

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

DATE: Wednesday, June 10, 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 by 2:00 PM on Tuesday, June 9, 2020 and should follow the public comment protocol below. Public comments received after the June 9th deadline will be distributed prior to the Compact's next Board meeting.

Telephone dial-in: +1 (646) 558-8656

Meeting ID: 885 2757 7720

Further instructions are attached to this agenda.

AGENDA

1. Written Public Comments Only
2. Approval of May 13, 2020 Open Session Minutes
3. Chairman's Report, Ron Zweig
4. 2020 Operating and Energy Efficiency Budget Reports, Peter Cocolis
5. Update on Energy Efficiency Programs
 1. 2019 Plan Year Report Presentation, Phil Moffit
 2. Update on Returning to On-Premise Work, Lindsay Henderson
6. Power Supply Rates Update and Presentation on 2019 Municipal Aggregation Report, Austin Brandt
7. Administrator's Report, Maggie Downey:
 1. Update on USDA Rural Energy Savings Program Loan
8. Board Member Update (Reserved for Updates on Member Activities the Chair Did Not Reasonably Anticipate Would be Discussed – No Voting)
9. Roll Call Vote to Adjourn the Meeting

**Chairman's Public Comment Protocols
for the June 10, 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 June 10, 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 by 2:00 PM on Tuesday, June 9, 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 June 9th 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, June 10, 2020 at the Cape Light Compact JPE's web site at www.capelightcompact.org. Documents exempt from disclosure pursuant to the Public Records Law or protected by the attorney-client privilege shall not be included.

**Cape Light Compact JPE
Governing Board
Meeting Minutes
Wednesday, May 13, 2020**

Pursuant to Massachusetts Governor Charles D. Baker's Order Suspending Certain Provisions of the Open Meeting Law on March 12, 2020, the Cape Light Compact JPE Board of Directors met on Wednesday, May 13, 2020 at 2pm. The meeting was held through a Zoom videoconference for members of the Board with audio call-in available for members of the public.

Participating Remotely Were:

1. David Anthony, Secretary/Executive Committee, Barnstable
2. Peter Doyle, Barnstable Alternate
3. Robert Schofield, Executive Committee, Bourne
4. Colin Odell, Brewster
5. Peter Cocolis, Executive Committee, Chatham
6. Timothy Carroll, Chilmark
7. Brad Crowell, Dennis
8. Fred Fenlon, Eastham
9. Alan Strahler, Edgartown
10. Ronald Zweig, Chair/Executive Committee, Falmouth
11. Valerie Bell, Harwich
12. Martin Culik, Executive Committee, Orleans
13. Nathaniel Mayo, Provincetown
14. Leanne Drake, Sandwich
15. Richard Elkin, Wellfleet
16. Sue Hruby, West Tisbury
17. Joyce Flynn, Vice Chair/Executive Committee, Yarmouth

Absent Were:

1. Forrest Filler, Aquinnah
2. Erik Peckar, Dukes County
3. Wayne Taylor, Mashpee
4. Richard Toole, Executive Committee, Oak Bluffs
5. Kirk Metell, Tisbury
6. Jarrod Cabral, Truro

Legal Counsel Participating Remotely:

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

Staff Participating Remotely:

Austin Brandt, Senior Power Supply Planner
Briana Kane, Residential Program Manager
Dan Schell, Marketing and Communications Coordinator
Lindsay Henderson, Senior Analyst
Maggie Downey, Administrator
Melissa Allard, Senior Administrative Coordinator

Phil Moffitt, Planning & Evaluation Manager

Public Participants:

None.

Joyce Flynn called the meeting to order at 2:07 PM.

PUBLIC COMMENT:

There were no members of the public participating and no public comments were submitted to the Board in writing under the Governing Board’s public comment guidelines.

APPROVAL OF MINUTES:

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

David Anthony, Board Secretary, stated that in the Approval of Minutes vote, Martin Culik was absent, but it isn’t shown in the total numbers below. Melissa Allard stated that absent votes have never been in the totals that she knows of. The totals at the bottom have only been for yes, no, and abstained.

David Anthony stated that in the last sentence of the first paragraph under 2020 Operating and Energy Efficiency Budget Reports, “are” should be changed to “is.” He also stated that the beginning of the following paragraph that “about” should be added after “Richard Elkin asked.”

David Anthony stated that on page four, the last line should read “customers who preferred.”

Valerie Bell stated that under 2020 Operating and Energy Efficiency Budget Reports, first line of the second paragraph, “is” should be deleted.

David Anthony stated that on page six under Presentation on Residential Energy Efficiency Programs, the second sentence of the second paragraph that “they” should be “there”.

David Anthony stated that in the adjournment vote there are two Board Members noted that left the meeting early that need to be removed.

Robert Schofield moved the Board to accept the minutes as amended and to release them as amended, seconded by Peter Cocolis.

| | | | |
|---------|-----------|------------|-----|
| David | Anthony | Barnstable | Yes |
| Robert | Schofield | Bourne | Yes |
| Peter | Cocolis | Chatham | Yes |
| Timothy | Carroll | Chilmark | Yes |
| Brad | Crowell | Dennis | Yes |
| Fred | Fenlon | Eastham | Yes |
| Alan | Strahler | Edgartown | Yes |
| Valerie | Bell | Harwich | 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 (14-0-0)

Colin Odell joined meeting at 2:15pm.

2020 OPERATING AND ENERGY EFFICIENCY BUDGET REPORTS, PETER COCOLIS:

Peter Cocolis stated that the contracts list will be reviewed at the next Board Meeting. He stated that in the Operating Budget there is a negative balance for some line-items; it's an allocation issue that will be addressed by staff with line-item transfers.

UPDATE ON ENERGY EFFICIENCY PROGRAMS:

Dan Schell started the review of the COVID-19 Mitigation Efforts PowerPoint. He stated that the Compact is continuing to follow the Governor's Executive Order. The Compact has added a COVID-19 information page to its website along with another eight energy education lessons for teachers and families seeking remote learning opportunities. He also stated that until the end of June the recycling refrigerator rebate has been increased to \$125. Customers who wish to recycle a refrigerator can contact the Compact or go to our website for information on how to participate in the program.

Briana Kane gave an update on residential income eligibility and residential new construction. She stated that 41 virtual home assessments have been completed. As of right now, the enhanced 100% insulation incentive for customers who call and schedule either a Virtual Home Energy Assessment, or a future on-premise assessment, is being offered until the end of May but this may be extended.

Lindsay Henderson gave an update on the Compact's small business offerings. The Compact is offering enhanced incentives for some eligible measures such as lighting, thermostats, controls, etc. Customers who call to request a site visit (new customer) and customers with proposals from 2019 and 2020 that have not yet been signed are eligible for these enhanced incentives. She also stated that RISE Engineering will be sending out mailers to customers with proposals from 2019 and 2020 that have not yet been signed to inform them of the enhanced incentives that are now available.

Phil Moffit stated that the Compact is continuing to collaborate with other Program Administrators about receiving evaluation data by virtual means.

Austin Brandt gave an update on the demand response program.

UPDATE ON CAPE & VINEYARD ELECTRIFICATION OFFERING ("CVEO"), AUSTIN BRANDT:

Austin Brandt stated that the Massachusetts Energy Efficiency Action Council ("EEAC") unanimously approved the Cape & Vineyard Electrification Offering ("CVEO"). He stated that he is working with Maggie, counsel and consultants to prepare the CVEO filing for submission to the Massachusetts Department of Public Utilities.

Ron Zweig joined meeting at 2:29pm.

CHAIRMAN’S REPORT:

Ron Zweig apologized for joining the meeting late due to technical issues. He had intended to recognize any new members, but none were able to attend this meeting.

ADMINISTRATOR’S REPORT, MAGGIE DOWNEY:

1. Calendar Year 2019 Audit Update

Maggie Downey stated that the auditors have started the 2019 Audit. They are looking to complete it before the end of the summer. The goal is to have the Audit presented to the Board at the September Board Meeting.

2. Update on Municipal Electric Contracts

Maggie Downey stated that she and Austin Brandt worked with participating municipal entities to see if they could take advantage of the drop in energy markets through “blending and extending” the existing municipal contracts. She stated that it was an arduous process because all 41 participating entities had to respond in a very compressed time frame, and by the time all of the approvals were secured, the market (pricing) moved upwards, making it not financially advantageous to “blend and extend” the contract with the current supplier and no further action was taken on this item. The 41 municipal entities have a fixed rate contract through the July 2021 meter reads. She noted that there is a lot of volatility in electric supply pricing currently due to the pandemic.

3. United States Department of Agriculture Rural Energy Savings Program Loan

Maggie Downey stated that the Compact is working on submitting a letter of intent to the United States Department of Agriculture (“USDA”) to establish a loan program for solar PV and commercial energy efficiency measures for Cape and Vineyard customers. The first step in the process is to submit a letter of intent and if the USDA approves the concept, it will contact the Compact and ask the Compact to submit a full proposal.

Sue Hruby asked who is able to submit a letter of intent. Maggie Downey stated that the loan is only offered to qualified entities as defined by the USDA. Richard Elkin asked if the USDA lends to the Compact and then it would turn around and make a loan to the customer. Maggie Downey stated that the Compact would work with a lender, similar to how it administers the HEAT Loan program. The Compact would be required to post a form of financial surety such as a letter of credit. If invited to proceed, the proposal would be brought back to the Board for approval.

ADJOURNMENT:

Motion to adjourn made at 2:55 PM moved by Robert Schofield, seconded by Martin Culik.

| | | | |
|--------|-----------|------------|-----|
| David | Anthony | Barnstable | Yes |
| Robert | Schofield | Bourne | Yes |
| Colin | Odell | Brewster | Yes |
| Peter | Cocolis | Chatham | Yes |

| | | | |
|---------|----------|--------------|-----|
| Timothy | Carroll | Chilmark | Yes |
| Brad | Crowell | Dennis | Yes |
| Fred | Fenlon | Eastham | Yes |
| Alan | Strahler | Edgartown | Yes |
| Ron | Zweig | Falmouth | Yes |
| Valerie | Bell | Harwich | 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 (16-0-0)

Respectfully submitted,

Melissa Allard

LIST OF DOCUMENTS AND EXHIBITS:

- Meeting Notice/Agenda
- April 8, 2020 Draft Meeting Minutes
- 2020 Operating Budget
- 2020 Energy Efficiency Budget
- COVID-19 Mitigation Efforts PowerPoint

CY2020 OPERATING BUDGET

| ORG | OBJECT | ACCOUNT DESCRIPTION | ORIGINAL APPROP | REVISED BUDGET | YTD EXPENDED | AVAILABLE BUDGET | % USED |
|------------------------------------|--------|--------------------------------|-----------------|----------------|--------------|------------------|--------|
| 01001 | 5110 | OP-SALARIES | 45,000 | 45,000 | 19,444.37 | 25,556 | 43.20 |
| 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 | 7,545.40 | 4,490 | 62.70 |
| 01001 | 5174 | OP-MEDICARE/OTHER TAXES | 1,275 | 1,000 | 265.16 | 735 | 26.50 |
| 01001 | 5175 | STATE UNEMPLOYMENT INSURANCE | 0 | 275 | 36.83 | 238 | 13.40 |
| 01001 | 5179 | OP-MISC FRINGES | 500 | 500 | 117.50 | 383 | 23.50 |
| 01001 | 5180 | OP-RETIREMENT LIABILITY | 42,700 | 42,700 | 0.00 | 42,700 | 0.00 |
| 01001 | 5181 | OP-OPEB LIABILITY | 15,000 | 15,000 | 0.00 | 15,000 | 0.00 |
| 01001 | 5210 | OP-UTILITIES | 500 | 500 | 22.10 | 478 | 4.40 |
| 01001 | 5270 | OP-MISC RENTALS | 1,000 | 1,000 | 0.00 | 1,000 | 0.00 |
| 01001 | 5272 | OP-RENT | 3,600 | 3,600 | 1,425.00 | 2,175 | 39.60 |
| 01001 | 5290 | OP-CUSTODIAL SERVICES | 800 | 800 | 459.00 | 341 | 57.40 |
| 01001 | 5301 | OP-ADVERTISING | 160,000 | 160,000 | 59,040.19 | 100,960 | 36.90 |
| 01001 | 5309 | OP-IT SERVICES | 398 | 398 | 184.35 | 214 | 46.30 |
| 01001 | 5313 | OP-STAFF PROFESSIONAL DEVELOP | 5,000 | 3,400 | 3,097.68 | 302 | 91.10 |
| 01001 | 5314 | OP-PAYROLL SERVICES | 80 | 1,080 | 734.26 | 346 | 68.00 |
| 01001 | 5315 | OP-LEGAL SERVICES | 195,000 | 195,000 | 63,241.96 | 131,758 | 32.40 |
| 01001 | 5316 | OP-AUDIT FEES | 1,000 | 1,000 | 321.18 | 679 | 32.10 |
| 01001 | 5318 | OP-TREASURY SERVICES | 1,000 | 1,000 | 176.79 | 823 | 17.70 |
| 01001 | 5319 | OP-CONTRACTUAL | 20,000 | 20,000 | 5,646.25 | 14,354 | 28.20 |
| 01001 | 5320 | OP-OUTREACH/MARKETING CONTRACT | 100,000 | 100,000 | 38,594.41 | 61,406 | 38.60 |
| 01001 | 5341 | OP-POSTAGE | 10,000 | 10,000 | 1,787.22 | 8,213 | 17.90 |
| 01001 | 5343 | OP-TELEPHONES | 1,257 | 2,857 | 1,503.82 | 1,353 | 52.60 |
| 01001 | 5344 | OP-INTERNET | 587 | 2,187 | 1,118.18 | 1,069 | 51.10 |
| 01001 | 5345 | OP-PRINTING | 12,500 | 12,500 | 2,573.44 | 9,927 | 20.60 |
| 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 | 14,400 | 1,915.67 | 12,484 | 13.30 |
| 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 | 584.70 | 640 | 47.70 |
| 01001 | 5741 | OP-INSURANCE | 15,000 | 15,000 | 4.11 | 14,996 | 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 | 253,861.13 | 503,399 | 33.50 |
| Expense Total | | | \$ | \$ | \$ | \$ | \$ |
| 2020 Power Supply Revenue thru May | | | \$ | \$ | \$ | \$ | \$ |

2020 Budgeted (Based on 2020 EES)

| Program | PA Costs | | | | | | Total PA Costs |
|---|--------------|--------------|---------------|--------------|--------------|---------------|----------------|
| | PP&A | Marketing | Incentives | STAT | ENV | | |
| A - Residential | \$ 1,574,859 | \$ 749,627 | \$ 13,246,036 | \$ 4,991,575 | \$ 498,880 | \$ - | \$ 26,176,977 |
| A1 - Residential New Buildings | \$ 44,374 | \$ 21,234 | \$ 1,033,587 | \$ 224,208 | \$ - | \$ - | \$ 1,325,403 |
| A1a - Residential New Homes & Renovations | \$ 44,374 | \$ 21,234 | \$ 1,033,587 | \$ 224,208 | \$ - | \$ - | \$ 1,325,403 |
| A2 - Residential Existing Buildings | \$ 1,199,280 | \$ 461,092 | \$ 15,554,071 | \$ 4,521,194 | \$ - | \$ - | \$ 21,216,137 |
| A2a - Residential Existing Buildings | \$ 1,199,280 | \$ 461,092 | \$ 15,554,071 | \$ 4,521,194 | \$ - | \$ - | \$ 21,216,137 |
| A3 - Residential Coordinated Delivery | \$ 579,878 | \$ 147,635 | \$ 9,793,399 | \$ 1,851,849 | \$ - | \$ - | \$ 12,372,762 |
| A3a - Residential Coordinated Delivery | \$ 579,878 | \$ 147,635 | \$ 9,793,399 | \$ 1,851,849 | \$ - | \$ - | \$ 12,372,762 |
| A3b - Residential Conservation Services (RCS) | \$ 99,394 | \$ 42,200 | \$ - | \$ 1,762,831 | \$ - | \$ - | \$ 1,904,425 |
| A3b1 - Residential Retail | \$ 278,493 | \$ 216,496 | \$ 4,952,982 | \$ 582,481 | \$ - | \$ - | \$ 6,026,452 |
| A3b2 - Residential Retail | \$ 278,493 | \$ 216,496 | \$ 4,952,982 | \$ 582,481 | \$ - | \$ - | \$ 6,026,452 |
| A3c - Residential Active Demand Reduction | \$ 13,210 | \$ 6,719 | \$ 665,000 | \$ 141,300 | \$ - | \$ - | \$ 719,319 |
| A3c1 - Residential Active Demand Reduction | \$ 13,210 | \$ 6,719 | \$ 665,000 | \$ 141,300 | \$ - | \$ - | \$ 719,319 |
| A3d - Residential Hand-to-Measure | \$ 208,795 | \$ 48,022 | \$ 1,446,890 | \$ 309,652 | \$ - | \$ - | \$ 2,711,159 |
| A3d1 - Residential Hand-to-Measure | \$ 208,795 | \$ 48,022 | \$ 1,446,890 | \$ 309,652 | \$ - | \$ - | \$ 2,711,159 |
| A3e - Residential Statewide Marketing | \$ 314,704 | \$ 265,302 | \$ 1,770,337 | \$ 246,173 | \$ 498,880 | \$ - | \$ 3,115,436 |
| A3e1 - Residential Statewide Marketing | \$ 314,704 | \$ 265,302 | \$ 1,770,337 | \$ 246,173 | \$ 498,880 | \$ - | \$ 3,115,436 |
| A3f - Residential Statewide Database | \$ 8,193 | \$ - | \$ 159,797 | \$ - | \$ - | \$ - | \$ 167,990 |
| A3f1 - Residential Statewide Database | \$ 8,193 | \$ - | \$ 159,797 | \$ - | \$ - | \$ - | \$ 167,990 |
| A3g - Residential DOER Assessment | \$ 145,089 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 145,089 |
| A3g1 - Residential DOER Assessment | \$ 145,089 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 145,089 |
| A3h - Residential Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| A3h1 - Residential Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| A3i - Residential Workforce Development | \$ - | \$ - | \$ - | \$ 37,590 | \$ 498,880 | \$ - | \$ 37,590 |
| A3i1 - Residential Workforce Development | \$ - | \$ - | \$ - | \$ 37,590 | \$ 498,880 | \$ - | \$ 37,590 |
| A3j - Residential EEAC Consultants | \$ 40,912 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 40,912 |
| A3j1 - Residential EEAC Consultants | \$ 40,912 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 40,912 |
| A3k - Residential R&D and Demonstration | \$ 140,311 | \$ 30,504 | \$ 1,445,560 | \$ 158,583 | \$ - | \$ - | \$ 1,975,159 |
| A3k1 - Residential R&D and Demonstration | \$ 140,311 | \$ 30,504 | \$ 1,445,560 | \$ 158,583 | \$ - | \$ - | \$ 1,975,159 |
| A3l - Residential HEAT Loan | \$ - | \$ 75,000 | \$ - | \$ 50,000 | \$ - | \$ - | \$ 125,000 |
| A3l1 - Residential HEAT Loan | \$ - | \$ 75,000 | \$ - | \$ 50,000 | \$ - | \$ - | \$ 125,000 |
| B - Income Eligible Existing Buildings | \$ 440,047 | \$ 132,120 | \$ 3,581,186 | \$ 852,489 | \$ 118,302 | \$ 5,133,145 | \$ 4,811,309 |
| B1 - Income Eligible Existing Buildings | \$ 440,047 | \$ 132,120 | \$ 3,581,186 | \$ 852,489 | \$ 118,302 | \$ 5,133,145 | \$ 4,811,309 |
| B1a - Income Eligible Coordinated Delivery | \$ 380,084 | \$ 114,567 | \$ 3,581,186 | \$ 852,489 | \$ - | \$ - | \$ 4,811,309 |
| B1a1 - Income Eligible Coordinated Delivery | \$ 380,084 | \$ 114,567 | \$ 3,581,186 | \$ 852,489 | \$ - | \$ - | \$ 4,811,309 |
| B1b - Income Eligible Active Demand Reduction | \$ 41,802 | \$ 9,107 | \$ - | \$ 9,290 | \$ - | \$ - | \$ 61,999 |
| B1b1 - Income Eligible Active Demand Reduction | \$ 41,802 | \$ 9,107 | \$ - | \$ 9,290 | \$ - | \$ - | \$ 61,999 |
| B2 - Income Eligible Hand-to-Measure | \$ 59,981 | \$ 18,573 | \$ - | \$ 25,000 | \$ 118,302 | \$ 221,856 | \$ 313,656 |
| B2a - Income Eligible Statewide Marketing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2a1 - Income Eligible Statewide Marketing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2b - Income Eligible Statewide Database | \$ 1,013 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,013 |
| B2b1 - Income Eligible Statewide Database | \$ 1,013 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,013 |
| B2c - Income Eligible DOER Assessment | \$ 29,381 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 29,381 |
| B2c1 - Income Eligible DOER Assessment | \$ 29,381 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 29,381 |
| B2d - Income Eligible Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2d1 - Income Eligible Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2e - Income Eligible Workforce Development | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2e1 - Income Eligible Workforce Development | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2f - Income Eligible Evaluation and Market Research | \$ - | \$ - | \$ - | \$ 25,000 | \$ - | \$ - | \$ 25,000 |
| B2f1 - Income Eligible Evaluation and Market Research | \$ - | \$ - | \$ - | \$ 25,000 | \$ - | \$ - | \$ 25,000 |
| B2g - Income Eligible Energy Affordability Network | \$ 29,587 | \$ - | \$ - | \$ - | \$ - | \$ 29,587 | \$ 29,587 |
| B2g1 - Income Eligible Energy Affordability Network | \$ 29,587 | \$ - | \$ - | \$ - | \$ - | \$ 29,587 | \$ 29,587 |
| C - Commercial & Industrial | \$ 1,090,313 | \$ 342,918 | \$ 12,020,707 | \$ 1,784,196 | \$ 941,843 | \$ 16,925,996 | \$ 16,925,996 |
| C1 - Commercial Buildings | \$ 46,997 | \$ 6,777 | \$ 340,850 | \$ 211,701 | \$ - | \$ - | \$ 628,124 |
| C1a - Commercial Buildings | \$ 46,997 | \$ 6,777 | \$ 340,850 | \$ 211,701 | \$ - | \$ - | \$ 628,124 |
| C2 - Commercial Buildings | \$ 856,194 | \$ 301,880 | \$ 12,430,357 | \$ 1,544,141 | \$ - | \$ - | \$ 15,132,572 |
| C2a - Commercial Buildings | \$ 856,194 | \$ 301,880 | \$ 12,430,357 | \$ 1,544,141 | \$ - | \$ - | \$ 15,132,572 |
| C3 - Commercial Buildings | \$ 705,199 | \$ 241,930 | \$ 10,426,875 | \$ 1,138,156 | \$ - | \$ - | \$ 12,513,159 |
| C3a - Commercial Buildings | \$ 705,199 | \$ 241,930 | \$ 10,426,875 | \$ 1,138,156 | \$ - | \$ - | \$ 12,513,159 |
| C3b - Commercial Buildings | \$ 78,565 | \$ 45,596 | \$ 1,017,402 | \$ 276,348 | \$ - | \$ - | \$ 1,419,911 |
| C3b1 - Commercial Buildings | \$ 78,565 | \$ 45,596 | \$ 1,017,402 | \$ 276,348 | \$ - | \$ - | \$ 1,419,911 |
| C3c - Commercial Buildings | \$ 72,190 | \$ 12,354 | \$ 964,980 | \$ 127,637 | \$ - | \$ - | \$ 1,167,161 |
| C3c1 - Commercial Buildings | \$ 72,190 | \$ 12,354 | \$ 964,980 | \$ 127,637 | \$ - | \$ - | \$ 1,167,161 |
| C3 - Commercial Buildings | \$ 105,122 | \$ 34,281 | \$ 37,500 | \$ 283,354 | \$ 961,863 | \$ 1,167,099 | \$ 1,672,819 |
| C3a - Commercial Buildings | \$ 105,122 | \$ 34,281 | \$ 37,500 | \$ 283,354 | \$ 961,863 | \$ 1,167,099 | \$ 1,672,819 |
| C3b - Commercial Buildings | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| C3c - Commercial Buildings | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| C3d - Commercial Buildings | \$ 1,394 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,394 |
| C3d1 - Commercial Buildings | \$ 1,394 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,394 |
| C3e - Commercial Buildings | \$ 97,530 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 97,530 |
| C3e1 - Commercial Buildings | \$ 97,530 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 97,530 |
| C3f - Commercial Buildings | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| C3f1 - Commercial Buildings | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| C3g - Commercial Buildings | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| C3g1 - Commercial Buildings | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| C3h - Commercial Buildings | \$ 6,197 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 6,197 |
| C3h1 - Commercial Buildings | \$ 6,197 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 6,197 |
| Grand Total | \$ 3,035,238 | \$ 1,225,446 | \$ 34,749,928 | \$ 7,438,240 | \$ 1,579,045 | \$ 40,231,137 | \$ 40,231,137 |

2020 Actuals through Mar 2020

| Program | PA Costs | | | | | | Total PA Costs |
|---|------------|------------|--------------|--------------|------------|------|----------------|
| | PP&A | Marketing | Incentives | STAT | ENV | | |
| A - Residential | \$ 551,694 | \$ 154,402 | \$ 5,482,834 | \$ 1,344,991 | \$ 155,942 | \$ - | \$ 7,492,864 |
| A1 - Residential New Buildings | \$ 15,726 | \$ 5,520 | \$ 90,271 | \$ 35,720 | \$ - | \$ - | \$ 47,238 |
| A1a - Residential New Homes & Renovations | \$ 15,726 | \$ 5,520 | \$ 90,271 | \$ 35,720 | \$ - | \$ - | \$ 47,238 |
| A2 - Residential Existing Buildings | \$ 351,792 | \$ 118,820 | \$ 4,616,613 | \$ 1,287,284 | \$ - | \$ - | \$ 6,357,108 |
| A2a - Residential Existing Buildings | \$ 351,792 | \$ 118,820 | \$ 4,616,613 | \$ 1,287,284 | \$ - | \$ - | \$ 6,357,108 |
| A3 - Residential Coordinated Delivery | \$ 191,981 | \$ 54,898 | \$ 2,802,468 | \$ 450,751 | \$ - | \$ - | \$ 3,304,098 |
| A3a - Residential Coordinated Delivery | \$ 191,981 | \$ 54,898 | \$ 2,802,468 | \$ 450,751 | \$ - | \$ - | \$ 3,304,098 |
| A3b - Residential Conservation Services (RCS) | \$ 42,657 | \$ 10,788 | \$ - | \$ 482,801 | \$ - | \$ - | \$ 536,247 |
| A3b1 - Residential Retail | \$ 97,283 | \$ 46,913 | \$ 1,816,145 | \$ 162,318 | \$ - | \$ - | \$ 2,122,659 |
| A3b2 - Residential Retail | \$ 97,283 | \$ 46,913 | \$ 1,816,145 | \$ 162,318 | \$ - | \$ - | \$ 2,122,659 |
| A3c - Residential Active Demand Reduction | \$ 11,773 | \$ 2,781 | \$ - | \$ 166,981 | \$ - | \$ - | \$ 181,535 |
| A3c1 - Residential Active Demand Reduction | \$ 11,773 | \$ 2,781 | \$ - | \$ 166,981 | \$ - | \$ - | \$ 181,535 |
| A3d - Residential Hand-to-Measure | \$ 6,096 | \$ 1,440 | \$ - | \$ 5,033 | \$ - | \$ - | \$ 12,569 |
| A3d1 - Residential Hand-to-Measure | \$ 6,096 | \$ 1,440 | \$ - | \$ 5,033 | \$ - | \$ - | \$ 12,569 |
| A3e - Residential Statewide Marketing | \$ 184,176 | \$ 32,262 | \$ 773,950 | \$ 41,387 | \$ 155,942 | \$ - | \$ 1,187,718 |
| A3e1 - Residential Statewide Marketing | \$ 184,176 | \$ 32,262 | \$ 773,950 | \$ 41,387 | \$ 155,942 | \$ - | \$ 1,187,718 |
| A3f - Residential Statewide Database | \$ 418 | \$ 13,417 | \$ - | \$ - | \$ - | \$ - | \$ 13,417 |
| A3f1 - Residential Statewide Database | \$ 418 | \$ 13,417 | \$ - | \$ - | \$ - | \$ - | \$ 13,417 |
| A3g - Residential DOER Assessment | \$ 150,212 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 150,212 |
| A3g1 - Residential DOER Assessment | \$ 150,212 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 150,212 |
| A3h - Residential Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| A3h1 - Residential Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| A3i - Residential Workforce Development | \$ - | \$ - | \$ - | \$ 4,143 | \$ - | \$ - | \$ 4,143 |
| A3i1 - Residential Workforce Development | \$ - | \$ - | \$ - | \$ 4,143 | \$ - | \$ - | \$ 4,143 |
| A3j - Residential EEAC Consultants | \$ 5,267 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,267 |
| A3j1 - Residential EEAC Consultants | \$ 5,267 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 5,267 |
| A3k - Residential R&D and Demonstration | \$ 282,359 | \$ 6,675 | \$ 773,950 | \$ 37,244 | \$ - | \$ - | \$ 1,090,128 |
| A3k1 - Residential R&D and Demonstration | \$ 282,359 | \$ 6,675 | \$ 773,950 | \$ 37,244 | \$ - | \$ - | \$ 1,090,128 |
| A3l - Residential HEAT Loan | \$ - | \$ 12,170 | \$ - | \$ - | \$ - | \$ - | \$ 12,170 |
| A3l1 - Residential HEAT Loan | \$ - | \$ 12,170 | \$ - | \$ - | \$ - | \$ - | \$ 12,170 |
| B - Income Eligible Existing Buildings | \$ 155,579 | \$ 29,272 | \$ 517,110 | \$ 124,534 | \$ 39,205 | \$ - | \$ 770,542 |
| B1 - Income Eligible Existing Buildings | \$ 155,579 | \$ 29,272 | \$ 517,110 | \$ 124,534 | \$ 39,205 | \$ - | \$ 770,542 |
| B1a - Income Eligible Coordinated Delivery | \$ 107,890 | \$ 26,676 | \$ 517,110 | \$ 123,866 | \$ - | \$ - | \$ 770,542 |
| B1a1 - Income Eligible Coordinated Delivery | \$ 107,890 | \$ 26,676 | \$ 517,110 | \$ 123,866 | \$ - | \$ - | \$ 770,542 |
| B1b - Income Eligible Active Demand Reduction | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B1b1 - Income Eligible Active Demand Reduction | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2 - Income Eligible Hand-to-Measure | \$ 51,688 | \$ 3,096 | \$ - | \$ 670 | \$ 39,205 | \$ - | \$ 95,760 |
| B2a - Income Eligible Statewide Marketing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2a1 - Income Eligible Statewide Marketing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2b - Income Eligible Statewide Database | \$ 76 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 76 |
| B2b1 - Income Eligible Statewide Database | \$ 76 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 76 |
| B2c - Income Eligible DOER Assessment | \$ 43,698 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 43,698 |
| B2c1 - Income Eligible DOER Assessment | \$ 43,698 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 43,698 |
| B2d - Income Eligible Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2d1 - Income Eligible Sponsorships & Subscriptions | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| B2e - Income Eligible Workforce Development | \$ - | \$ - | \$ - | \$ 670 | \$ - | \$ - | \$ 670 |
| B2e1 - Income Eligible Workforce Development | \$ - | \$ - | \$ - | \$ 670 | \$ - | \$ - | \$ 670 |
| B2f - Income Eligible Evaluation and Market Research | \$ - | \$ - | \$ - | \$ - | \$ 39,205 | \$ - | \$ 39,205 |
| B2f1 - Income Eligible Evaluation and Market Research | \$ - | \$ - | \$ - | \$ - | \$ 39,205 | \$ - | \$ 39,205 |
| B2g - Income Eligible Energy Affordability Network | \$ 8,915 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 8,915 |
| B2g1 - Income Eligible Energy Affordability Network | \$ 8,915 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 8,915 |
| C - Commercial & Industrial | \$ 352,996 | \$ 77,085 | \$ 1,054,335 | \$ 332,770 | \$ 272,479 | \$ - | \$ 2,0 |

**Cape Light Compact Energy Efficiency
2019 Plan Year Report
Presentation to Governing Board
June 10, 2020**

**Cape Light
Compact**



Working Together Toward A Smarter Energy Future

Overview

Cape Light
Compact



- Strong Performance - Aggressive Goals
- Significant Savings & Benefits for Customers
- Sound Return on Investment

Savings

Cape Light
Compact

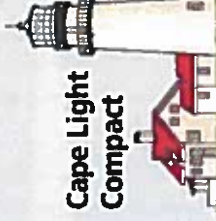


| Sector | Annual Savings (MWh) | | Planned v Actual (%) | |
|-------------------------|------------------------|---------|----------------------|---------------|
| | Planned | Actual | Compact | Statewide (E) |
| Residential | 21,060 | 24,892 | 118% | 131% |
| Income Eligible | 2,226 | 2,075 | 93% | 103% |
| Commercial & Industrial | 16,777 | 11,669 | 70% | 90% |
| Total Portfolio | 40,063 | 38,636 | 96% | 105% |
| | | | | |
| | | | | |
| Sector | Lifetime Savings (MWh) | | Planned v Actual (%) | |
| | Planned | Actual | Compact | Statewide (E) |
| Residential | 110,297 | 152,794 | 139% | 104% |
| Income Eligible | 17,535 | 15,200 | 87% | 89% |
| Commercial & Industrial | 195,060 | 132,875 | 68% | 92% |
| Total Portfolio | 322,892 | 300,869 | 93% | 96% |

- Residential: Completed over 5807 assessments (planned 3719)
- Income Eligible: Completed 621 assessments (planned 1365)
 - Reminder Income Eligible is planned for 10% of the total budget
- C&I: The schedules for several large projects shifted. Expect these projects to remain in the queue for 2020 and 2021.

Benefits

Cape Light
Compact



| Sector | Total Benefits | | Planned v Actual (%) | |
|-------------------------|--------------------------|----------------|----------------------|---------------|
| | Planned | Actual | Compact | Statewide (E) |
| Residential | \$ 73,921,750 | \$ 69,924,819 | 95% | 136% |
| Income Eligible | \$ 9,378,213 | \$ 6,885,827 | 73% | 90% |
| Commercial & Industrial | \$ 54,973,612 | \$ 25,502,997 | 46% | 91% |
| Total Portfolio | \$ 138,273,576 | \$ 102,313,642 | 74% | 104% |
| | | | | |
| | | | | |
| Sector | Benefit Cost Ratio (BCR) | | Statewide (E) | |
| | Planned | Actual | Actual | |
| Residential | 2.25 | 1.90 | 2.33 | |
| Income Eligible | 2.25 | 1.83 | 2.03 | |
| Commercial & Industrial | 3.41 | 2.50 | 2.63 | |
| Total Portfolio | 2.60 | 2.01 | 2.46 | |

- Over \$100 Million in Benefits to Customers
- \$2.01 Return on each \$1.00 Invested

Costs

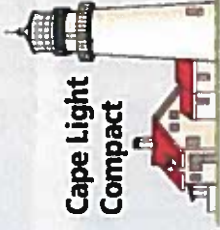


| Sector | Costs | | Planned v Actual (%) | |
|-------------------------|------------|------------|----------------------|---------------|
| | Planned | Actual | Compact | Statewide (E) |
| Residential | 24,849,635 | 29,571,652 | 119% | 115% |
| Income Eligible | 4,177,118 | 3,757,783 | 90% | 99% |
| Commercial & Industrial | 14,888,929 | 9,219,403 | 62% | 83% |
| Total Portfolio | 43,915,682 | 42,548,838 | 97% | 98% |

- Residential
 - 84.5% of the assessments had weatherization recommended and of that 50.3% conversion from audit to weatherization work.
 - In general HVAC and Lighting are still very strong
- Income Eligible
 - A large multi-family project fell through
 - Greater quantity of appliances installed vs. planned
 - Lower quantity of HVAC and envelope measures installed vs. planned
- C&I
 - Planned to Serve Comprehensively, but many Customers only Interested in Lighting

Compact Service Territory

Cape Light Compact



| Sector | Cape Light Compact | Eversource | National Grid | Unitil | Average |
|-----------------------------|--------------------|----------------|----------------|----------------|----------------|
| A - Residential | 50.78% | 15.76% | 19.23% | 13.63% | 18.58% |
| B - Income Eligible | 5.05% | 3.33% | 2.74% | 4.09% | 3.09% |
| C - Commercial & Industrial | 44.16% | 80.90% | 78.03% | 82.28% | 78.34% |
| Grand Total | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |

| C&I Sub Offering | Cape Light Compact | Eversource | National Grid | Unitil | Average |
|--|---------------------------|-------------------|----------------------|----------------|--------------------|
| Sum of Savings | | | | | |
| Column Labels | | | | | |
| Row Labels | Cape Light Compact | Eversource | National Grid | Unitil | Grand Total |
| C1a - C&I New Buildings & Major Renovations | 11.23% | 8.53% | 10.69% | 5.06% | 9.66% |
| CHP | 0.00% | 1.71% | 4.37% | 0.00% | 3.03% |
| Codes | 0.00% | 1.31% | 0.00% | 0.00% | 0.60% |
| Whole Initiative | 11.23% | 5.52% | 6.31% | 5.06% | 6.02% |
| C2a - C&I Existing Building Retrofit | 69.82% | 65.69% | 64.58% | 65.17% | 65.19% |
| CHP | 0.00% | 9.77% | 20.54% | 0.00% | 15.06% |
| Fuel Switching | 0.00% | -0.01% | 0.00% | 0.00% | -0.01% |
| Residential End Use | 0.91% | 0.53% | 1.07% | 0.02% | 0.81% |
| Turnkey | 25.35% | 19.41% | 7.69% | 10.01% | 13.43% |
| Whole Initiative | 43.56% | 36.00% | 35.28% | 55.14% | 35.90% |
| C2b - C&I New & Replacement Equipment | 18.96% | 25.78% | 24.73% | 29.77% | 25.15% |
| CHP | 0.00% | 0.00% | 2.90% | 0.00% | 1.49% |
| Upstream | 17.56% | 22.17% | 16.84% | 17.58% | 19.33% |
| Whole Initiative | 1.40% | 3.60% | 4.99% | 12.19% | 4.34% |
| Grand Total | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |

* Turnkey = Small/Micro C&I

Cost of Saved Energy - MMBtu

Cape Light Compact



| PA | Total Program Costs (\$) | Total Lifetime Savings (MMBtu) | COSE (\$/Lifetime MMBtu) |
|-----------------------------|--------------------------|--------------------------------|--------------------------|
| Cape Light Compact | 42,548,838 | 3,377,446 | \$ 12.60 |
| A - Residential | 29,571,652 | 2,395,264 | \$ 12.35 |
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| Eversource | 283,065,149 | 32,299,223 | \$ 8.76 |
| A - Residential | 117,915,389 | 9,077,927 | \$ 12.99 |
| B - Income Eligible | 32,043,930 | 1,669,739 | \$ 19.19 |
| C - Commercial & Industrial | 133,105,830 | 21,551,558 | \$ 6.18 |
| National Grid | 289,042,223 | 35,379,476 | \$ 8.17 |
| A - Residential | 149,842,983 | 14,896,084 | \$ 10.06 |
| B - Income Eligible | 33,370,919 | 1,710,853 | \$ 19.51 |
| C - Commercial & Industrial | 105,828,321 | 18,772,539 | \$ 5.64 |
| Unitil | 5,831,199 | 618,779 | \$ 9.42 |
| A - Residential | 2,526,399 | 203,420 | \$ 12.42 |
| B - Income Eligible | 1,083,259 | 36,995 | \$ 29.28 |
| C - Commercial & Industrial | 2,221,541 | 378,364 | \$ 5.87 |
| Grand Total | 620,487,409 | 71,674,924 | \$ 8.66 |

- Compact cost of saved energy higher than other PAs because:
 - Compact service territory weighted toward residential, which is more expensive to serve
 - Compact C&I weighted toward small/micro customers, also more expensive to serve

Thank you!

Cape Light
Compact



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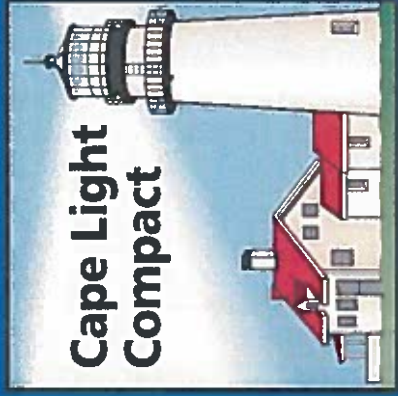


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COVID-19 Mitigation Efforts

6/10/20



*Your Trusted, Local
Energy Resource*

On-Premise Work Update

- On-premise assessments and installations will begin this month.
 - After required health and safety training protocols are met by all contractors
- www.massave.com/covid19 Frequently Asked Questions - updated regularly
 - Also shown as a banner on the home page



Frequently Asked Questions

PURCHASE TO COVID-19 **FAQS**, we will be updating the dates and details below to reflect Questions 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.



CLC Website

- CLC Covid-19 Information page will have updated information www.capelightcompact.org/covid-19-information



Program Impacts

Due to ongoing concerns about the spread of COVID-19, Cape Light Compact, in conjunction with the other Mass State agencies, has decided to suspend all in-person visits to our energy efficiency services. Additional details can be found at <http://www.mass.gov/energyefficiency>.

Cape Light Compact offices are closed to the public but all staff are available through our energy efficiency line at 1-800-797-6694 or by email at emil@clc.org. After hours, please call our 24-hour emergency service at 1-800-797-6694. For more information, please contact us at 1-800-797-6694.

Enhanced Offerings

For a limited time, Cape Light Compact will be offering enhanced rates for homes, and businesses.

- Residential Customers can now receive Virtual Home Energy Assessments and SOA's remote on income-based assistance to weatherization. Terms and conditions apply. Full details are available on the home energy assessment and insulation page.
- Businesses can receive up to 50% on energy for the month of March. Terms and conditions apply. Full details are available on the business page.



Residential Retail Offerings

- Limited time offer of an increased incentive to Recycle Refrigerators and Freezers - Get a \$125 Rebate
- Appointment must be placed between May 6, 2020 and August 31, 2020 and picked up between May 6, 2020 and September 30, 2020 to qualify for this limited-time offer.
 - ARCA works with the customer to determine the best place for the customer to leave the unit - for example, garage, adjacent to garage, porch or patio.
 - Valid for Residential and Small Business customers



- [MassSave.com/Recycle](https://www.masssave.com/Recycle)



Residential Virtual Home Energy Assessment (VHEA) Update

- Terms and conditions for a limited time enhanced 100% insulation incentive. Dates listed below are subject to change.
- To be eligible for the 100% incentives customers should call to schedule a Virtual Home Energy Assessment by July 31, 2020
- Customers who have a Virtual Home Energy Assessment (VHEA) have 30 days from date of VHEA to sign the contract and install by November 30, 2020.
- Customers who had an in-person assessment prior to the temporary suspension of on-premise who hadn't signed an insulation contract yet have to sign the contract by July 31, 2020, and install by November 30, 2020.
- Customers with signed contracts prior to the suspension of on-premise work need to have installed by November 30, 2020.
- Customers must live in a 1-4-unit home.



C&I Lighting – Instant Incentives

- Instant savings available at participating electrical distributor
- Incentives increased on the following measures:
 - LED Troffers with Controls (extended promo)
 - LED High/Low Bays with Controls
 - Exterior LEDs
- Timing
 - Promo begins on 6/16/20-8/31/20, with the exception of LED Troffers with Controls which is extended from promo that began in March
- For more info and list of distributors, visit MassSave.com/Upstream-Lighting



Foodservice – Instant Incentives

- Incentives available at participating foodservice dealers
- Incentives increased on the following electric measures:
 - Combination Oven
 - Steamer
 - Fryer
 - Dishwashers
 - Freezers and Refrigerators
- Timing
 - Promo began on 6/1/20 and end on 8/31/20
- For more info and list of dealers, visit MassSave.com/Instant-Rebates



Small Business Offerings

Enhanced Incentives

- Up to 100%
- Some of the eligible measures include:
 - Lighting, thermostats, controls, water-saving devices

Eligible Customers

- Customers with usage less than 1.5 million kWh
- New requests
- Proposals not yet signed from 2019 and 2020

Timeframe

- Contracts must be signed by 8/31/20
- Installed by 12/31/20



Call 1-800-797-6699 to sign up for an assessment

Power Supply Updates

June 10, 2020

CLC Governing Board Meeting



*Your Trusted, Local
Energy Resource*

Annual Aggregation Report

- CLC filed its calendar year 2019 annual aggregation report with the DPU on June 1
 - Filed under DPU docket number “20-MA”
 - Posted to CLC website (*About Us > Reports > Aggregation Plan > Annual Reports*)
- All aggregations are required to submit report annually
 - CLC has submitted an annual aggregation report to DPU since FY 2014
- Includes information on CLC’s supply contract, pricing, adder collection and use, product offerings, customers served, and more
- In 2019, CLC’s power supply aggregation served ~143,000 customers with a total load of ~937,000,000 kWh



New Power Supply Pricing

| | Standard | CLC Local Green 50 | CLC Local Green 100 |
|---|----------|--------------------|---------------------|
| Residential (July – Dec meter reads) | 9.98 | 11.28 | 12.68 |
| Commercial (June – Dec meter reads) | 9.913 | 11.213 | 12.613 |
| Industrial (June – Sept meter reads) | 8.114 | 9.414 | 10.814 |

All rates shown in cents/kWh

- Note that residential rate does not take effect until July meter reads
- New residential rates will appear on customers' bills in August (bill covering July – August usage)
- New C&I rates will appear on bills received in July (bill covering June – July usage)
- All rates are updated on website -
 - Standard: <https://www.capelightcompact.org/power-supply/>
 - CLC Local Green: <https://www.capelightcompact.org/clcgreen/>

