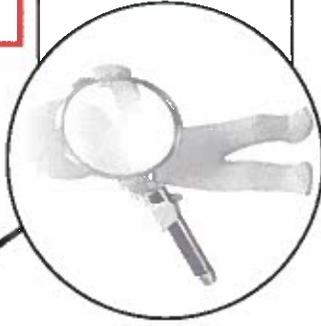
Please note that Main Streets efforts are postponed.

## Virtual pre and post inspections

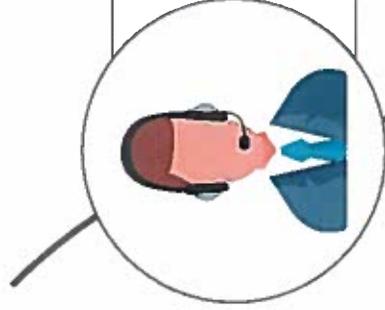
- For those customer that are able to show proof of installation, we are working with customers to document the equipment to fast-track application review or payments (if installations are complete)

## Virtual “audits”

- Recognizing that small businesses may be anxious to save money when they re-open, we are looking to provide enhanced incentives to “jump start” the market when there is a return to work.

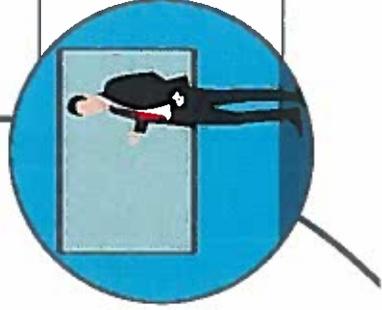


# Commercial Offerings



Upstream offerings including lighting, HVAC, and food service

- “Upstream” = direct incentives to distributors and the incentives are passed on to the customer



Trainings – Virtual trainings are now available at no charge to employees and employers on a variety of efficiency topics



# Residential Virtual Assessments

With a pause for on-premise work, CLC is happy to offer its customers the option of having a virtual assessment

- Customers must live in a 1-4-unit home.
- Customers must have full access to the house and the ability to install recommended instant saving products received (i.e. lightbulbs). If a customer does not want to self-install, they have the ability for an in-person follow up once on-premise work resumes.
- Customers must be comfortable working with the energy specialist over the phone and able to use technology such as video chat and/or sending photos of the home over email.
- Limited time offer for up to 100% off approved insulation improvements. Installations to take place by September 30, 2020. CLC has the ability to extend this timing if needed.
- Customers who do not qualify for a virtual home assessment may still sign up for an in-person no-cost Home Energy Assessment. Call to schedule by April 30, 2020 to qualify for up to 100% off your insulation installation.



# Additional Residential Offerings

- Trainings are being offered to current, furloughed or recently displaced office and field staff of our contracted residential vendors, participating contractors, and other partners with complimentary access to several online training resources through Green Training USA. This is a library of robust, on-demand training resources to assist their staff in developing skills to enhance their energy efficiency offerings.
- Remote QC opportunities have been implemented to continue to gather information about prior Home Energy Assessments.
- Remote inspections for rebates have also been implemented to continue rebate processing.



# Residential Retail Offerings

- All rebates are still available
  - Online marketplace
    - EFI Warehouse is open and shipping
  - Upstream rebates available at retailers that are open
  - Downstream rebates still available and actively being processed by EFI



# Marketing

- All Statewide awareness and program-specific marketing is on hold
  - One exception is paid search advertising
- Currently looking at being back in market in June at the earliest
  - This is fluid and reevaluated weekly
  - Looking forward at shifting funds from time-specific media buys to other channels



# Marketing

- CLC Specific Advertising
  - Still running what in planned channels but adjusted content focus
  - Power Supply and Retail Products – Dehumidifiers, Room Air Cleaners, Etc.
  - Adjusting and reviewing creative, including imagery and language to ensure it is sensitive to the current environment.



# Evaluation

- Evaluation (EMV) has temporarily suspended all on-site data collection.
- The Compact is collaborating with the other PAs to develop protocols for collecting evaluation data through virtual means (e.g., phone, email) during the suspension of on-premise contact.
- During the suspension, EMV Vendors are moving forward with work that does not require contact with customers like:
  - Reviewing, QCing and mining PA data for use in studies
  - Developing samples for studies (i.e. randomly selecting customers to participate in upcoming studies)
  - Writing narrative for studies



# 2019 Plan Year Report

- Plan Year Report due May 1, 2020, but Evaluation results may push that deadline out
- CLC Energy Efficiency results for 2019, including:
  - Planned vs Actual Expenditures, kWh Savings, Benefits
  - Explanations of Significant Variances
  - Benefit Cost Ratios
- Results will be presented to the CLC Board after report is filed



# CLC Developed Resources

- Four - six weeks of energy education resources developed with NEED for teachers and parents
  - Available on CLC website
- Energy Saving Tips for staying home post on CLC website
  - <https://www.capelightcompact.org/savingenergywhileeveryonehome/>



The screenshot shows the Cape Light Compact website. At the top, there is a navigation menu with links for Home, About Us, Power Supply, Energy Efficiency, Consumer Advocacy, News, Contact Us, and Mass Save® Store. Below the menu is a banner for 'Parent and Teacher Resources' featuring logos for Cape Light Compact, NEED, and a stylized 'a' logo. The main content area includes a paragraph about the partnership with the National Energy Education Development Project (NEED) and a list of topics covered in lessons, such as Energy Sources, Electricity Generation, Energy Conservation at Home, and Measuring Your Electric Consumption. A small image of a person sitting at a table is visible in the bottom right corner of the screenshot.



# Cape & Vineyard Electrification Offering

Summary of Updates Since Last CLC Board Presentation

Cape Light Compact Governing Board

April 8, 2020

**Cape Light  
Compact**



*Working Together Toward A Smarter Energy Future*

## Changes since last presentation

- Further QC and consultant review resulted in changes in the heat pump measure mix. These changes:
  - Decreased the heat pump budget by about \$1.4M
  - Decreased the CVEO budget from \$11.7M to \$10.4M
  - Increased the CVEO BCR from 2.1 to 2.4



# Revised Budget



2020-2021	Heat Pumps	PV + Storage	Total
Plan	\$7.2M	\$20.5M	\$27.6M
Revised	\$5.4M	\$5.0M	\$10.4M
Difference	-\$1.8M	-\$15.5M	-\$17.3M

*Budget reduction as compared to original primarily due to leveraging of outside funding and fewer participants (250 as revised vs. 640 originally planned in 2020/2021)*

*The Compact estimates CVEO, as revised, will leverage almost \$9M in non-energy efficiency funds.*

# Bill Impacts

Cape Light  
Compact



## Residential (R-1)

Years	EERF	Energy Conservation	Avg. Monthly Usage (kWh)	Total Cost (per month)			
2018	\$0.01859	+	\$0.00250	x	516	=	\$10.88
2019	\$0.02028	+		x		=	\$11.75
2020, 1-6	\$0.02162	+		x		=	\$12.45
2020, 7-12	\$0.02255	+		x		=	\$12.93
2021	\$0.02529	+		x		=	\$14.34
2019-2021	\$0.02244	+		x		=	\$12.87

## Low Income (R-2)

Years	EERF	Energy Conservation	Avg. Monthly Usage (kWh)	Total Cost (per month)			
2018	\$0.00148	+	\$0.00250	x	488	=	\$1.94
2019	\$0.00005	+		x		=	\$1.24
2020, 1-6	\$0.00167	+		x		=	\$2.03
2020, 7-12	\$0.00296	+		x		=	\$2.66
2021	\$0.00398	+		x		=	\$3.16
2019-2021	\$0.00217	+		x		=	\$2.28

# Savings and Cost-Effectiveness

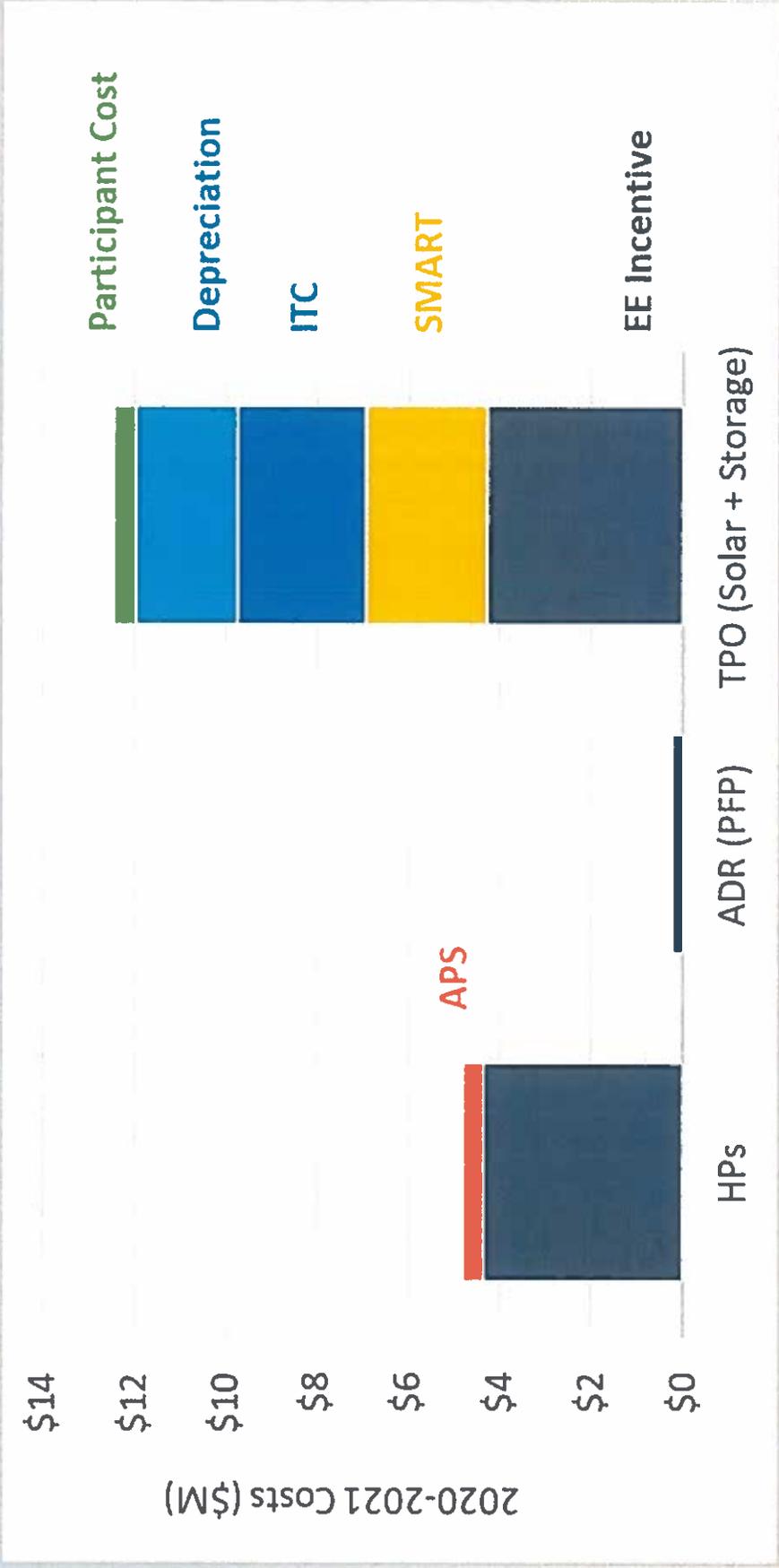
Cape Light  
Compact



2020-2021	Plan	Revised	Difference	
			Change	% Change
<b>Savings</b>				
Participants	640	250	(390)	-61%
Annual MWh	4,486	1,096	(3,390)	-76%
Lifetime MWh	125,047	36,258	(88,789)	-71%
Summer kW	7,642	2,848	(4,794)	-63%
Winter kW	8,198	1,407	(6,791)	-83%
Annual CO2 Short Tons	5,173	1,911	(3,262)	-63%
<b>Cost-Effectiveness</b>				
Benefits (\$M)	\$ 97.7	\$ 28.5	\$ (69)	-71%
TRC Costs (\$M)	\$ 33.3	\$ 11.8	\$ (21)	-65%
Net Benefits (\$M)	\$ 64.4	\$ 16.7	\$ (48)	-74%
Benefit-Cost Ratio	2.9	2.4	(0.5)	-18%
CLC Budget (\$M)	\$ 27.6	\$ 10.4	\$ (17)	-63%

*CVEO measures only*

# Funding Summary



**Agenda Action Request  
Cape Light Compact  
Meeting Date: 4/8/2020**



- 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*

**Revised Cape & Vineyard Electrification Offering (CVEO)**

**REQUESTED BY:** *Maggie Downey*

***Proposed Motion(s)***

*I move the CLCJPE Board of Directors vote to support the Compact's Revised CVEO proposal as presented to the Board at the February board meeting, and updated and presented at this meeting, serving 250 low- and moderate-income residential customers through the installation of cold climate heat pumps, solar PV and battery storage, and associated budget of \$10.4M.*

*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***

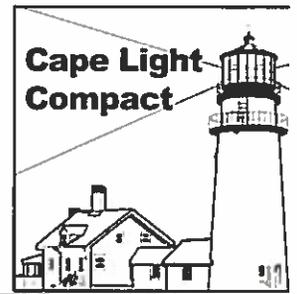
The Compact Governing Board reviewed and discussed the revised CVEO at its February 12, 2020 Board meeting. A presentation on CVEO was distributed to the Board and is available to the public as part of the February 12 Board meeting packet. Since the February 12, 2020 Board meeting Compact staff have been working with the MA Department of Energy Resources (DOER) to QC/revise CVEO's measure costs, and leverage outside funding. As a result, the proposed budget is now \$17.3M lower, and has 450 fewer participants than the Plan budget submitted to the DPU in 2018.

After a vote by the MA Energy Efficiency Advisory Council, the Compact will file CVEO with the MA Department of Public Utilities.

***Record of Board Action***

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

**Agenda Action Request  
Cape Light Compact  
Meeting Date: 4/8/2020**



- 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

**Release Certain Previously Approved Executive Session Minutes**

**REQUESTED BY:** *Maggie Downey*

***Proposed Motion(s)***

*I move the CLCJPE Board of Directors vote to implement the recommendations of the Compact Administrator regarding releasing and withholding the following Compact Governing Board Executive Session Meeting Minutes:*

*January 9, 2013, November 20, 2013, January 8, 2014, September 10, 2014, December 10, 2014, March 10, 2016, April 13, 2016, and July 17, 2017 executive session minutes shall be released in their entirety.*

*August 14, 2013, May 11, 2016 and January 9, 2019 executive session minutes shall be partially released. Portions of the minutes shall continue to be withheld as release of the minutes may defeat the purpose of the executive session.*

*October 8, 2014, November 18, 2015, January 10, 2018, February 14, 2018 and December 5, 2018 executive session minutes shall continue to be withheld as release of the minutes may defeat the purpose of the executive session.*

*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***

At its December 11, 2019 meeting, the Compact Board voted to authorize the Compact Administrator and the Secretary to review all unreleased Executive Session Minutes and to bring back to the Board their recommendation regarding continue withholding of such minutes. The Compact Administrator and legal counsel have reviewed all unreleased executive session minutes (to date the Compact Administrator has not been able to meet with the Secretary), and they recommend that the majority of the unreleased executive session minutes be released, some minutes be partially released, and a small number of minutes continue to be withheld because they reflect long-term power supply strategy and/or pending litigation and release would have a detrimental effect on the Compact's bargaining and/or litigating position.