

Cape Light Compact Executive Committee
Open Session Meeting Minutes
Friday, April 24, 2015

The Executive Committee of the Cape Light Compact Governing Board met on Friday, April 24, 2015 at 1:30 p.m. in Room 11/12, Superior Court House, 3195 Main Street, Barnstable, MA 02630.

EXECUTIVE COMMITTEE MEMBERS PRESENT:

1. Dr. Joyce Flynn, Chairwoman, Yarmouth
2. Robert Schofield, Vice-Chair, Bourne
3. Peter Cocolis, Treasurer, Chatham
4. Peter Cabana, Member at Large, Dukes County
5. Barry Worth, Secretary, Harwich

GOVERNING BOARD MEMBERS PRESENT:

Thomas Mayo, Mashpee
David Anthony, Barnstable
Deane Keuch, Brewster
Frederick Fenlon, Eastham – remotely by phone
Paul Pimentel, Edgartown
Ronald Zweig, Falmouth – remotely by phone
Thomas Donegan, Provincetown
Peter Fontecchio, Truro

LEGAL COUNSEL:

Joann Bodemer, Esq., BCK Law, PC

STAFF PRESENT:

Margaret Downey, Administrator
Margaret Song, Residential Program Manager
Lindsay Henderson, Data Analyst & Marketing Coordinator
Meredith Miller, C&I Program Manager
Philip Moffitt, EM&V Manager
Stephan Wollenburg, Sr. Power Supply Planner
Karen Loura, Administrative Assistant

CALL TO ORDER

With a quorum of the Executive Committee present, Chr. Flynn called the meeting to order at 1:34 p.m. The Meeting Notice/Agenda having been duly posted pursuant to the Open Meeting Law on the Cape Light Compact Website and exterior meeting notice bulletin board at Superior Courthouse on 4/22/15 @ 8:50 a.m.

PUBLIC COMMENT

No public present.

Chr. Flynn introduced Atty. Joann Bodemer, BCK Law, PC

CONSIDERATION OF MEETING MINUTES

There were no Executive Committee Minutes for review.

2016-18 DRAFT ENERGY EFFICIENCY PLAN (EEP)

M. Downey provided a Power Point Presentation entitled 2016-2018 Energy Efficiency Plan Proposed April 30, 2015 Draft (Attachment A) and provided information on the process for plan approval. She said the Penetration Study is being finalized and will be updated over the summer before the final 2016-18 EEP is filed in November.

She reviewed the Energy Efficiency Advisory Council's (EEAC) proposed goals and explained the savings goals sales numbers represent kWh sales for the Cape and Vineyard.

D. Anthony arrived to the meeting @ 1:46 p.m.

The Cape Light Compact's goals are lower than the EEAC has proposed. She reviewed the Dashboard View of the 2016-21 (covering two 3-year plans) as prepared by Dunsky Energy Consulting and the projected 2016, 2017 & 2018 Annual EE Budgets. The format used is the same as the format used for the Treasurer's Reports.

P. Cabana & P. Pimentel arrived to the meeting @ 1:51 p.m.

There was review of the most significant increases which occur in the Residential Sector. M. Song explained it is in part due to the expansion of the multi-family program to include oil and gas heat customers. In addition there are enhancements into new areas such as demand response, electric vehicle charging stations, etc. and continuing with the 0% interest HEAT loan for EE improvements.

It was discussed that it is difficult to approve programs without knowing the costs. The proposed 2016-18 Plan includes a 30% budget increase. M. Downey explained the proposal includes all existing and new program measures, and reminded the Board that this is the 1st of 2 drafts, and the Board will be reviewing cost impacts at future meetings. Staff will continue to refine the draft EEP through May-September.

M. Downey reported all evaluations applicable to the proposal will be complete by the end of June. The Bill impact has not yet been calculated. The Board will provide feedback between now and October 31st. The Board approved increasing the incentive from 85% to 100% for non-profit organizations which serve low-income customers.

P. Cocolis added that the current environment is an energy council that has a set of goals and they want all to participate and are measured on how well they are doing. The Cape Light Compact's role is to achieve their goals but needs to be mindful of the budget.

Every year the energy efficiency surcharge is trued-up by the Department of Public Utilities (DPU). If activity falls off the surcharge is adjusted. The programs are all participation driven. Bill impacts also have to be trued up every year. The Energy Efficiency Advisory Council (EEAC) is established by statute with a goal and an objective to provide direction on 3-year planning. If our goals are not met, they can easily incorporate us into another larger group. It is a statewide goal and the Compact's goals are a small percent of the statewide goals. The Compact will have to make our case as to why our goals are what they are.

M. Song added that these are electric savings goals. The Board supports all fuels. Customers heating with propane or oil are paying into the Energy Efficiency Fund.

The hard to measure savings are the only limitations. All of the programs have to be cost effective. There are no plans to increase staffing. The budget includes maintenance costs associated with the database.

There was discussion about State-wide policies moving toward energy efficiency and continual new technology.

There was discussion about the 30% budget increase and if it reflects the build-out. R. Zweig asked if increasing from a 2% electric savings goal to 3% electric savings goal, if the (Benefit/Cost Ratio) BCR factor needs to change to see if it needs to be higher or how to manage otherwise.

The Cape Light Compact staff is confident with their goals set and there was no support to change around to get into a number. Once the bill impact is calculated if board feels the impact is too high, the staff will bring it back for adjustment.

It was said that the majority of the budget is paid to vendors, and staff was asked whether the Compact is prepared to take these goals with existing staff. The Commercial and Industrial (C&I) programs will bring in new vendors to manage those sectors.

It was agreed the Compact can look into switching on Home Energy Services (HES) under Residential Conservation Services (RCS). C&I have available “write-off’s” not available for the residential programs.

D. Anthony said the Compact is finishing a 3-year Energy Efficiency Plan which was pretty aggressive. He said if more resources were available, more audits could have been completed. At times there is a 6-8 week wait for an audit. He would like to see talking points developed. M. Downey agreed adding the Board can take pride in the fact the Compact has shaped the plan based upon what the community wants. The Compact is mandated to complete all cost effective measurers.

B. Schofield moved the Executive Committee vote to approve the draft proposed goals and budgets presented by staff for the 2016-2018 Energy Efficiency Plan, seconded by B. Worth and voted unanimously in favor. M. Downey reminded the Board this is the 1st draft of goals. There will be draft Budget presented in May and Conflict of Interest Law training. She said the Bill impact will be reviewed at the June Meeting.

At 2:48 p. m. P. Cocolis moved to adjourn, seconded by B. Worth and voted unanimously in favor.

Respectfully submitted,

Karen E. Loura
Administrative Assistant

LIST OF DOCUMENTS & EXHIBITS:

- Meeting Notice/Agenda
- 2016-2018 Energy Efficiency Plan Proposed April 30, 2015 Draft

ATTACHMENT A

2016-2018 ENERGY
EFFICIENCY PLAN
PROPOSED APRIL 30TH DRAFT

OVERVIEW

- **2008 Massachusetts Green Communities mandates “electric and natural resource needs shall first be met through all available energy efficiency and demand reduction resources that are cost effective or less expensive than supply”**
- **2013, DPU 12-107 , Compact ordered to conduct a potential study to document the penetration of energy efficiency within its territory and the remaining cost-effective energy efficiency opportunities**
- **2015 Compact Potential Study identifies energy efficiency opportunities on Cape Cod and Martha’s Vineyard**

2016-2018 ENERGY EFFICIENCY ELECTRIC SAVINGS GOALS

- **Energy Efficiency Advisory Council, based on analysis from their consultants, proposes savings goals for electric Program Administrators**
 - 2016: 2.98% of sales
 - 2017: 3.03% of sales
 - 2018: 3.09% of sales
 - 2016-2018: 3.04% of sales
- **2015 Compact Potential Study identifies energy efficiency opportunities on Cape Cod and Martha's Vineyard over 2016-2021 time frame**
 - 2016-2021: 1.98% of sales

2016-21

TIMEFRAME

245.5

GWh
(E-ys Cumul)

61.6

MW
(E-ys Cumul)

\$37 M

BUDGET
(Average Annual)

3.6

TRC

2.8

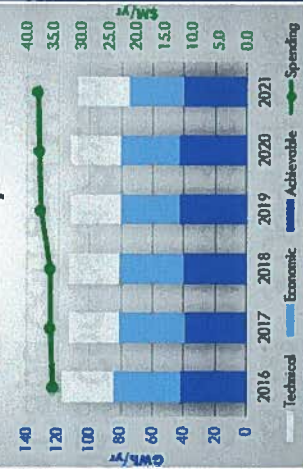
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Critical Numbers

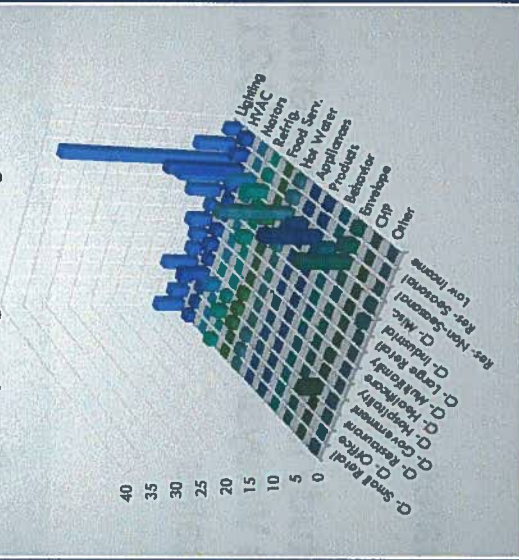
	GWh	MW
TECH	675	163
ECON	481	117
ACHV	246	62

	\$M (M-In)	\$M (PA)
% of sales	1.98%	\$220M

Achievable by Sector



Spotting the Savings



USER SPACE

COMPOSE & SELECT SCENARIOS

Select Scenario: **BASE** | SENS-A | SENS-B

Time Value of Money
 PA Discount Rate (real) **0.4%** | 0.4% | 0.4%
 Participant Rate (real) **4.0%** | 4.0% | 8.0%
 Inflation Rate **2.2%** | 2.2% | 2.2%

Sensitivities: Exogenous Factors
 Avoided Costs (% change) **0%** | 20% | -20%
 Rates (% change) **0%** | 20% | -20%
 Measure Cost (% change) **0%** | -20% | 20%

Sensitivities: Endogenous Factors
 Incentives (% change) **0%** | 20% | -20%
 Add non-incent. costs Yes Yes Yes

USER SPACE: CHOOSE SCOPE OF ANALYSIS

click components to select | click filter button () to clear filters and select all | press CTRL+ click to add or remove individual components

Sector	Segment	Measure Type
Commercial	CI-Healthcare	Appliances
Low Income	CI-Hospitality	Behavior
Residential	CI-Multifamily	Envelope
	CI-Industrial	Food Serv.
	CI-Office	Hot Water
	Res-Non-Seasonal	HVAC
	Low Income	Lighting
	CI-Small Retail	Products
	Res-Seasonal	Refrig.
	Res-Non-Seasonal	Other
	CI-Industrial	Refrig.
	CI-Office	Refrig.
	Res-Non-Seasonal	Refrig.
	Low Income	Refrig.
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2016-2018 ENERGY EFFICIENCY SAVINGS GOALS

- Working from Compact Potential Study and incorporating policy directions from Compact Board, staff develop goals and budgets
- Staff goals and budgets are developed from the bottom up – incorporates staff and vendor knowledge of projects in pipeline and historical participation
 - 2016: 2.68% of sales
 - 2017: 2.75% of sales
 - 2018: 2.84% of sales
 - 2016-2018: 2.75% of sales
- 2013-2015: 1.97% sales

2016 Program Administrator Budget

Program	Program Costs						Total Program Costs
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research		
A - Residential	1,139,298	549,069	14,239,446	4,404,695	1,065,921	21,398,428	
A1 - Residential Whole House	721,106	163,585	9,770,204	3,686,241	768,871	15,110,007	
A1a - Residential New Construction	14,261	6,262	199,602	78,628	15,959	314,712	
A1b - Residential Multi-Family Retrofit	32,849	23,770	391,776	222,907	36,271	707,573	
A1c - Residential Home Energy Services - Measures	598,082	91,141	9,129,325	1,806,629	630,545	12,255,722	
A1d - Residential Home Energy Services - RCS	75,915	32,413	-	1,488,576	86,096	1,683,000	
A1e - Residential Behavior/Feedback Program	-	10,000	49,501	89,500	-	149,001	
A2 - Residential Products	209,585	135,804	3,616,242	552,719	242,968	4,757,318	
A2a - Residential Heating & Cooling Equipment	82,334	22,949	1,393,525	166,220	90,033	1,755,062	
A2b - Residential Consumer Products	15,553	25,535	146,080	157,759	18,526	363,454	
A2c - Residential Lighting	111,697	87,319	2,076,637	228,740	134,409	2,638,803	
A3 - Residential Hard-to-Measure	208,606	249,680	853,000	165,735	54,081	1,531,103	
A3a - Residential Statewide Marketing	-	112,215	-	-	-	112,215	
A3b - Residential Statewide Database	13,276	-	-	-	-	13,276	
A3c - Residential DOER Assessment	145,345	-	-	-	-	145,345	
A3d - Residential EEAC Consultants	-	-	-	-	-	-	
A3e - Residential Sponsorships & Subscriptions	2,366	-	-	-	-	2,366	
A3f - Residential HEAT Loan	47,618	11,465	850,000	94,135	54,081	1,057,300	
A3g - Residential Workforce Development	-	-	-	-	-	-	
A3h - Residential R&D and Demonstration	-	1,000	3,000	19,600	-	19,600	
A3i - Residential Education	-	125,000	-	52,000	-	177,000	
B - Low-Income	150,849	69,433	3,070,350	886,183	196,428	4,373,243	
B1 - Low-Income Whole House	61,525	15,061	3,070,350	886,183	196,428	4,229,546	
B1a - Low-Income Single Family Retrofit	45,160	13,183	2,254,450	662,889	144,906	3,120,588	
B1b - Low-Income Multi-Family Retrofit	16,365	1,878	815,900	223,294	51,522	1,108,958	
B2 - Low-Income Hard-to-Measure	89,325	54,372	-	-	-	143,697	
B2a - Low-Income Statewide Marketing	-	24,872	-	-	-	24,872	
B2b - Low-Income Statewide Database	2,943	-	-	-	-	2,943	
B2c - Low-Income DOER Assessment	32,215	-	-	-	-	32,215	
B2d - Low-Income Energy Affordability Network	49,167	29,500	-	-	-	78,667	
B2e - Low-Income Sponsorships & Subscriptions	5,000	-	-	-	-	5,000	
C - Commercial & Industrial	945,091	274,716	9,864,199	1,772,773	613,400	13,470,179	
C1 - C&I New Construction	68,048	9,810	804,280	282,589	59,716	1,224,442	
C1a - C&I New Buildings & Major Renovations	60,362	6,928	723,800	245,694	52,521	1,089,304	
C1b - C&I Initial Purchase & End of Useful Life	7,686	2,882	80,480	36,896	7,195	135,138	
C2 - C&I Retrofit	757,994	171,994	9,019,919	1,420,184	553,684	11,923,775	
C2a - C&I Existing Building Retrofit	388,865	64,829	4,914,325	733,341	295,671	6,426,831	
C2b - C&I Small Business	215,590	69,243	2,043,824	318,769	118,295	2,766,220	
C2c - C&I Multifamily Retrofit	42,760	24,907	391,770	227,930	32,961	720,328	
C2d - C&I Upstream Lighting	110,780	12,714	1,640,000	140,145	106,757	2,010,396	
C3 - C&I Hard-to-Measure	119,049	92,913	40,000	70,000	-	321,962	
C3a - C&I Statewide Marketing	-	72,913	-	-	-	72,913	
C3b - C&I Statewide Database	8,627	-	-	-	-	8,627	
C3c - C&I DOER Assessment	94,440	-	-	-	-	94,440	
C3d - C&I EEAC Consultants	-	-	-	-	-	-	
C3e - C&I Sponsorships & Subscriptions	15,983	-	-	-	-	15,983	
C3f - C&I Workforce Development	-	20,000	-	-	-	20,000	
C3g - C&I R&D and Demonstration	-	-	40,000	10,000	-	50,000	
Grand Total	2,235,238	893,219	27,173,995	7,063,651	1,875,748	39,241,850	

2018 PLANNING

2017 Program Administrator Budget

Program	Program Costs							Total Program Costs
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research			
A - Residential	1,086,619	557,184	14,998,325	4,641,282	1,111,058	22,394,468		
A1 - Residential Whole House	682,103	163,068	10,404,506	3,894,687	808,235	15,952,600		
A1a - Residential New Construction	13,489	6,324	206,596	89,384	16,793	332,587		
A1b - Residential Multi-Family Retrofit	31,072	18,915	406,142	264,747	38,703	759,579		
A1c - Residential Home Energy Services - Measures	565,732	94,398	9,738,185	1,890,162	663,288	12,951,764		
A1d - Residential Home Energy Services - RCS	71,809	33,432	-	1,560,894	89,452	1,755,586		
A1e - Residential Behavior/Feedback Program	-	10,000	53,584	89,500	-	153,084		
A2 - Residential Products	198,249	145,226	3,684,319	568,505	246,782	4,843,081		
A2a - Residential Heating & Cooling Equipment	77,881	23,812	1,535,225	176,807	97,347	1,911,072		
A2b - Residential Consumer Products	14,712	34,603	145,580	158,767	18,995	372,598		
A2c - Residential Lighting	105,656	86,811	2,003,514	232,931	130,499	2,559,411		
A3 - Residential Hard-to-Measure	206,267	248,890	909,500	178,089	56,041	1,598,787		
A3a - Residential Statewide Marketing	-	112,215	-	-	-	112,215		
A3b - Residential Statewide Database	13,276	-	-	-	-	13,276		
A3c - Residential DOER Assessment	145,345	-	-	-	-	145,345		
A3d - Residential EEAC Consultants	-	-	-	-	-	-		
A3e - Residential Sponsorships & Subscriptions	2,603	-	-	-	-	2,603		
A3f - Residential HEAT Loan	45,043	7,675	892,500	98,489	56,041	1,099,747		
A3g - Residential Workforce Development	-	-	-	19,600	-	19,600		
A3h - Residential R&D and Demonstration	-	4,000	17,000	60,000	-	81,000		
A3i - Residential Education	-	125,000	-	-	-	125,000		
B - Low-Income	152,831	72,890	3,415,150	967,287	215,155	4,823,314		
B1 - Low-Income Whole House	58,197	15,332	3,415,150	967,287	215,155	4,671,121		
B1a - Low-Income Single Family Retrofit	42,717	13,382	2,491,950	723,699	157,974	3,429,723		
B1b - Low-Income Multi-Family Retrofit	15,479	1,950	923,200	243,588	57,181	1,241,999		
B2 - Low-Income Hard-to-Measure	94,635	57,558	-	-	-	152,193		
B2a - Low-Income Statewide Marketing	-	24,872	-	-	-	24,872		
B2b - Low-Income Statewide Database	2,943	-	-	-	-	2,943		
B2c - Low-Income DOER Assessment	32,215	-	-	-	-	32,215		
B2d - Low-Income Energy Affordability Network	54,477	32,686	-	-	-	87,163		
B2e - Low-Income Sponsorships & Subscriptions	5,000	-	-	-	-	5,000		
C - Commercial & Industrial	902,010	238,351	11,539,169	1,971,652	698,938	15,350,120		
C1 - C&I New Construction	64,367	10,109	810,090	283,810	59,171	1,227,548		
C1a - C&I New Buildings & Major Renovations	57,097	7,193	725,550	246,777	51,880	1,088,497		
C1b - C&I Initial Purchase & End of Useful Life	7,270	2,916	84,540	37,033	7,291	139,051		
C2 - C&I Retrofit	716,995	150,329	10,659,079	1,652,841	639,766	13,819,011		
C2a - C&I Existing Building Retrofit	367,831	66,341	5,450,825	841,319	322,172	7,048,488		
C2b - C&I Small Business	203,929	50,692	3,162,120	397,637	178,181	3,992,958		
C2c - C&I Multi-Family Retrofit	40,447	20,096	406,135	269,949	34,184	770,810		
C2d - C&I Upstream Lighting	104,788	13,202	1,640,000	143,936	105,229	2,007,955		
C3 - C&I Hard-to-Measure	120,647	77,913	70,000	35,000	-	303,560		
C3a - C&I Statewide Marketing	-	72,913	-	-	-	72,913		
C3b - C&I Statewide Database	8,627	-	-	-	-	8,627		
C3c - C&I DOER Assessment	94,440	-	-	-	-	94,440		
C3d - C&I EEAC Consultants	-	-	-	-	-	-		
C3e - C&I Sponsorships & Subscriptions	17,581	-	-	-	-	17,581		
C3f - C&I Workforce Development	-	5,000	-	-	-	5,000		
C3g - C&I R&D and Demonstration	-	-	70,000	20,000	-	90,000		
Grand Total	2,141,460	868,426	29,952,644	7,580,221	2,025,151	42,567,901		

2018 PLANNING
17,581
25,000
85,000

2018 Program Administrator Budget

Program	Program Costs						Total Program Costs
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research		
A - Residential	1,156,496	584,791	18,768,360	4,904,724	1,303,197	26,717,568	
A1 - Residential Whole House	733,417	184,307	14,007,933	4,133,990	993,951	20,053,598	
A1a - Residential New Construction	14,504	6,816	216,099	90,152	17,261	344,833	
A1b - Residential Multi-Family Retrofit	33,410	15,047	419,340	316,020	41,525	825,341	
A1c - Residential Home Energy Services - Measures	608,292	115,675	13,314,827	1,998,830	842,020	16,879,645	
A1d - Residential Home Energy Services - RCS	77,211	36,768	-	1,639,487	93,145	1,846,611	
A1e - Residential Behavior/Feedback Program	-	10,000	57,668	89,500	-	157,168	
A2 - Residential Products	213,163	143,952	3,777,605	576,404	250,834	4,961,958	
A2a - Residential Heating & Cooling Equipment	83,740	27,150	1,677,275	190,394	104,759	2,083,319	
A2b - Residential Consumer Products	15,819	26,140	135,080	144,844	17,265	339,148	
A2c - Residential Lighting	113,604	90,662	1,965,250	241,166	128,810	2,539,492	
A3 - Residential Hard-to-Measure	209,916	256,532	982,822	194,330	58,412	1,702,013	
A3a - Residential Statewide Marketing	-	112,215	-	-	-	112,215	
A3b - Residential Statewide Database	13,276	-	-	-	-	13,276	
A3c - Residential DOER Assessment	145,345	-	-	-	-	145,345	
A3d - Residential EEAC Consultants	-	-	-	-	-	-	
A3e - Residential Sponsorships & Subscriptions	2,863	-	-	-	-	2,863	
A3f - Residential HEAT Loan	48,431	9,316	937,125	104,730	58,412	1,158,016	
A3g - Residential Workforce Development	-	-	-	19,600	-	19,600	
A3h - Residential R&D and Demonstration	-	10,000	45,697	70,000	-	125,697	
A3i - Residential Education	-	125,000	-	-	-	125,000	
B - Low-income	165,879	80,213	3,968,700	1,110,602	246,394	5,571,788	
B1 - Low-income Whole House	62,575	17,453	3,968,700	1,110,602	246,394	5,405,724	
B1a - Low-income Single Family Retrofit	45,931	14,939	2,874,200	831,133	179,889	3,946,091	
B1b - Low-income Multi-Family Retrofit	16,644	2,514	1,094,500	279,470	66,505	1,459,633	
B2 - Low-income Hard-to-Measure	103,304	62,760	-	-	-	166,064	
B2a - Low-income Statewide Marketing	-	24,872	-	-	-	24,872	
B2b - Low-income Statewide Database	2,943	-	-	-	-	2,943	
B2c - Low-income DOER Assessment	32,215	-	-	-	-	32,215	
B2d - Low-income Energy Affordability Network	63,146	37,888	-	-	-	101,034	
B2e - Low-income Sponsorships & Subscriptions	5,000	-	-	-	-	5,000	
C - Commercial & Industrial	962,549	261,833	13,247,879	2,164,666	799,170	17,436,097	
C1 - C&I New Construction	69,209	12,455	816,010	287,477	60,019	1,245,170	
C1a - C&I New Buildings & Major Renovations	61,392	9,274	725,550	250,029	52,380	1,098,626	
C1b - C&I Initial Purchase & End of Useful Life	7,817	3,181	90,460	37,448	7,639	146,544	
C2 - C&I Retrofit	770,934	171,464	12,361,869	1,842,189	739,152	15,885,608	
C2a - C&I Existing Building Retrofit	395,503	79,748	6,052,325	886,273	358,562	7,772,412	
C2b - C&I Small Business	219,270	58,125	4,250,212	484,255	238,246	5,250,108	
C2c - C&I Multifamily Retrofit	43,490	16,570	419,332	321,755	36,319	837,465	
C2d - C&I Upstream Lighting	112,671	17,021	1,640,000	149,906	106,025	2,025,623	
C3 - C&I Hard-to-Measure	122,406	77,913	70,000	35,000	-	305,319	
C3a - C&I Statewide Marketing	-	72,913	-	-	-	72,913	
C3b - C&I Statewide Database	8,627	-	-	-	-	8,627	
C3c - C&I DOER Assessment	94,440	-	-	-	-	94,440	
C3d - C&I EEAC Consultants	-	-	-	-	-	-	
C3e - C&I Sponsorships & Subscriptions	19,339	-	-	-	-	19,339	
C3f - C&I Workforce Development	-	5,000	-	20,000	-	25,000	
C3g - C&I R&D and Demonstration	-	-	70,000	15,000	-	85,000	
Grand Total	2,284,924	926,837	35,984,939	8,179,992	2,348,762	49,725,453	

2016-2018 Program Administrator Budget

Program	Program Costs					Total Program Costs
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	
A - Residential						
A1 - Residential Whole House	3,382,412	1,691,045	48,006,131	13,950,700	3,480,176	70,510,464
A1a - Residential New Construction	2,136,626	510,961	34,182,643	11,714,918	2,571,057	51,116,204
A1b - Residential Multi-Family Retrofit	42,255	19,402	622,297	258,164	50,013	992,131
A1c - Residential Home Energy Services - Measures	97,331	57,732	1,217,257	803,674	116,498	2,292,492
A1d - Residential Home Energy Services - RCS	1,772,106	301,214	32,182,336	5,695,622	2,135,854	42,087,132
A1e - Residential Behavior/Feedback Program	224,935	102,613	-	4,688,958	268,692	5,285,197
A2 - Residential Products	-	30,000	160,752	268,500	-	459,252
A2a - Residential Heating & Cooling Equipment	620,996	424,982	11,078,166	1,697,628	740,584	14,562,357
A2b - Residential Consumer Products	243,954	73,911	4,606,025	533,421	292,140	5,749,452
A2c - Residential Lighting	46,085	86,278	426,740	461,370	54,727	1,075,199
A3 - Residential Hard-to-Measure	330,957	264,792	6,045,401	702,837	393,718	7,737,705
A3a - Residential Statewide Marketing	624,790	755,102	2,745,322	538,154	168,534	4,831,903
A3b - Residential Statewide Database	-	336,646	-	-	-	336,646
A3c - Residential DOER Assessment	39,829	-	-	-	-	39,829
A3d - Residential EEAC Consultants	436,036	-	-	-	-	436,036
A3e - Residential Sponsorships & Subscriptions	7,832	-	-	-	-	7,832
A3f - Residential HEAT Loan	141,093	28,456	2,679,625	297,354	168,534	3,315,063
A3g - Residential Workforce Development	-	-	-	58,800	-	58,800
A3h - Residential R&D and Demonstration	-	15,000	65,697	182,000	-	262,697
A3i - Residential Education	-	375,000	-	-	-	375,000
B - Low-Income						
B1 - Low-Income Whole House	469,559	222,536	10,454,200	2,964,072	657,977	14,768,344
B1a - Low-Income Single Family Retrofit	182,297	47,846	10,454,200	2,964,072	657,977	14,306,392
B1b - Low-Income Multi-Family Retrofit	133,808	41,503	7,620,600	2,217,721	482,769	10,496,402
B2 - Low-Income Hard-to-Measure	287,263	6,343	2,833,600	746,352	175,208	3,809,990
B2a - Low-Income Statewide Marketing	-	174,690	-	-	-	174,690
B2b - Low-Income Statewide Database	-	74,616	-	-	-	74,616
B2c - Low-Income DOER Assessment	8,828	-	-	-	-	8,828
B2d - Low-Income Energy Affordability Network	166,790	100,074	-	-	-	266,864
B2e - Low-Income Sponsorships & Subscriptions	15,000	-	-	-	-	15,000
C - Commercial & Industrial						
C1 - C&I New Construction	2,809,650	774,901	34,651,247	5,909,091	2,111,508	46,256,396
C1a - C&I New Buildings & Major Renovations	201,625	32,374	2,430,380	853,876	178,906	3,697,161
C1b - C&I Initial Purchase & End of Useful Life	178,851	23,395	2,174,900	742,500	156,781	3,276,427
C2 - C&I Retrofit	22,774	8,979	255,480	111,377	22,124	420,734
C2a - C&I Existing Building Retrofit	2,245,923	493,787	32,040,867	4,915,214	1,932,602	41,628,394
C2b - C&I Small Business	1,152,199	210,748	16,947,475	2,460,933	976,405	21,247,730
C2c - C&I Multifamily Retrofit	638,288	178,559	9,436,156	1,200,664	534,722	12,008,887
C2d - C&I Upstream Lighting	126,697	61,573	1,217,297	819,634	103,463	2,338,603
C3 - C&I Hard-to-Measure	328,239	42,937	4,920,000	433,982	318,012	6,043,174
C3a - C&I Statewide Marketing	362,102	248,739	180,000	140,000	-	930,841
C3b - C&I Statewide Database	25,880	218,739	-	-	-	244,619
C3c - C&I DOER Assessment	283,319	-	-	-	-	283,319
C3d - C&I EEAC Consultants	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	52,904	-	-	-	-	52,904
C3f - C&I Workforce Development	-	30,000	-	-	-	30,000
C3g - C&I R&D and Demonstration	-	-	180,000	200,000	100,000	480,000
Grand Total	6,661,622	2,688,481	93,111,578	22,823,863	6,249,660	131,535,204

2016 PLANNING

2013-2015 Costs

Program	2013 Actual	2014 Actual	2015 MTM	2013-2015 Total
A - Residential	16,266,656	19,159,464	22,657,475	58,083,595
A1 - Residential Whole House	12,862,563	15,186,104	17,104,705	45,153,373
A1a - Residential New Construction	302,619	405,298	500,000	1,207,917
A1b - Residential Multi-Family Retrofit	333,936	519,807	614,659	1,468,402
A1c - Residential Home Energy Services - Measures	12,226,008	14,048,709	15,876,045	42,150,763
A1d - Residential Home Energy Services - RCS				
A1e - Residential Behavior/Feedback Program		212,290	114,001	326,291
A2 - Residential Products	2,334,868	2,856,523	4,069,981	9,261,372
A2a - Residential Heating & Cooling Equipment	1,012,407	1,070,576	1,698,563	3,781,547
A2b - Residential Consumer Products	330,725	387,225	462,351	1,180,301
A2c - Residential Lighting	991,735	1,398,721	1,909,067	4,299,524
A3 - Residential Hard-to-Measure	1,069,225	1,116,837	1,482,789	3,668,851
A3a - Residential Statewide Marketing	101,157	99,688	132,914	333,760
A3b - Residential Statewide Database				
A3c - Residential DOER Assessment	91,763	105,406	112,389	309,558
A3d - Residential EEAC Consultants				
A3e - Residential Sponsorships & Subscriptions				
A3f - Residential HEAT Loan	19,539	2,592	24,985	47,116
A3g - Residential Workforce Development	737,870	802,979	850,000	2,390,849
A3h - Residential R&D and Demonstration	5,563	2,718	133,500	141,781
A3i - Residential Education	110,953	3,835	75,000	81,216
B - Low-Income	2,663,211	2,666,681	5,249,537	10,579,429
B1 - Low-Income Whole House	2,599,884	2,604,471	5,134,610	10,338,966
B1a - Low-Income Single Family Retrofit	2,188,588	2,255,627	4,456,888	8,901,103
B1b - Low-Income Multi-Family Retrofit	411,296	348,844	677,723	1,437,863
B2 - Low-Income Hard-to-Measure	63,326	62,210	114,926	240,463
B2a - Low-Income Statewide Marketing	17,992	17,980	22,264	58,236
B2b - Low-Income Statewide Database				
B2c - Low-Income DOER Assessment	20,190	19,183	21,228	60,600
B2d - Low-Income Energy Affordability Network	25,145	25,047	71,435	121,627
B2e - Low-Income Sponsorships & Subscriptions				
C - Commercial & Industrial	6,709,066	14,930,992	13,760,650	35,400,708
C1 - C&I New Construction	2,040,098	2,818,845	4,196,987	9,055,930
C1a - C&I New Buildings & Major Renovations	2,040,098	2,818,845	4,196,987	9,055,930
C1b - C&I Initial Purchase & End of Useful Life				
C2 - C&I Retrofit	4,504,593	11,954,442	9,363,067	25,822,103
C2a - C&I Existing Building Retrofit	1,357,209	6,976,802	3,658,134	11,992,145
C2b - C&I Small Business	3,147,384	4,977,640	5,704,933	13,829,958
C2c - C&I Multifamily Retrofit				
C2d - C&I Upstream Lighting				
C3 - C&I Hard-to-Measure	164,375	157,704	200,596	522,676
C3a - C&I Statewide Marketing	6,235	62,096	78,965	205,296
C3b - C&I Statewide Database				
C3c - C&I DOER Assessment	82,504	95,418	101,591	279,514
C3d - C&I EEAC Consultants				
C3e - C&I Sponsorships & Subscriptions		190	20,040	37,866
C3f - C&I Workforce Development	17,635			
C3g - C&I R&D and Demonstration				
GRAND TOTAL	25,638,933	36,757,137	41,667,662	104,063,732

NEXT STEPS

- **April 30th :** Compact and all PAs, submit draft 2016-2018 Statewide Energy Efficiency Plan
- **May – September:** meetings/outreach to community stakeholders on Compact specific proposed goals and budgets
- **May – September:** refinement of Compact goals and budgets
 - Evaluation Study impacts
 - Bill Impact analysis
 - Policy direction from Compact Governing Board
 - Policy direction from MA Energy Efficiency Advisory Council
 - Input from community stakeholder meetings
 - Survey results on proposed goals and budgets
- **September:** Second Proposed Draft 2016-2018 Statewide Energy Efficiency Plan
- **October 31:** File 2016-2018 Statewide Energy Efficiency Plan with the DPU

